

Optimizing Resources through Statewide and Regional Partnerships

Presented by:

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President and CEO

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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.



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*



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



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



“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



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



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





“ Performance Based Approach
CollegeBuys contracts have made it simple to select the right products for all of our performance needs. They help us to assure the taxpayers, as well as district-wide staff, that the funds are being spent intelligently. ”

CollegeBuys.org

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— José M. Ortiz, Ed.D.

*Former Superintendent and President, Allan Hancock College
Current Chancellor, Peralta Community College District*

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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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



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
 - Pepsi
 - Ellucian
 - Swinerton Management & Consulting
 - Microsoft
 - 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



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



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



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



Thank you

Keetha Mills

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