



**Minutes  
Greenville Technical College Area Commission  
Center for Manufacturing Innovation  
Multipurpose Room**

**December 12, 2018**

**Members Present**

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

**Members Absent**

Dean Jones

**Staff Present**

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

**Guests**

Keith Munson  
Jeff Thordahl

**County Council**

Councilman Lynn Ballard  
Councilman Joe Dill  
Councilman Ennis Fant  
Councilman Butch Kirven  
Councilman Willis Meadows  
Councilman Fred Payne  
Councilwoman Liz Seman  
Councilman Bob Taylor

**Legislative Delegation**

Senator Karl Allen  
Senator Ross Turner  
Representative Bruce Bannister  
Representative Mike Burns  
Representative Chandra Dillard  
Representative Jason Elliott  
Representative Dwight Loftis  
Representative Garry Smith  
Representative Tommy Stringer

**Call to Order and Welcome**

Chair Shouse called the meeting to order at 11:15 a.m. and welcomed members of the board, staff, and guests. 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 members of the Greenville County Council and Legislative Delegation for their valued support this year with pushing for approval of the applied baccalaureate in

advanced manufacturing technology and for their continued support of the college and the community.

### **Update to County Council and Legislative Delegation**

Dr. Miller provided an update on the state of the college. After addressing questions and comments, Dr. Miller closed his presentation with a video of students that highlights the people and programs supporting their hopes and dreams (see attached presentation).

Dr. Miller thanked County Council and Legislative Delegation members for their attendance and ongoing support and encouraged them to reach out whenever questions arise. After a break, the board continued with a brief meeting.

### **Approval of the 2019 Board Calendars**

Ms. Hackl made a motion to accept the 2019 Area Commission Board calendar and the Enterprise Campus Authority Board calendar. Mr. Smith seconded the motion. The motion carried.

### **Approval of Minutes**

Mr. Martin made a motion to approve the November 14, 2018, minutes as submitted. Mr. Smith seconded the motion. The motion carried.

### **Finance Report**

Mr. Southerlin referred the board to the November financial reports in the board packet. Mrs. DiMaggio presented the finance report in the new format that reflects a ten-year comparison (see attached).

### **Building and Grounds Committee**

Mr. Smith stated that the committee met earlier to discuss naming of the new location at Poe West. A motion was made to approve the name as the Center for Culinary and Hospitality Innovation. The motion carried.

### **SCATCC and CHE Update**

**SCATCC Update** – Mr. Batson asked the board to save the date of January 16, 2019, for the Commissioners' Academy at 1:00 p.m. and the Legislative Reception at 6:00 p.m. at the Palmetto Club in Columbia. Dr. Miller stated that the January board meeting will be on the fourth Wednesday, January 23, rather than the third Wednesday, January 16, because of the SCATCC events.

**CHE Update** – Mr. Batson provided a brief update on CHE.

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

The meeting adjourned at 1:03 p.m.

**Area Commission Board Meeting**

**December 12, 2018**

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# Transforming Lives

Annual enrollment  
15,720 credit  
9,581 non-credit

92% licensure pass rate

87% graduate placement rate

\$5,000 savings compared to a four-year college per semester

84% Quick Jobs completion rate

357 Greenville County companies served by EDCT

# Greenville Tech Foundation Removes Obstacles

318

Scholarships worth \$427,039 awarded in 2018

100+

Students with critical needs assisted

\$2.2m

To support GTC facility, classroom, and equipment needs

\$165k

Raised through Workforce Development Salute, the largest amount ever

# Partnerships

Four-year institutions

Building inmate skills with ServSafe training

KUKA Robotics

Shared use facility saves money, supports training needs

New agreements with Anderson, The Citadel, Gardner Webb

Greenville Detention Center

KUKA's only college partner with seven industrial robots

SC Army National Guard

# An Inclusive Environment

2018  
Higher Education  
Excellence in Diversity  
Award

One of 2018's  
Most Promising  
Places to Work  
in Community  
Colleges

# Innovation

CMI is growing the advanced manufacturing pipeline with enrollment up 25-30%

Employers want an applied baccalaureate degree, and it's been signed into law

# Plans



# New Academic Schools

Business and Computer Technology

Advanced Manufacturing and Engineering Technology

Education and Professional Studies

Arts and Sciences

Aviation, Construction and Transportation Technology

Health Sciences

# Poe West

Training

Culinary Arts non-credit/Quick Jobs and corporate training facility

TV

WSPA culinary show

Incubator

Culinary space where businesses can test ideas and grow

New

Hospitality and Tourism academic program



## New Programs

BMW  
Automotive  
Service  
Program

Teacher  
Education

Allied Health  
Bachelor's  
Degree

## Student-Focused Facility Upgrades

Benson  
Amphitheater

Dreisbach/  
Anderson  
Student Success  
Center



## The Problem With Success

"I would say the same thing to higher education that George Romney said to Detroit automakers in the 1960s: '**Nothing is more vulnerable than entrenched success.**' "

Senator Lamar Alexander

## Business as usual? Not an option.

- Unlimited financial aid is **out**
- Satisfactory academic progress is **in**
- Gainful employment is **in**
- Stop outs are **increasing**
- They **don't love us** anymore -- not a public responsibility
- Prove it! **Accrediting bodies**
- Back to a **culture of skills**
- Accountability -- **VFA, White House effort**
- Access is now **access and success**

## Hiring and Retaining Qualified People

Challenge:

Unemployment is low, and state salaries are not keeping pace with industry.

# Persistence and Retention

## Challenge:

Helping students stay in college until they graduate

# Meeting the Challenges

## Solutions:

- Provide more mentors, tutors, and academic coaches
- Implement a different higher ed business model
  - Create more robust credit transfer opportunities
  - Restructure
  - Avoid filling vacancies
  - Reallocate resources to biggest needs
- Rely on your continued support



Listen to students  
who have benefitted  
from your strong  
support.

Thank you!



#GTFSalute

# FINANCIAL UPDATE

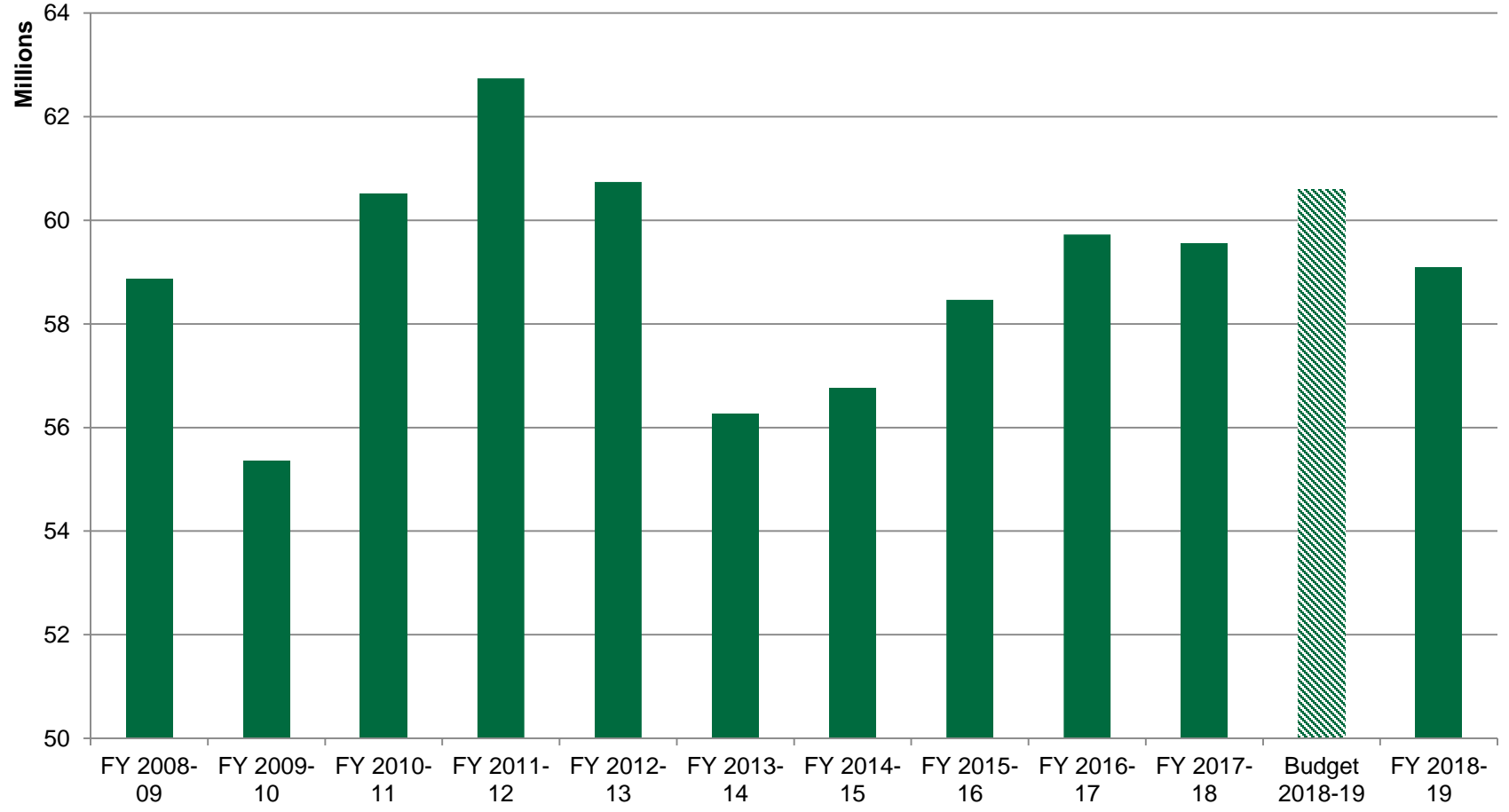
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Area Commission  
December 12, 2018



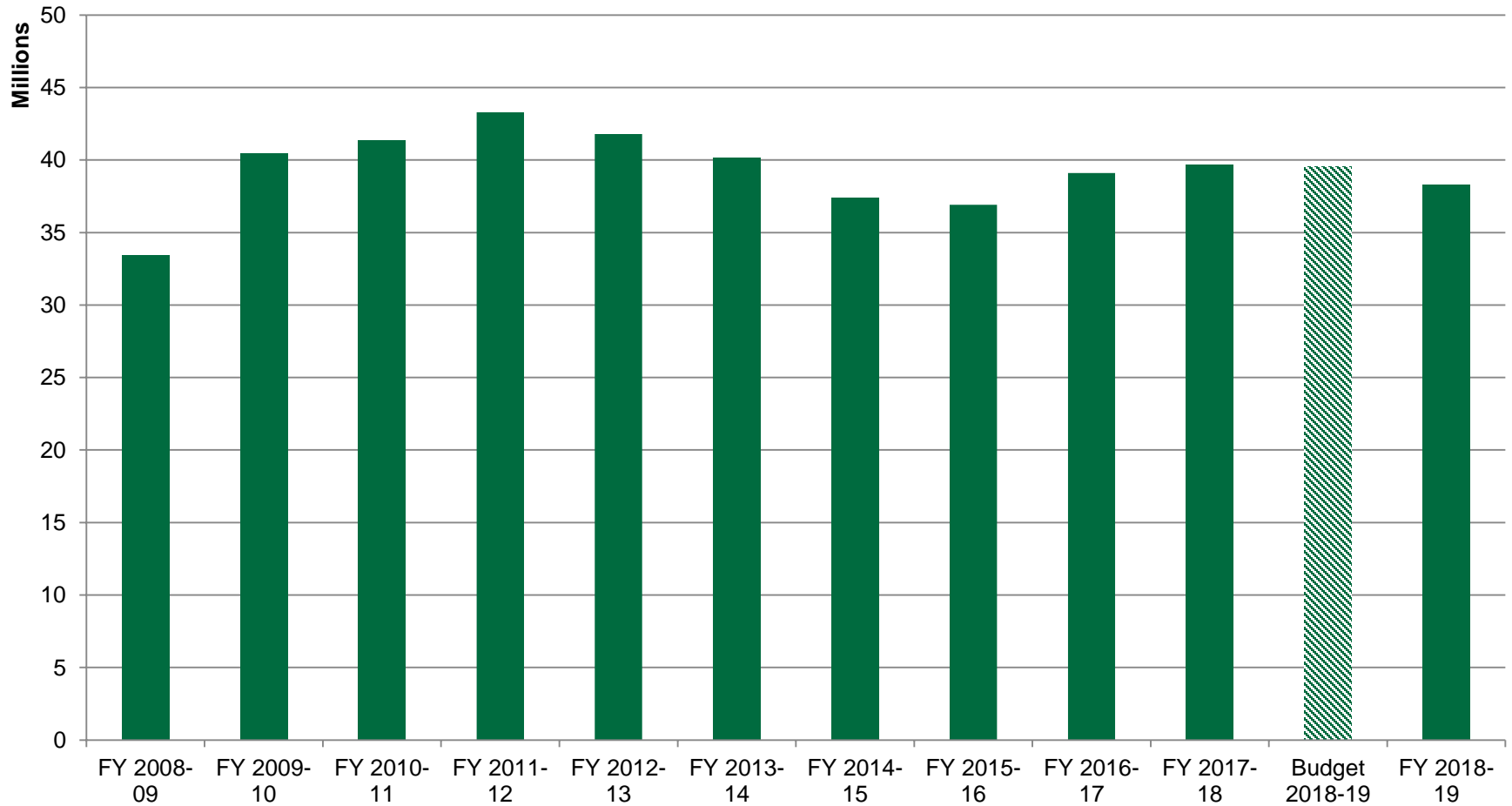
# REVENUES NOVEMBER 30 YEAR-TO-DATE

## Total Revenues



# REVENUES NOVEMBER 30 YEAR-TO-DATE

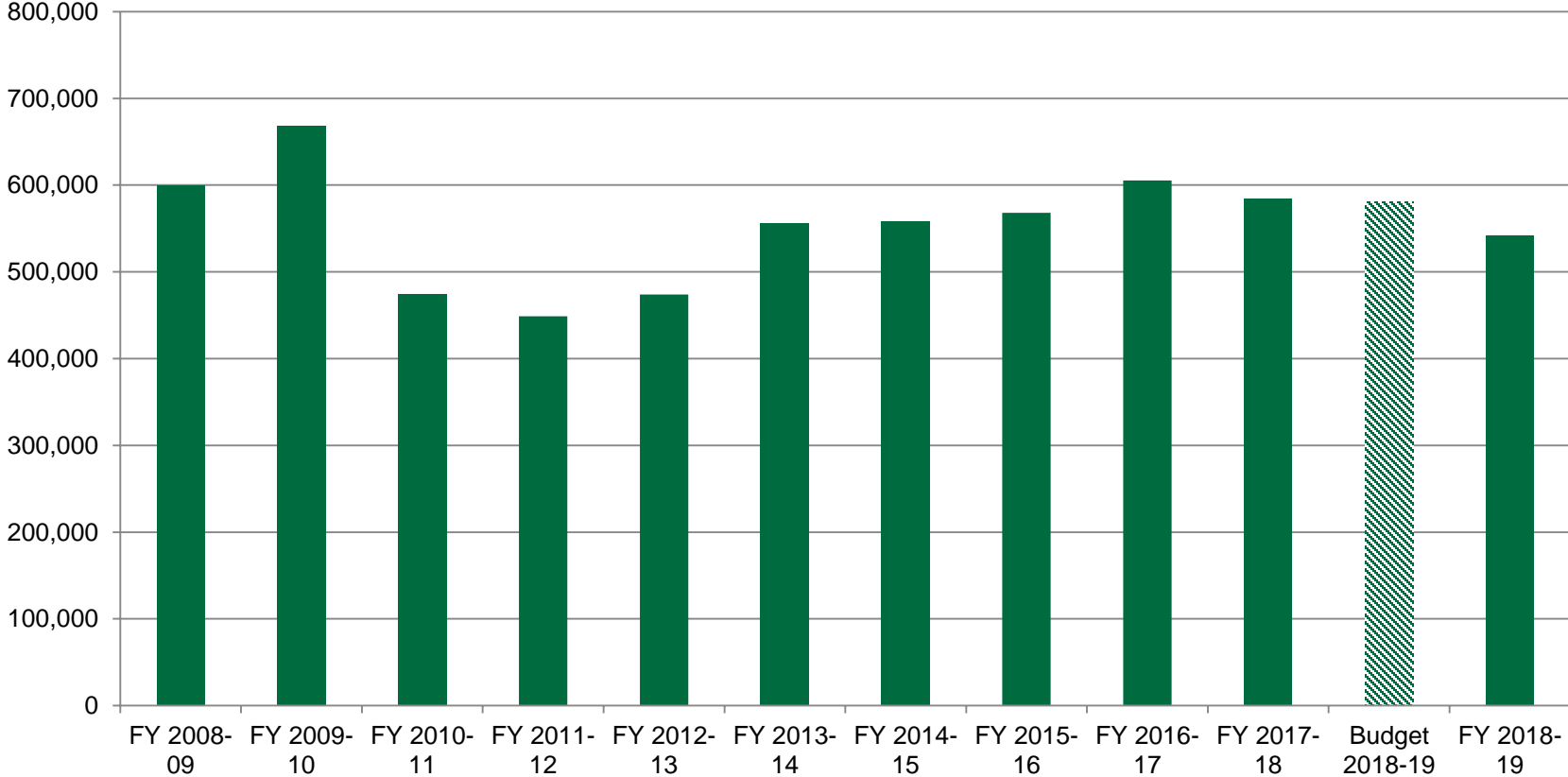
## Student Revenues





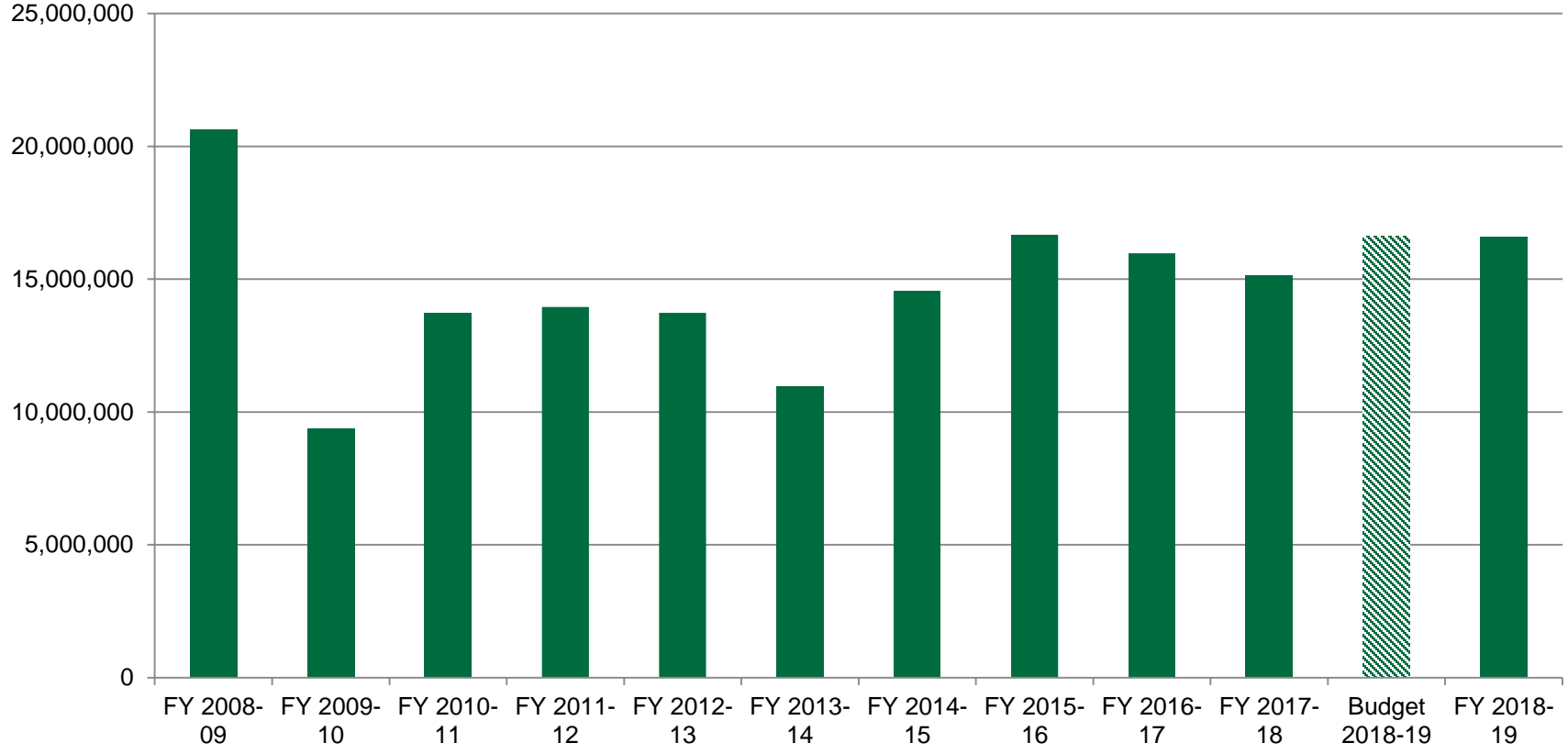
# REVENUES NOVEMBER 30 YEAR-TO-DATE

## County Revenues



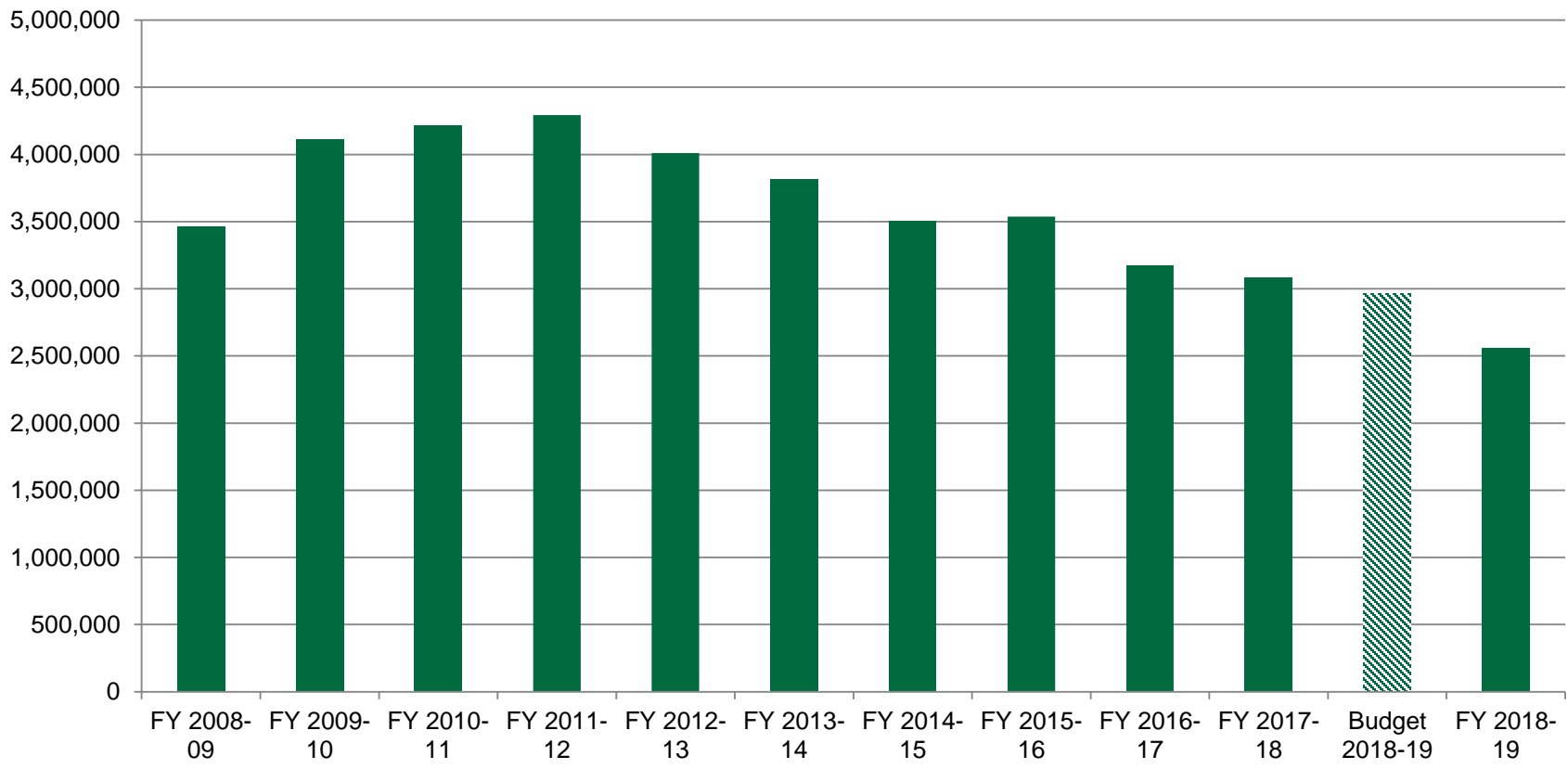
# REVENUES NOVEMBER 30 YEAR-TO-DATE

## State Appropriations



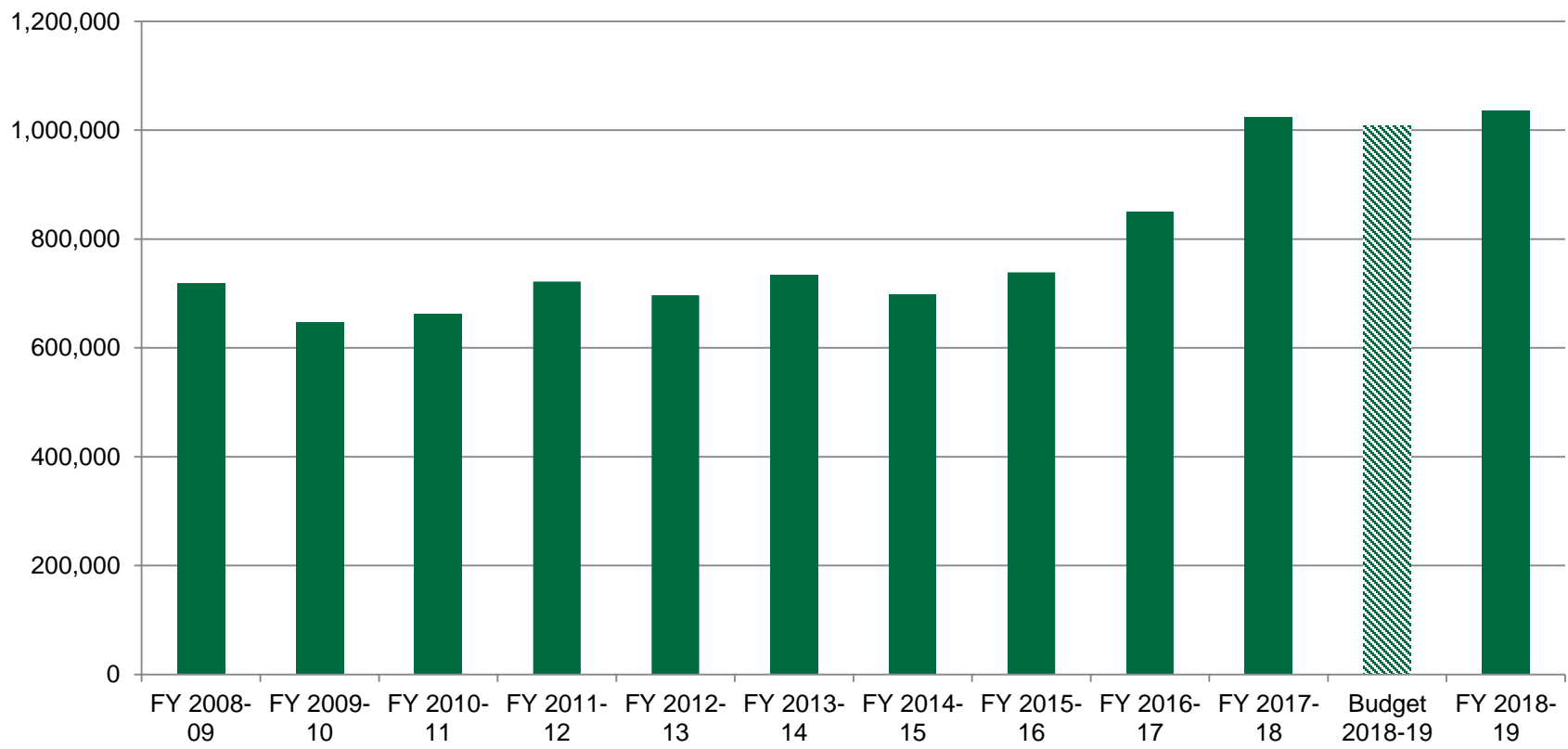
# REVENUES NOVEMBER YEAR-TO-DATE

## Auxiliary Services



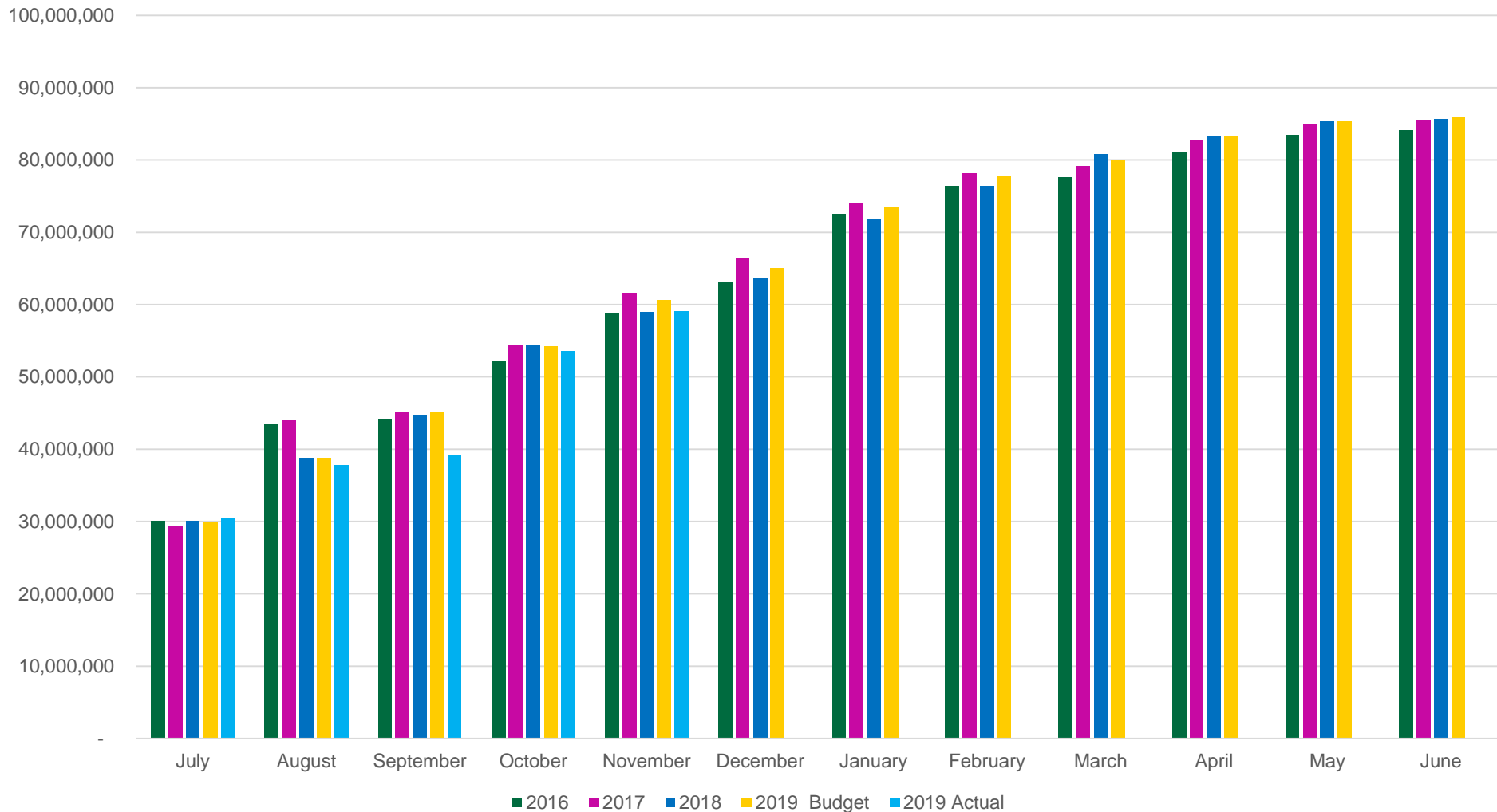
# REVENUES NOVEMBER 30 YEAR-TO-DATE

## Other Revenues



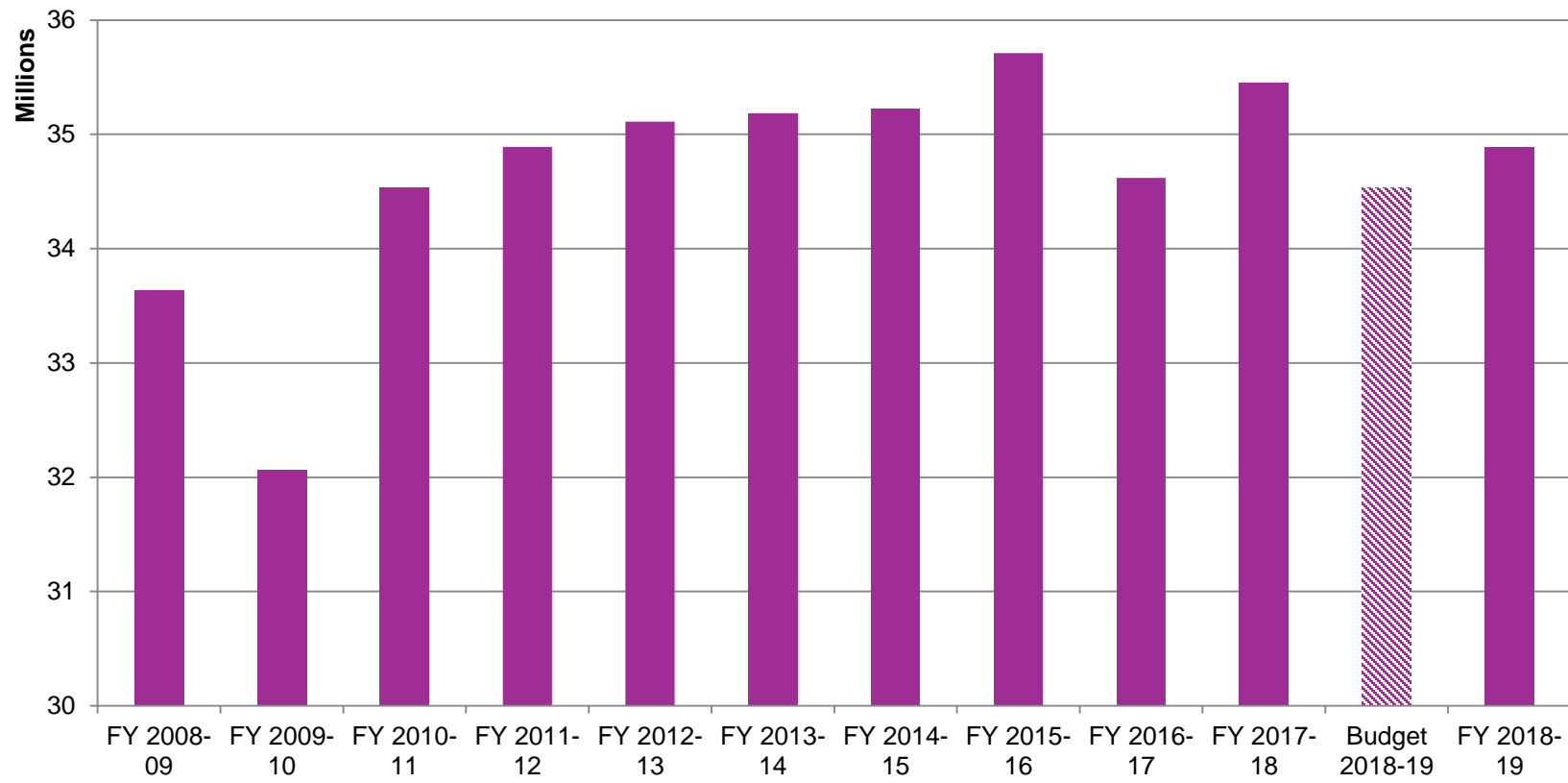
# TOTAL REVENUES BY MONTH

Total Revenue



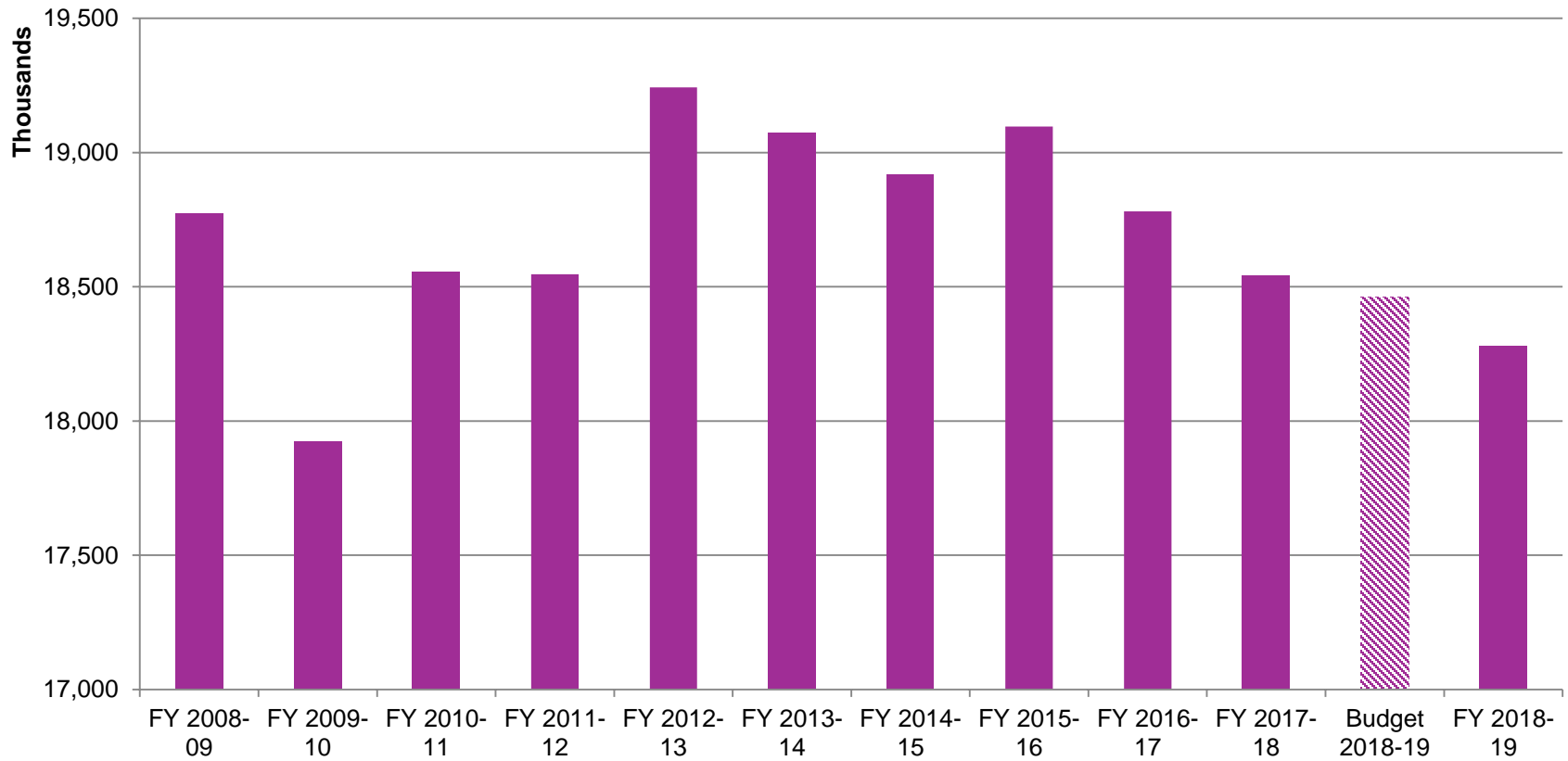
# EXPENSES NOVEMBER 30 YEAR-TO-DATE

## Total Expenses



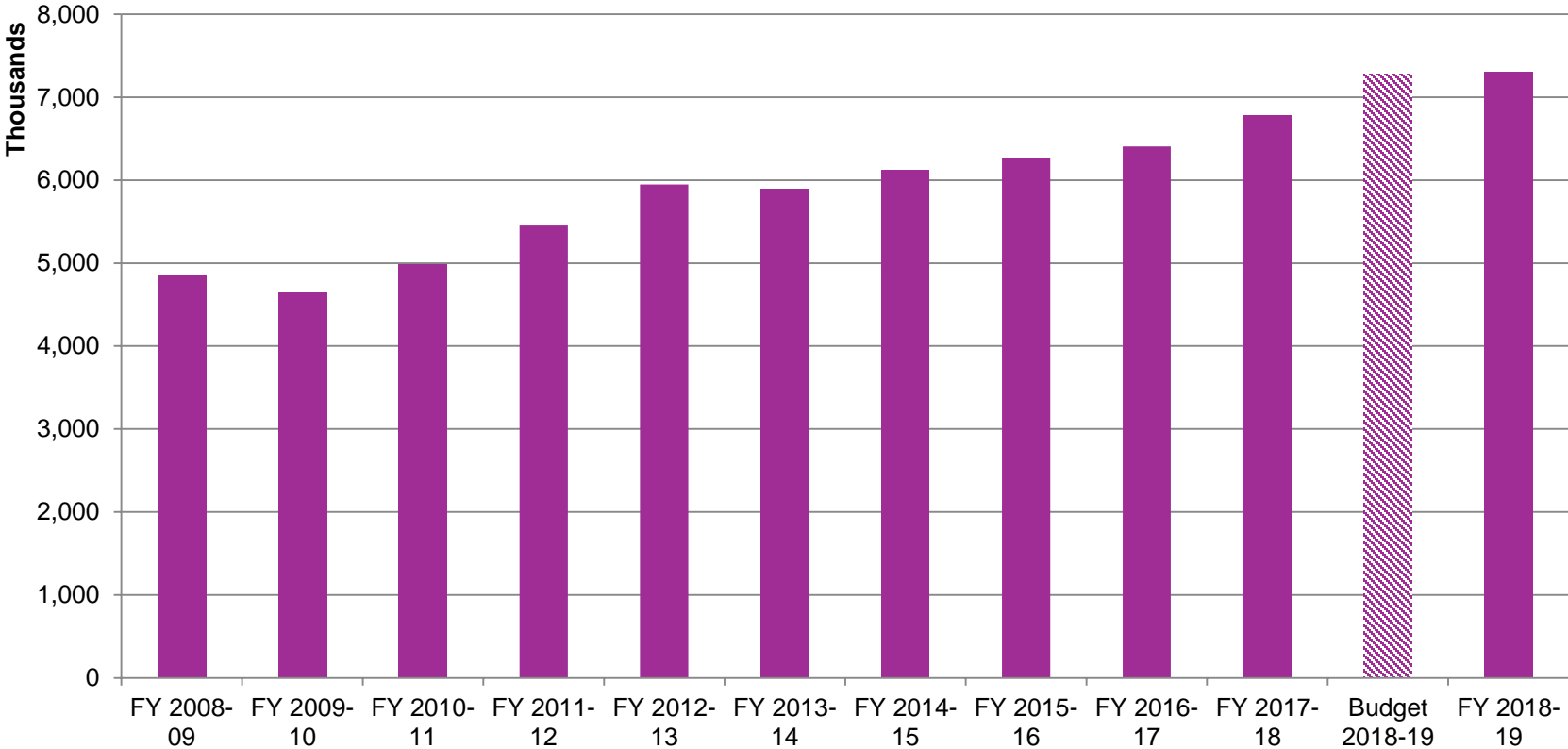
# EXPENSES BY TYPE NOVEMBER 30 YTD

## Salaries



# EXPENSES BY TYPE NOVEMBER 30 YTD

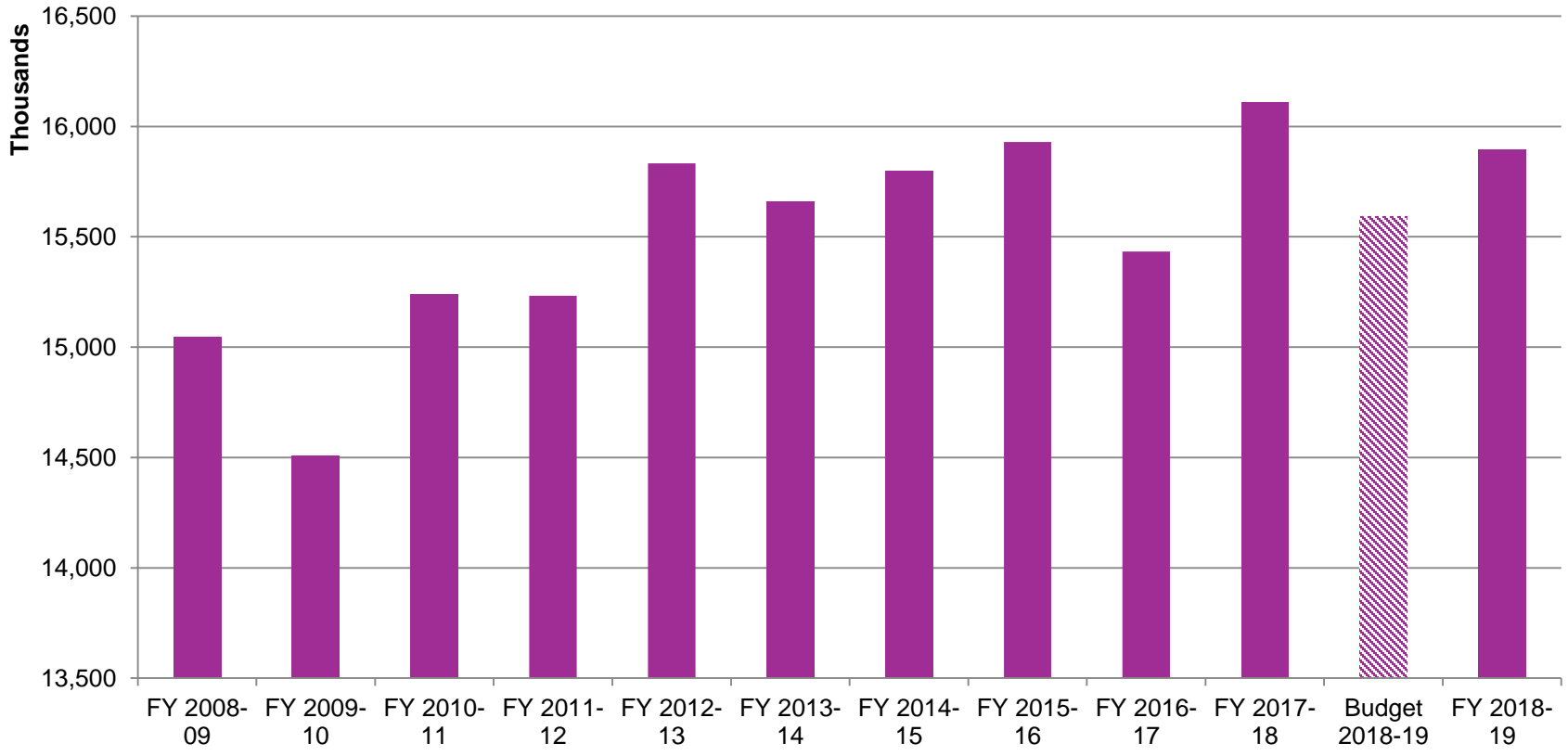
## Benefits





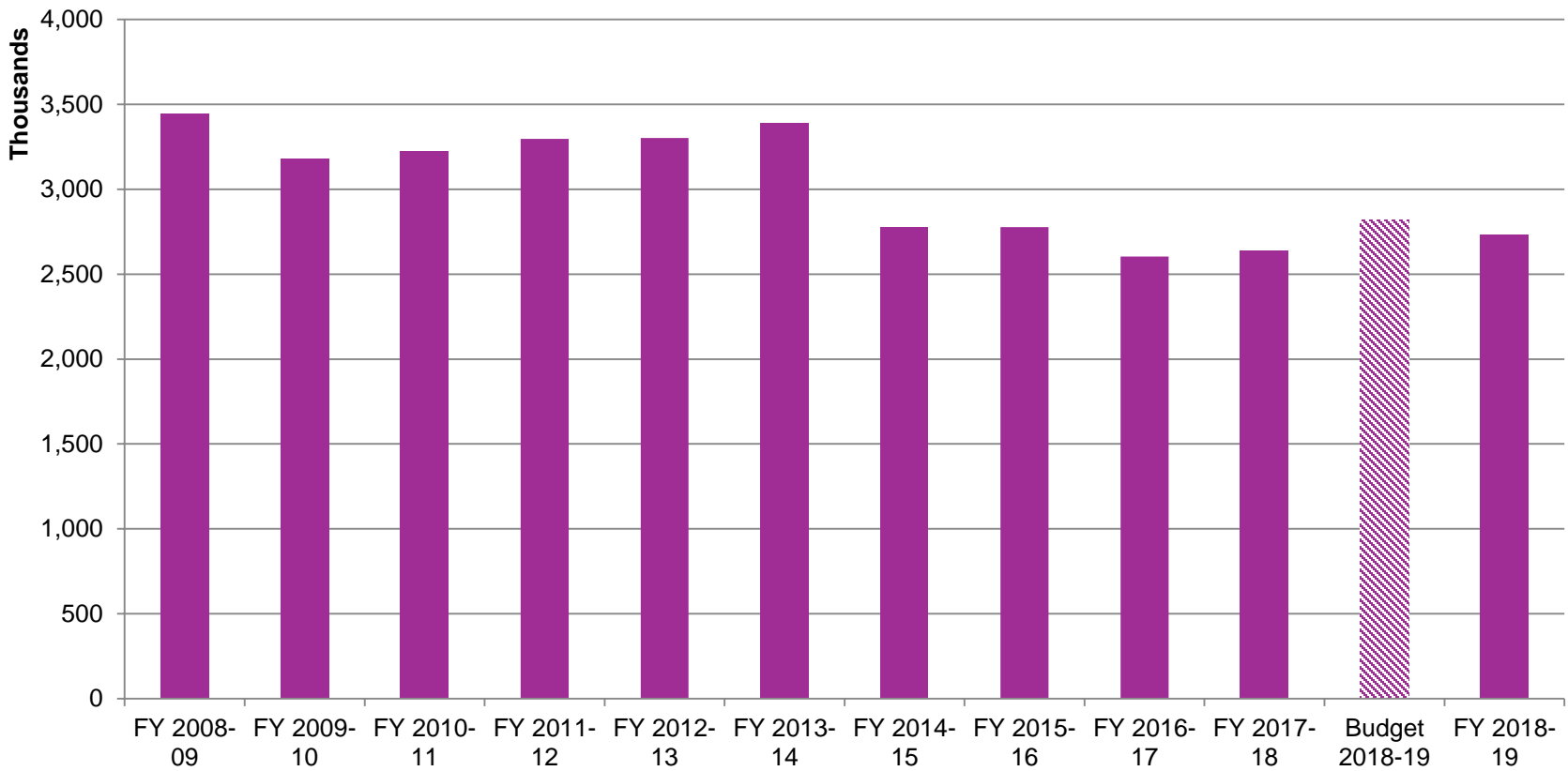
# EXPENSES BY FUNCTION NOVEMBER YTD

## Instructional



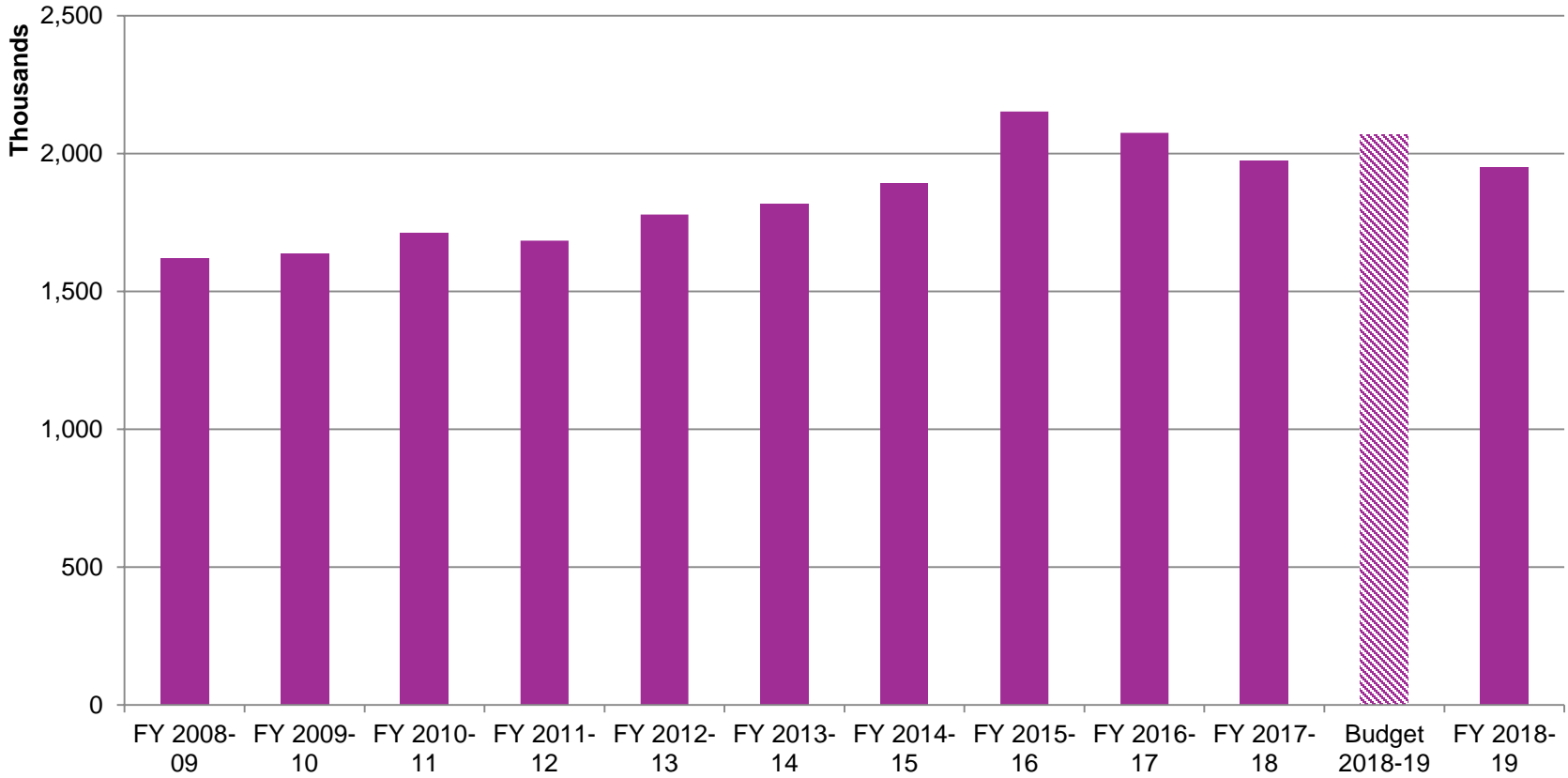
# EXPENSES BY FUNCTION NOVEMBER YTD

## Academic Support



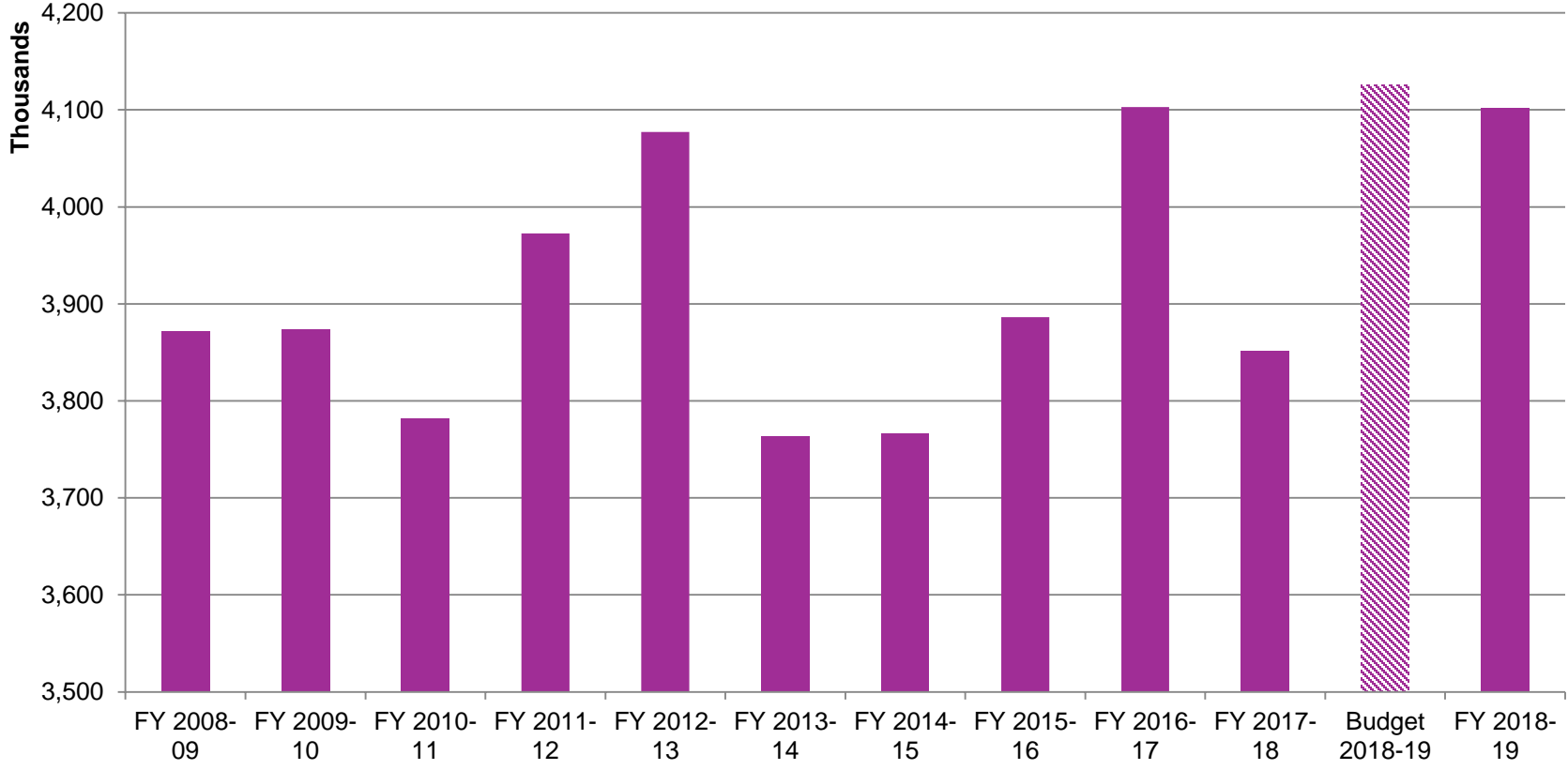
# EXPENSES BY FUNCTION NOVEMBER YTD

## Student Support



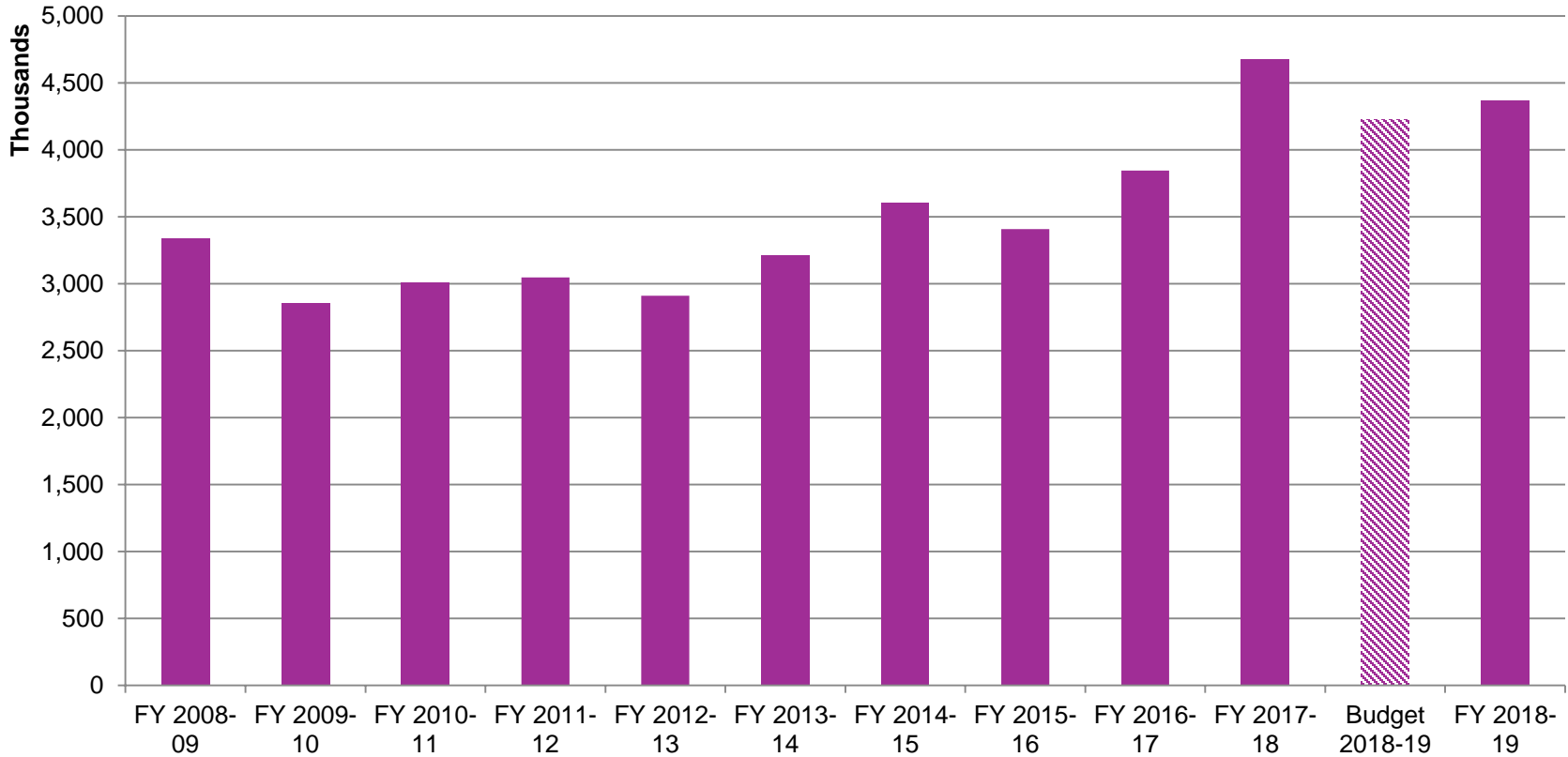
# EXPENSES BY FUNCTION NOVEMBER 30 YTD

## Operations and Maintenance



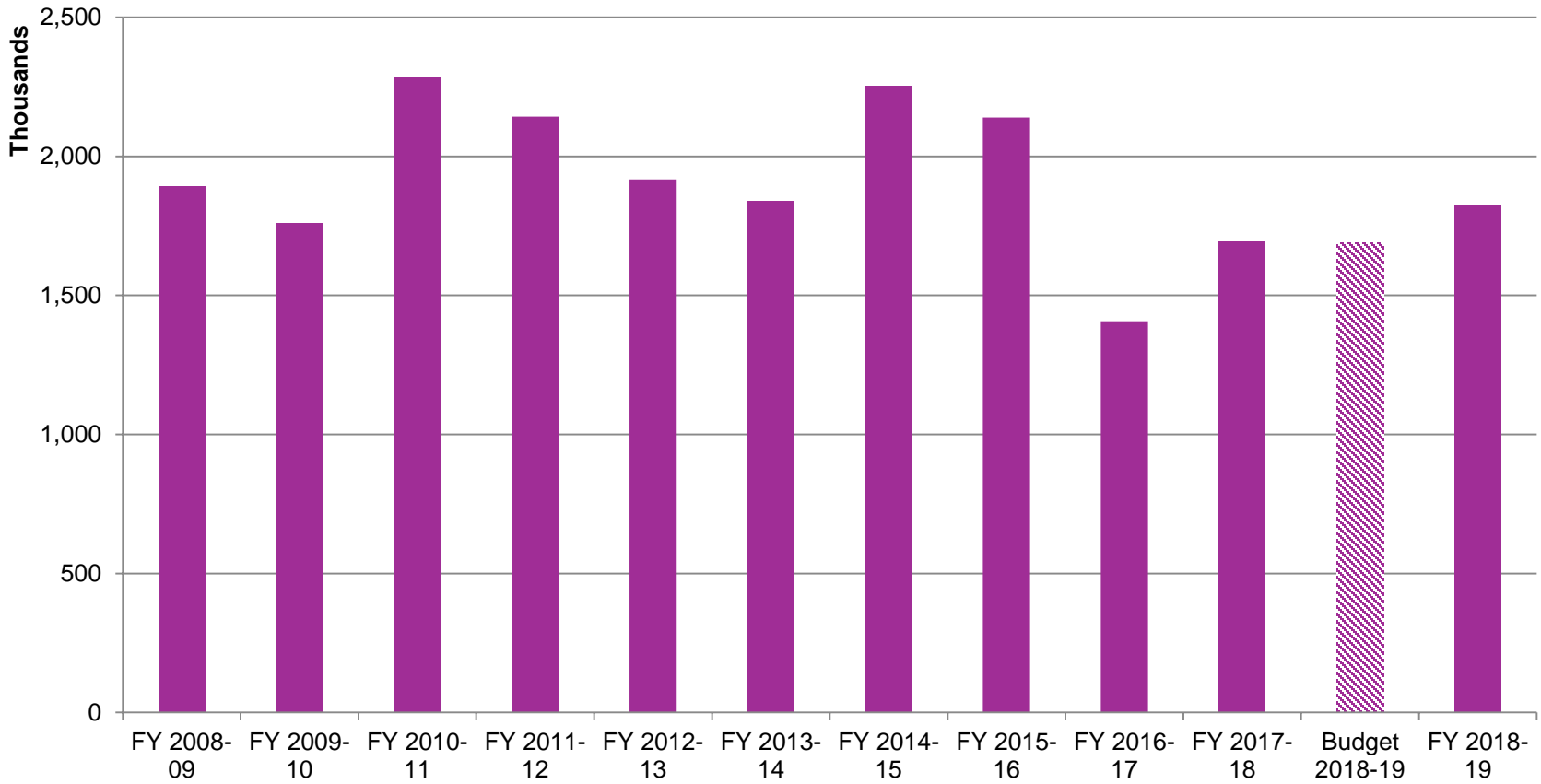
# EXPENSES BY FUNCTION NOVEMBER 30 YTD

## Administrative and General



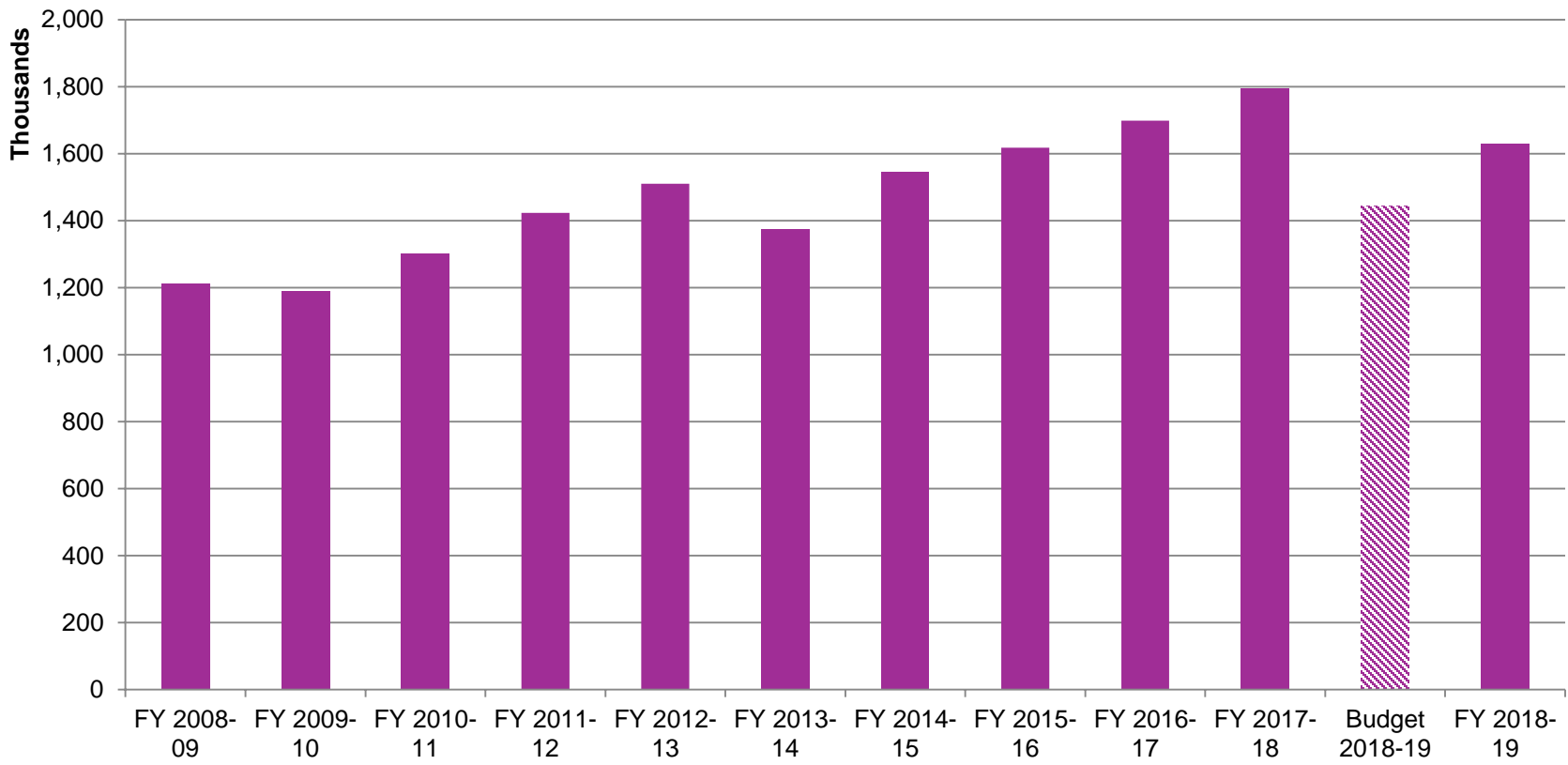
# EXPENSES BY FUNCTION NOVEMBER YTD

## Technology



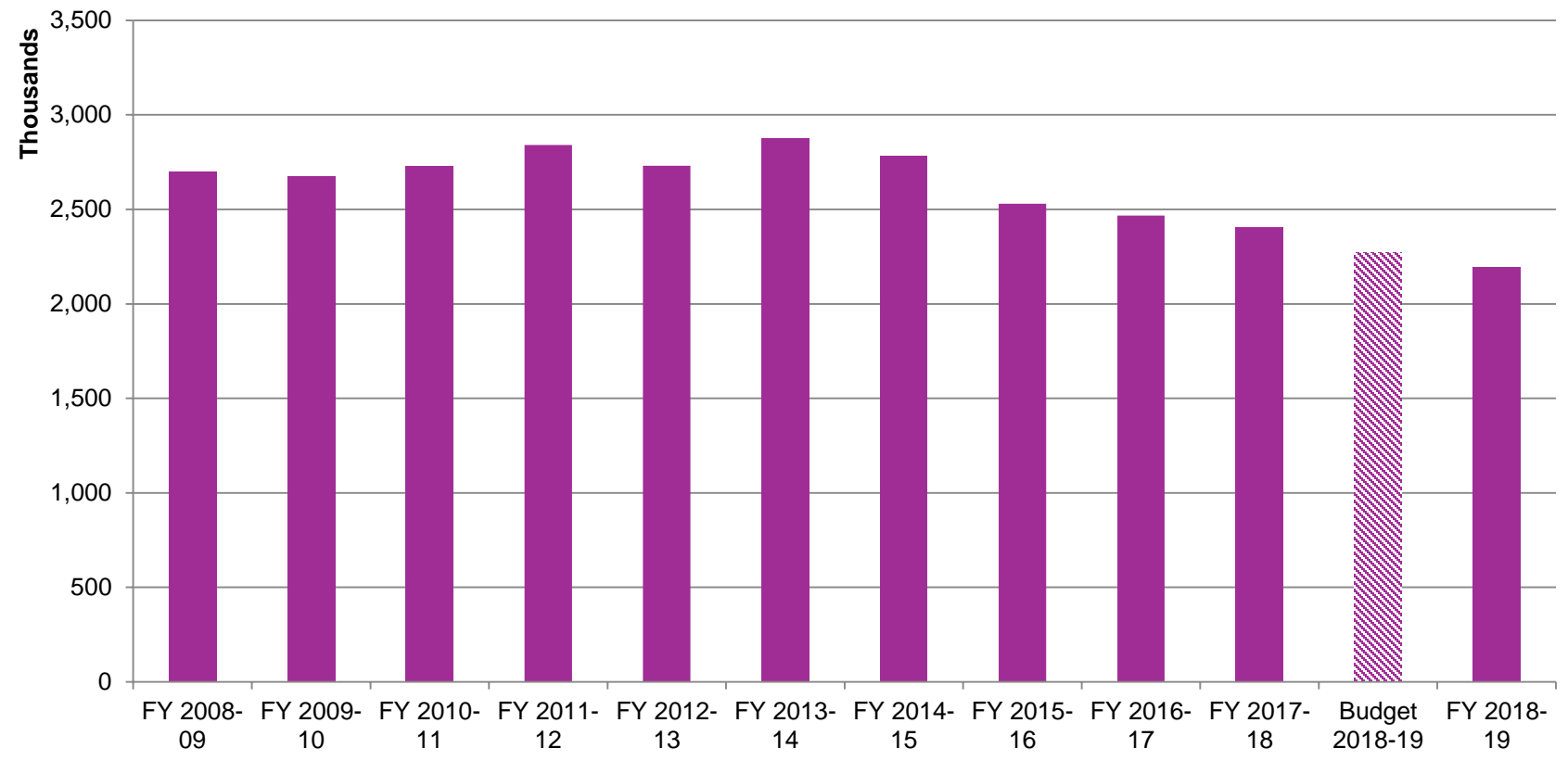
# EXPENSES BY FUNCTION NOVEMBER YTD

## Remissions and Exemptions



# EXPENSES BY FUNCTION NOVEMBER YTD

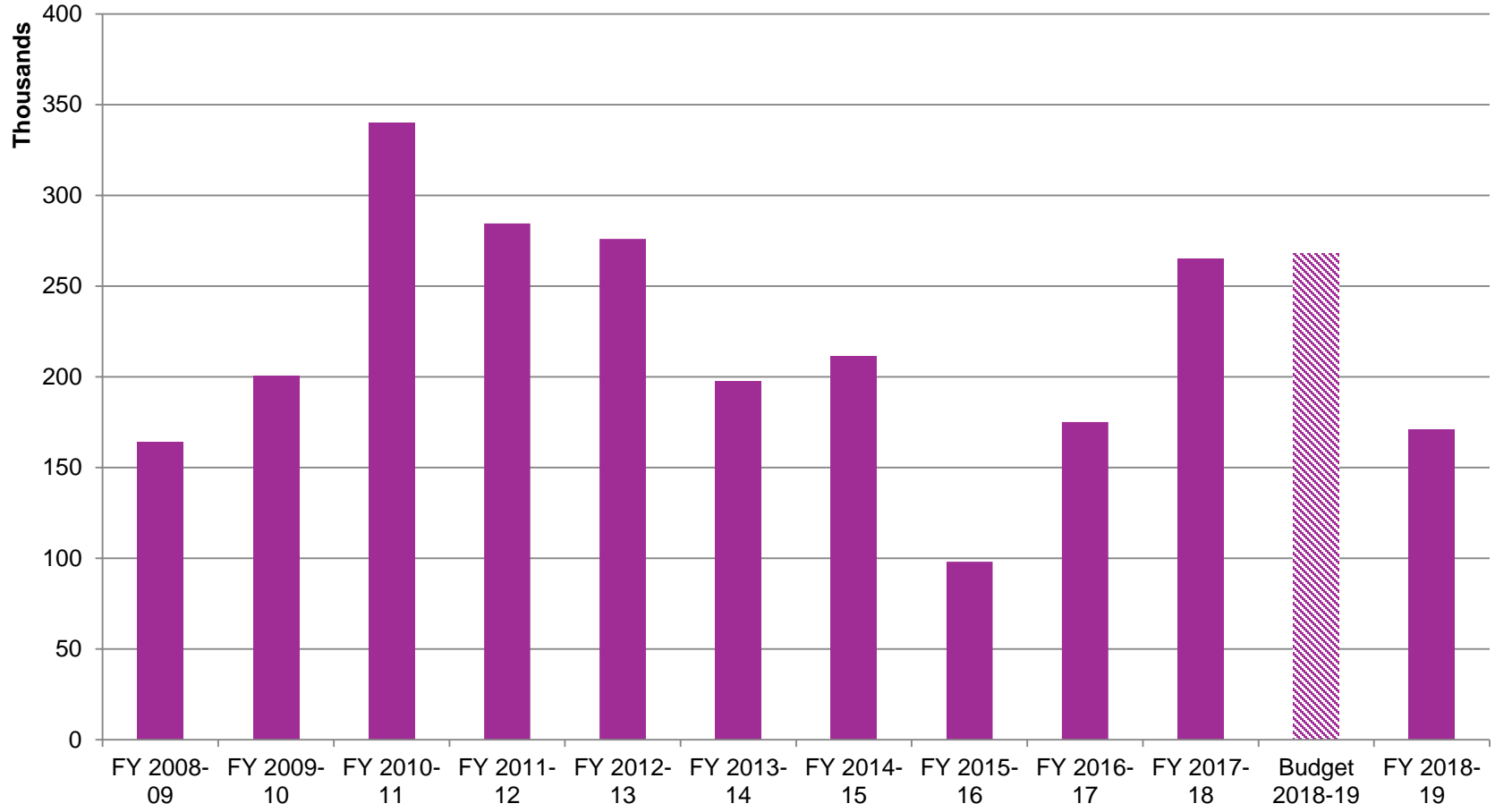
## Auxiliary Services





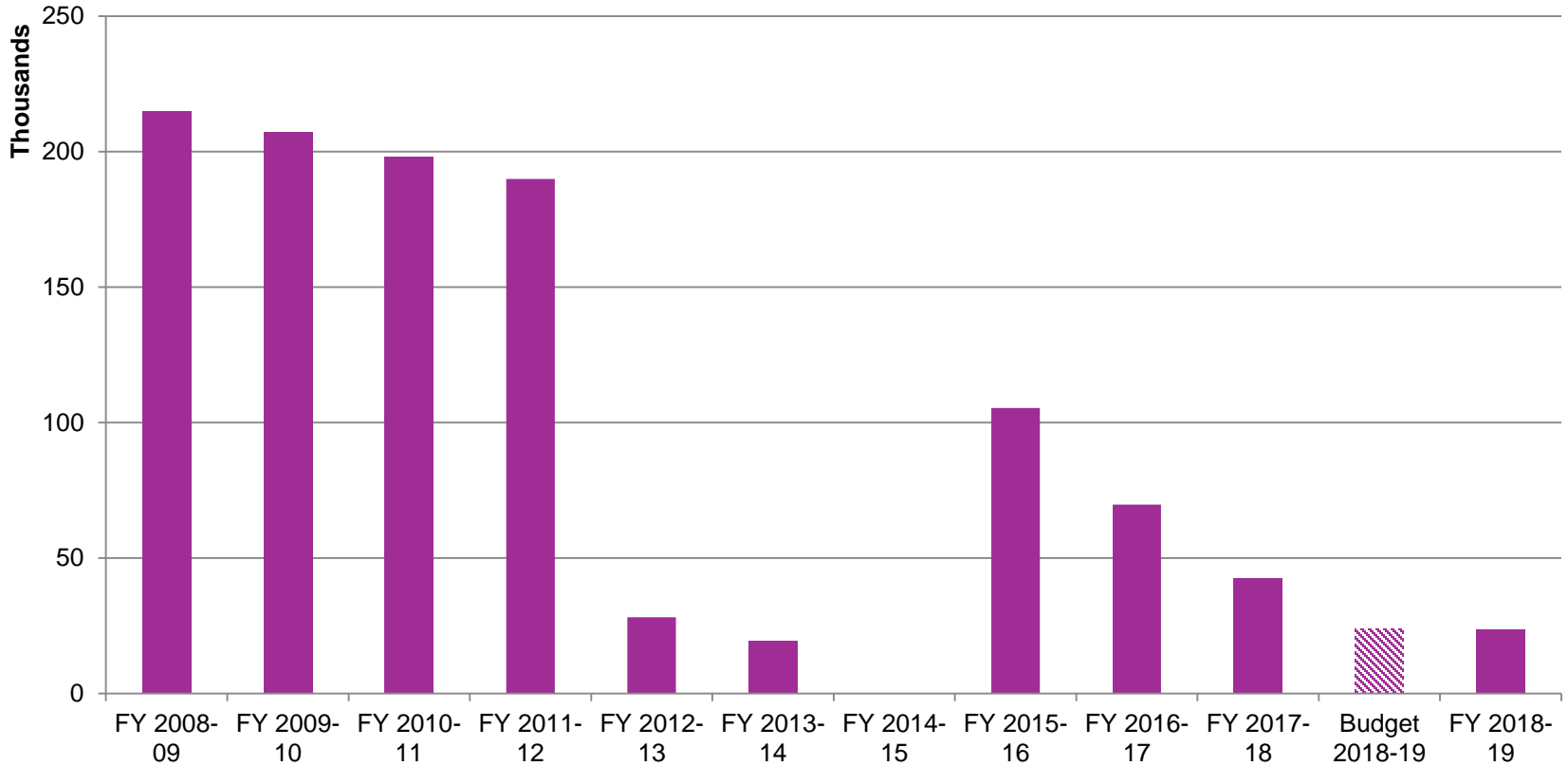
# EXPENSES BY FUNCTION NOVEMBER YTD

## Capital



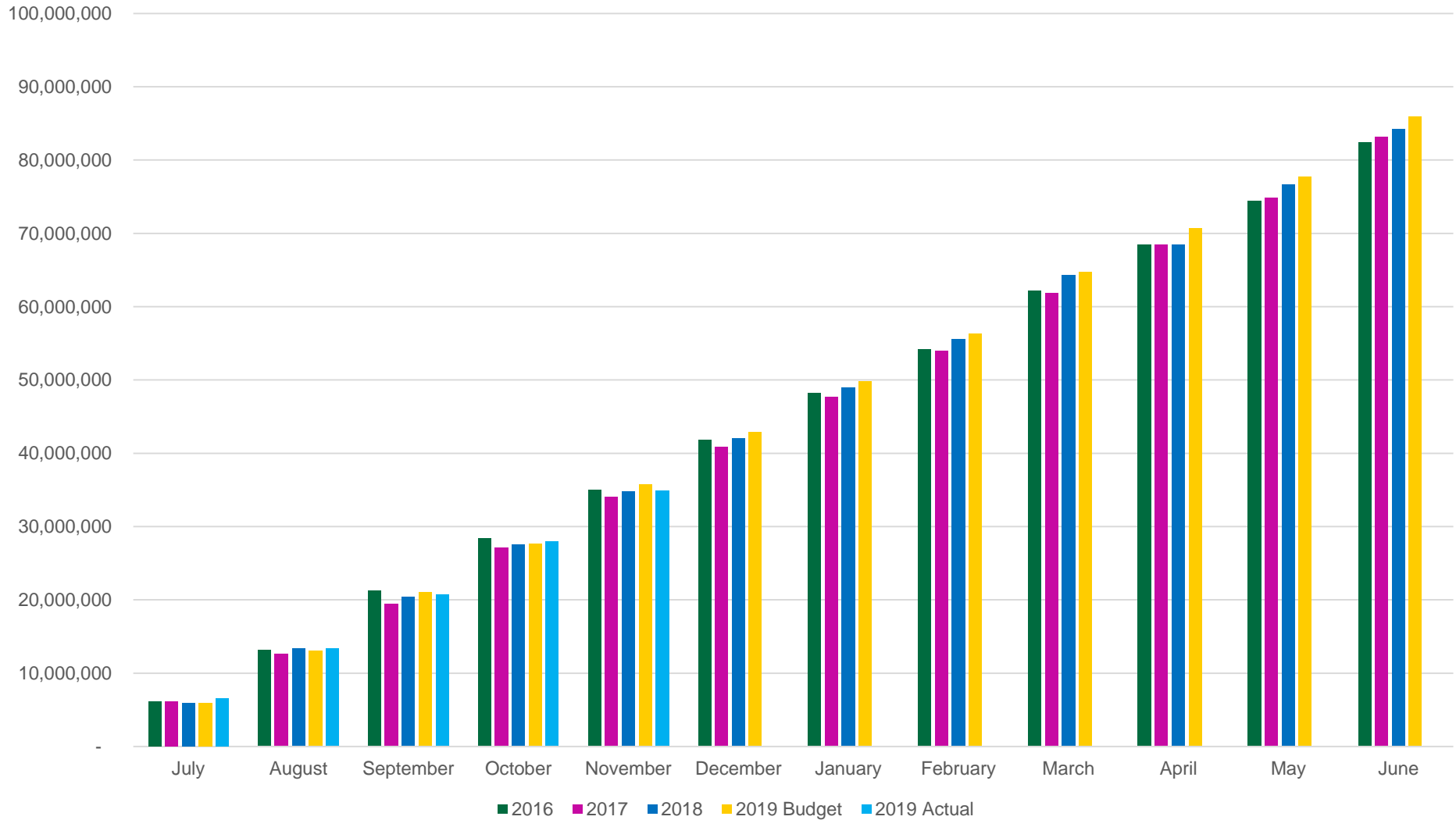
# EXPENSES BY FUNCTION NOVEMBER YTD

## Debt Service



# EXPENSES BY MONTH

## Total Expenses



Questions?

