

### Committee Members

#### Co-Chairs

Aracely Aguiar  
Katherine Boutry

#### Academic Senate

Jack Ruebensaal  
TBD  
TBD

#### Administration

Michael Goltermann  
Iris Ingram

#### AFT Classified

Sunny Leon

#### AFT Faculty

Olga Shewfelt  
TBD

#### ASO

#### Dean of Development and Sponsored Programs

Mark Pracher

#### SEIU

Diana Baxter

#### Resource

Mary-Jo Apigo  
Helen Lin  
Barry Sloan  
Kathy Walton

#### Revenue Enhancement Initiative

College Enterprise  
Larry Packham

Contract Education  
Barry Sloan

Foundation  
Jason Coleman

Global Studies Initiative  
Jack Ruebensaal

Grants  
Mark Pracher

Partnerships  
Kathy Walton

#### Working Group

International Stakeholder Group  
All Things Global  
Angel Viramontes

Resource Development Committee

September 23, 2015

1 to 2:30 pm

Attending: Aracely Aguiar, Mary-Jo Apigo, Katherine Boutry, Larry Packham, Mark Pracher, Barry Sloan, Kathy Walton

Guests: Jason Coleman, Kevin Considine, Laura Peterson, Vancouver Film School representatives

### Partnerships

Vancouver Film School – M. Pracher reported on this potential business partnership. This film school offers deep integrated training with an intensive one year program that will give students a diploma. Students can earn credits who are studying out of state. They have 13 programs and have eight campuses in downtown Vancouver and have been in business 30 years. Forty percent of students come from outside Canada. They have a real studio environment and students do not need to provide their own computers. There are no hidden costs. They have feeder programs with long hours.

- Classes are offered in the evening to promote special programs
- Have an acting essentials program for 16 weeks
- Have a special scholarship for this year which is a limited \$300,000 scholarship fund on a first-come, first serve basis
- Program ranges from \$7,000 to \$40,000 – all supplies are provided

**University of West Los Angeles** – B. Sloan spoke on this. This is a private school that offers a law degree and are beginning to offer a BA degree in business. Would like to partner with West's intensive English academy for international students. West Language Academy visited University of West LA. An MOU was signed with them last Friday, September 19, 2015.

Plan is to recruit students to go to West Language Academy for the ESL, then enroll at West for credit classes needed for an AA degree, then on to University of WLA to obtain their BA degree in Business or JD degree in law.

Transfer, Study Abroad, recruit 20 students for a Study Abroad program in China. Lots of opportunities to start here and go to University of WLA.

**Charles R Drew University of Medicine and Science** – connect with Upward Bound Math Science, S-STEM, tours, speakers, summer undergraduate research experiences, West to CDU for baccalaureate in health sciences.

**Team Heal** – works with high schools to provide medical services for athletes at high schools, reaches some students in learning physical therapy. Growing number of students in science classes and they offer Friday STEM symposiums. Create a series of pathways and connections.

VISION – West: A gateway to success for every student.

MISSION – West Los Angeles College provides a transformative educational experience.

West fosters a diverse learning community dedicated to student success.

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**Year Up** – M. Pracher and K. Walton met with them. The college will sign a letter of intent to join with them for low income students. Focus is mostly in the IT industry. This opens the door of opportunity for students to obtain jobs and continue on in their career pathway. Students can earn college units – earn roughly 30 units of credit.

#### Submissions

California Law – the California Bar is concerned that the law community does not reflect the ethnic diversity of the population of the state.

#### Awards

M. Pracher reported on the following:

**First in the World:** CSULA is the lead and Pasadena was funded – 20 nationally – West's independent proposal was not funded. STEM highways- there are different ways you can enter onto a STEM pathway, get off and come back on to a pathway. Recruit students - use STEM scholar's kids and teach them the growth mindset techniques.

**LA City Fire:** The wording on an agreement has been finished between LA City and LA Fire Dept. Worked out an arrangement where we can share the dollars that are generated for students who are enrolled – FTES dollars, fire department people. There aren't any real costs involved – college programs, college degrees, certificates, generate revenue from it, create a motive and incentive.

**Foundation** – J. Coleman reported on this major Foundation event. There will be a Gala on Thursday, January 28, 2016 at the Doubletree Inn. New awards will be presented that the Foundation has created. An auction will be held. A committee is being planned here at West to assist with the planning of the event. The college needs to promote the idea of joining the Foundation to assist with the planning of the event. There will be monthly meetings held in October, November and December, then bi-monthly events in January. This will be announced at every college committee. The Foundation has hired a designer for the event. The Foundation will work together to develop proposals to send out for funding. The idea is to find some issue, find potential funds and write proposals and operate them through the Foundation.

**Hospitality event** – B. Sloan spoke on this. This series of workshops starts tomorrow, Thursday, September 24, 2015 from 11:30 am - 3:30 pm on the fourth Floor HLRC. This is -geared to work source staff people who serve on the front lines that interact with people who walk through their doors every day. These are entry level positions in hospitality. People could come to West to take classes in hospitality training and earn short-term certificates in hospitality. There will be some guest speaker panels about hospitality industry that are focused on where the jobs are in hospital and travel.

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**Film / TV rentals** – L. Packham spoke on this. It has been slow due it being the start of the semester. It is difficult to film as there are fewer non-instruction days and holidays this semester.

**Raintree property** – Pumpkin Patch will be open during entire month of October. This will bring an \$18,000 net income to the college. Yearly total revenue of film rentals can run up to \$50,000 in a good year and \$20,000 in a bad year. More new contacts would mean more filming on campus. Income that comes in from regular activities. Spring track practices, weekend warriors playing soccer all weekend.

**Title V Proposals** - M. Pracher reported that he is still waiting for a Title V proposal submitted months ago. Looking for partner schools for Title V.

Targeted to upper level decision makers at the corporate level.

Computer Science, Allied Health, Bachelor of Science in dental hygiene, aviation, etc.

STEM programs at West have been picked up by 50 different newspapers and wire services. They have been translated in different languages.

The meeting adjourned at 2:30 p.m.

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