The CollegeBuys Team would like to invite you to the 2012 Purchasing Conference at the Catamaran Resort Hotel in San Diego. The conference brings California Community College purchasing departments from across the state together for three days of networking and professional development. There will be customized sessions that address every day and emerging procurement topics within the California Community College system. Additional details on the conference sessions can be found at www.foundationccc.org/purchasingconference.

If your schedule permits we invite you to attend any of the following events to interact with the attendees.

**Wednesday, March 21, 2012**
5:30 – 7:30 p.m. **Opening Reception at the World Famous Restaurant.** This is an attendee only event held on the first night of the conference. The restaurant is located a short walk from the conference hotel and has become a stable event during the conference.

**Thursday, March 22, 2012**
12:30– 2:30 p.m. **Lunch Cruise with Attendees and Exhibitors.**
Added to the conference in 2011, this lunch and Mission Bay boat cruise was a highlight for both attendees and conference sponsors/exhibitors.
5:30 – 6:30 p.m. **Networking Hour.**
This event again promotes networking amongst attendees and gives our valued conference sponsors/exhibitors one last chance to interact with attendees.

*Please let us know if you are able to join any of the networking activities or if you have interest in attending any of the conference sessions.*
Collaboration Agreement Summary:
Foundation for California Community Colleges,
Network of California Community College Foundations, and
Council for Advancement and Support of Education

Presented to the California Community Colleges Board of Governors
March 2012

The following summary highlights a collaborative agreement between the Foundation for California Community Colleges (Foundation), the Network for California Community College Foundations (NCCCF), and the Council for Advancement and Support of Education (CASE).

Background on Foundation and NCCCF Partnership

As outlined in the Foundation’s Strategic Plan, one of our primary objectives is “To enhance the effectiveness of local college foundations by providing centralized philanthropic fundraising support services and supporting programs and organizations such as the Network of California Community College Foundations.” In alignment with this strategic objective, the Foundation has served as the fiscal sponsor of the NCCCF for nearly a decade and has provided lead financial support to the organization for the past several years.

As this partnership continues to progress, the Foundation’s staff leadership and the NCCCF Board have been working to determine ways to bring more enhanced benefits to its members; ensure a clear, mission-driven, and cost-effective return on the Foundation’s investment; and bring experts to the table to handle the most time intensive, resource-driven aspects of the NCCCF’s function. One outcome of these efforts is a new partnership with CASE, which was executed on January 20, 2012, to provide resource development educational opportunities, resources, and an annual conference focusing on community college advancement.

Overview of Collaboration with CASE

Through this partnership, made possible through financial support from the Foundation, CASE will take on the planning efforts and financial risk of an annual conference on community college advancement that was previously managed by the Foundation, while reducing overall costs for both the NCCCF and Foundation. In addition, the partnership will greatly enhance benefits to California Community Colleges and their foundations by providing NCCCF members with dual CASE membership.
This partnership follows CASE’s recent launch of its Center for Community College Advancement and reflects the organization’s interest in partnering with the California Community Colleges to gain additional insight into the unique needs and challenges faced by the largest system of higher education in the nation. The collaboration will spotlight California Community Colleges and their foundations, helping to elevate the stature of our system through representation on the CASE Center for Community College Advancement Advisory Committee, providing access to cutting-edge ideas and trends, and increasing the ability of our system to influence trends and advocacy on a national level.

The Foundation believes this is an important strategic decision not only for the added benefits and support that college foundations will receive, and need now more than ever, but it is a fiscally prudent move for the Foundation as it will maximize the effectiveness and reduce the necessary amount of financial and staff resources previously devoted to the NCCCF. The Foundation will continue to serve as the NCCCF’s fiscal sponsor and will provide financial support necessary to fund this collaborative agreement and allow the NCCCF to offer advocacy and member support to enhance the mission of the California Community Colleges.

**Benefits to California Community Colleges**

Through this partnership, NCCCF membership now includes membership in CASE. In addition, CASE benefits will be available to all staff at the colleges served by member foundations, providing additional resources to the entire community college system. Specifically, CASE membership:

- provides enhanced educational resources through conferences, webinars, publications, networking and news, awards, scholarships and a variety of sophisticated online tools;
- raises the stature and level of sophistication of fundraising efforts by providing the ability to bring in top professionals from around the nation to share best practices and successful fundraising tactics;
- provides enhanced peer networking tools both within California and nationwide;
- provides access to data and cutting edge research to benchmark successful fundraising practices; and
- gives members the ability to share fundraising best practices within California and across the nation.
Annual Conference for Community College Advancement

CASE will organize, manage and present the annual Conference for Community College Advancement that will be focused solely for community college advancement professionals.

- The Conference for Community College Advancement will replace and elevate the stature of NCCCF’s historical annual Symposium.
- The conference, focused on community college advancement for community colleges throughout the nation, will be a first of its kind. Although the NCCCF Symposium previously provided a similar focus specific to California, this is the first such nation-wide conference.
- Both NCCCF and the Foundation will play a lead role in planning the National Conference and will receive national recognition as the Conference Host and Top Level Sponsor.
- NCCCF and Foundation members will work alongside CASE staff and volunteers on planning and programming, ensuring California has a strong presence and influence on the conference.

About the NCCCF and CASE

The NCCCF is a membership-based organization comprised of college and district foundations throughout the state with a mission to enhance and support the resource development capabilities of California Community College foundations through leadership, training, and networking.

CASE is an international professional organization for education advancement professionals who work in alumni relations, marketing, communications and development. CASE helps its members—which consist of over 3,400 colleges, universities and nonprofit organizations—build stronger relationships with their alumni and donors, raise funds for campus projects, produce recruitment materials, market their institutions to prospective students, diversify the profession and foster public support of education. CASE also offers a variety of advancement products and services, and provides standards and an ethical framework for the profession.

For more details about the NCCCF and CASE, visit www.nccfweb.org or www.case.org. For information specific to this partnership, please email info@nccfweb.org.
New Business Update – Fiscal Year 2012

Presented to the California Community Colleges Board of Governors
March 2012

CollegeBuys

- Over the past several months, the Foundation has been focused with its internal marketing and communications team to update the CollegeBuys brand and marketing strategy, generate updated marketing collateral materials, enhance overall CollegeBuys sales and marketing efforts, and develop strategies to increase awareness of CollegeBuys throughout the system. These efforts are focused on achieving broader system-wide promotion and utilization of new and existing CollegeBuys product and service offerings. The Foundation proposes to provide a comprehensive overview of its programs and services offered through CollegeBuys, and updated marketing and promotion strategy, to the Board of Governors at the next scheduled meeting.

- In addition to our focus on broadening system-wide utilization of existing CollegeBuys products and services, the Foundation continually solicits feedback from the system to develop new statewide product/service offerings and expand available products that may be offered under existing programs.

- A vendor solicitation (RFP) was issued in February for the establishment of a new statewide community college Procurement Card (ProCard) Program. This program will include a mechanism for the Foundation and colleges to earn a rebate on total purchases and provide a more efficient way for colleges to manage and aggregate certain purchases in order to cut costs and improve administrative efficiencies. The Foundation solicited input from a number of Districts to identify the performance requirements needed from a ProCard vendor and will utilize a committee with representatives from Chaffey Community College District, Mira Costa Community College District, San Mateo County Community College District and possibly others to evaluate the vendor proposals. This new statewide ProCard program is expected to become operational during the current fiscal year.

- Our most recent product expansions in existing programs include statewide purchasing contracts for Flooring Materials, Library Furniture, and Shelving.

Career Pathways Student Assistant Program

- A new contract between the Foundation and Southern California Edison (SCE) was executed in January 2012 for the Foundation to provide student assistants to SCE from California Community College campuses, representing the first student assistant private sector contract of its kind for the Foundation. The Foundation will assist SCE with the development and maintenance of its new student awareness, career exploration, and career preparation program entitled “Developing Energy Efficiency Professionals” (DEEP) by placing students from Citrus College, El Camino College, and Mt. San Antonio College in green workforce student assistant positions.
Resource Development

- **Supporting Student Veterans** - In early January, the Foundation and the Chancellor’s Office submitted a proposal to JP Morgan Chase for $1 million to support workforce development programs for California Community Colleges student veterans. Known as “S.E.R.V.E.” (Supporting and Enhancing Returning Veterans Education), this program includes three components: 1) the development of an interactive, web-based information and referral system, 2) enhancement of campus-based veteran’s resource centers, and 3) centralized student veteran services, including staff resources to support, coordinate, and implement statewide activities. A final decision from JP Morgan Chase is expected by late April.

In addition to the outstanding proposal mentioned above, the Foundation secured sponsorship funding from JP Morgan Chase for the first California Community Colleges Veterans Summit entitled “Learning to Better Serve Those Who Have Served” held in December 2011.

The Foundation also serves as the fiscal sponsor to the Chancellor’s Office for the Welcome Home program and assisted to secure additional operating funds for the development of a training program for faculty and staff about the mental health needs of student veterans.

- **Student Success Task Force Support** - The Foundation is working in collaboration with Chancellor’s Office staff on securing additional funding to design and conduct a statewide promotional campaign aimed at relaying key messages and creating awareness among audiences, like current and potential community college students, about the importance of completing college. While in its preliminary planning stages, this plan has been prompted by a significant private foundation that has an interest in funding such an effort and assisting in attracting other funders to also provide support. Discussions with the lead funder are in progress with the goal of being invited to submit a formal funding proposal by mid spring.

The Foundation serves as the fiscal sponsor to the Chancellor’s Office for the Student Success Task Force activities and was instrumental in securing initial funding, managing all expenditures, maintaining donor relations and ensuring grant compliance for all Student Success Task Force activities to date.

- **Student Mental Health Services** - CalMHSA (California Mental Health Services Authority) is currently recommending the potentiality of awarding $2.2 million to the California Community Colleges as part of its Student Mental Health Initiative, in addition to the $6.9 million already awarded in August 2011 to fund prevention and early intervention projects at California’s community colleges. While the funding probability is positive, final approval from the Mental Health Services and Oversight and Accountability Committee (MHSOAC) will occur at the end of March. The Board of Governors will be apprised once final approval of this funding is provided.

- **Foundation Capacity Building and General Operating Support** - The Foundation is seeking capacity building and general operating support, which are intended to strengthen the Foundation’s ability to improve its overall performance and impact. From increasing the Foundation’s support of the colleges in reaching more alumni, to leadership and staff development training and building systems infrastructure, for example, this type of funding is strategic in nature and will allow the Foundation to better serve its constituencies. General operating support is also being sought to fortify the Foundation’s business operations and improve the Foundation’s organizational resources.
Air Quality Programs

- Negotiations are in their final stages for contract renewal between the Bureau of Automotive Repair (BAR) and the Foundation to continue oversight and operations of BAR’s Smog Check Referee Network. The renewal and extension of this contract through Fiscal Year 2016 will allow the Foundation to continue its operation of over 30 smog check test sites on community college campuses throughout the state. This partnership benefits the community colleges by granting access to state-of-the-art equipment and industry expertise to campus automotive training centers. In addition, under this contract, the Foundation employs a number of community college students within the Sacramento call center as well as student mechanics at each location throughout California.

- In connection with this contract renewal and renegotiation, BAR has called upon the Foundation to develop an Automotive Resource Center (ARC) following the model of our Nursing Resource Center. The web-based ARC will provide job placement and training information to new and veteran mechanics seeking a better job or to enroll in courses required to renew their certification. To ensure the success of the ARC, the Foundation intends to solicit input and content from the community colleges, the automotive industry and state and local agencies. As envisioned, community college professors will be called on to develop curriculum and offer courses, either brick and mortar or virtual, using this newly established portal.

- A new contract between the Foundation and the South Coast Air Quality Management District (“AQMD”) was executed on November 4, 2011 and is expected to run through March of 2013. Under this contract, AQMD will attempt to identify over 5,000 of the highest emitting vehicles operating in the South Coast Air basin and solicit their owners to retire them outright, or retire and replace them with less polluting and more fuel efficient models. In support of this contract, the Foundation will utilize its Sacramento call center, assure that candidates are eligible for participation in the program, and perform other critical operational elements of the program. This new contract leverages resources and funding from the Foundation’s Vehicle Repair, Retirement or Replacement Program (VRRRM) so that participation appears seamless to participants in either program while return on investment can be maximized. As envisioned, community college students will be used to staff the call center and will also be employed to assist with the conduct of program administrative tasks.