

**DELTA COLLEGE
BOARD OF TRUSTEES
DINNER MEETING
February 17, 2015
Delta College Main Campus Room N7**

Board Present: R. Emrich, K. Lawrence-Webster, D. Middleton, M. Morrissey, M. Nash, M. Rowley, E. Selby

Board Absent: K. Houston-Philpot, D. Wacksman

Others Present: A. Anderson, J. Bamberg, V. Bond, L. Brown, T. Brown, W. Brown, J. Carroll, P. Clark, E. Crane, M. Escamilla, M. Finney, A. French, J. Gleason, M. Gmeiner, J. Goodnow, L. Goodrow, L. Govitz, M. Hernandez-Alaniz, B. Johnson, D. Lutz, M. Moore, G. Przygocki, L. Ramseyer, K. Schuler, L. Ullrich, A. Ursuy, B. Webb, S. Whitney, S. Witzke

Press Present: J. Hall, WSGW; G. Horner, Delta Collegiate

Board Chair, M. Rowley called the meeting to order at 6:01 p.m. and turned it over to Jennifer Carroll, Director of Corporate Services. J. Carroll noted that Delta College Corporate Services has been serving the Great Lakes Bay Region for over 30 years.

One stop training solutions, customized cost-effective training based on business's goals, and quality training delivered by experts are just some of the advantages offered by Delta College Corporate Services. They offer 24/7 training throughout the Great Lakes Bay Region and globally using various means including face-to-face, technology based and blended. They work with companies that have 50+ employees in areas of manufacturing, government, education, business, health care and energy. Examples of recent companies are: Dow Chemical, City of Midland, Carrollton Schools, Grace A. Dow Library, and XALT Energy.

Corporate Services provides technical training, organization development training, administration training, Fast Start and innovative training solutions. Technical training includes courses that are specific to the technical trades such as welding, rigging, electrical and chemical processing. They work very closely with Delta's Technical, Trades & Manufacturing Division for subject matter experts and facility. Organizational development training is delivered primarily at the site of business covering essential skills such as communication, conflict management, customer service, leadership, leading change and train the trainer.

Great Lakes Bay Michigan Works! and Dow Chemical Business Process Service Center provide their own training but turn to Delta College Corporate Service for administrative support. The staff offers services either remotely or on site and provide functions such as the registering and tracking of training for participants; material course management and inventory; and focal point for training participants.

Delta College Corporate Services has a unique partnership with Great Lakes Bay MI Works! and area businesses in the ability to offer Fast Start. It is an award winning program recognized as an effective training solution. It is certificate based training shaped by business needs and hiring demands. The training is full-time, 40 hours a week and is held on campus. Delta's overall job placement rate is 89% for the Fast Start programs. The Fast Start programs offered include: chemical processing, advanced battery manufacturing, customer service representative, business process services, solar manufacturing and advanced manufacturing.

J. Carroll noted another innovative solution that allows for community colleges to better serve the employers needs for customized training and workforce development is through the Michigan New Jobs Training Program (MNJT). Midland, Saginaw and Bay county businesses partner with Delta to receive the training. Businesses use the money they would normally pay to the State of Michigan through payroll withholdings to pay for the employee training. The benefits of MNJT aligns with Delta's mission to support education of workforce and provide training. Delta College also receives a 15% administration fee which helps in providing quality instructors for the training without having to pass the costs on to the business.

Jobs that are eligible for the MNJT program must be full time positions that are employed directly by the business. These positions must pay a minimum of 175% of the minimum wage rate at the time of the signed contract. Currently the amount is \$14.26 per hour with an increase to take effect on January 1, 2016 to \$14.88. Delta currently holds two MNJT contracts with a value of over \$6 million to be invested in future training.

Delta College Corporate Services serves as an ambassador for the College, seeks opportunities to connect the community to Delta and are a part of the Business Solutions Center in H-Wing. J. Carroll gave a comparison of the types of training, their targeted audience, fees and who the training is geared for by Corporate Services, LifeLong Learning and the Small Business Development Center. She also explained the differences in their funding models.

J. Carroll asked the Board to understand Delta's training business, refer companies to them and to share any ideas that they have for any business needs.

There being no further business, the dinner meeting was adjourned at 6:34 p.m.

Talisa Brown, Assistant Board Secretary

Andrea Ursuy, Board Secretary