ALL COLLEGE DAY
JANUARY 19, 2016

GUIDED PATHWAYS TO SUCCESS
~ THE QuEST CONTINUES ~
Welcome Back!
Welcome New Faculty and Staff
<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
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<tbody>
<tr>
<td>Richard Banks</td>
<td>Clerk III / Nurse Education</td>
</tr>
<tr>
<td>Roger Grover</td>
<td>Desktop Support Technician (EDP Systems Analyst I)</td>
</tr>
<tr>
<td>Anuj Nautiyal</td>
<td>Audiovisual Equipment Technician I</td>
</tr>
<tr>
<td>Kasmir Stevenson</td>
<td>HRM Food Service Laboratory Technical Assistant I</td>
</tr>
<tr>
<td>Rebecca King</td>
<td>HRM Program Food Service Lab Site Supervisor</td>
</tr>
<tr>
<td>Gilmarie Vangphakdy</td>
<td>Coordinator of Future Focus</td>
</tr>
<tr>
<td>Name</td>
<td>Position</td>
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<tr>
<td>Suzanne Kiniry</td>
<td>Assistant Professor of Nurse Education, A.D.N. Program (Evening)</td>
</tr>
<tr>
<td>Janine Chalupka</td>
<td>Assistant Professor of Nursing, A.D.N. Program (Day)</td>
</tr>
<tr>
<td>Ana Dexter</td>
<td>Assistant Professor of Nurse Education, A.D.N. Program (Day)</td>
</tr>
<tr>
<td>Ana Olivar</td>
<td>Assistant Professor of Nurse Education, A.D.N. Program (Day)</td>
</tr>
<tr>
<td>Pamela Reilly</td>
<td>Assistant Professor of Nurse Education, A.D.N. Program (Day)</td>
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</table>
Congratulations and welcome to our newest Board of Trustee members who were appointed this year:

**Board Chair** - Susan Mailman, CEO and President of Coghlin Electrical Contractors, Inc.

**Student Trustee** - Aaron Dean

**Alumni Appointee** - Juan Gomez, President & CEO of Centro

**Appointee** - John Lafleche, Superintendent Southern Worcester County Regional Vocational District
A moment to remember a colleague who recently passed....

Professor Emeritus James Rice – December 2015
QUEST CENTER
NEW PROGRAM OPTIONS

• Liberal Arts Options in
  • Music
  • Theater
  • Biology
  • Chemistry
  • Environmental Science
  • Psychology

• Early Childhood Ed
  • Technician in Applied Behavior Analysis Certificate

• General Studies: Public Health Option
  • Public Health Certificate

• Interactive Media Design
  • Game Design Option

• HRM – Dietary Management Certificate

• CNC Technologies Certificate
EXPANSION OF PROGRAMS

♦ Hospitality & Recreation Management
  – Opening 2nd Diner/Restaurant Location at the Marlboro Senior Center (January 2016)

♦ Nursing Expansion

♦ Medical Interpreter/Community Healthcare Worker
EXPANSION OF SUPPORT SERVICES

- Blackboard Tutoring
- Virtual Student Orientation
- New Reading Software for Accuplacer
- STEM Lib Guide Project
- STEM Brochures
STRATEGIC ENROLLMENT MANAGEMENT AND STUDENT ENGAGEMENT

Vice President Lillian Ortiz
## QCC ENROLLMENT DATA

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
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<tbody>
<tr>
<td><strong>FALL ENROLLMENT</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Head Count</td>
<td>9,130</td>
<td>8,991</td>
<td>8,583</td>
<td>8,453</td>
<td>8,064</td>
</tr>
<tr>
<td>Credits</td>
<td>84,816</td>
<td>84,021</td>
<td>78,761</td>
<td>77,355</td>
<td>73,432</td>
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<tr>
<td>FTE</td>
<td>5,654</td>
<td>5,601</td>
<td>5,251</td>
<td>5,157</td>
<td>4,895</td>
</tr>
<tr>
<td><strong>PT/FT STATUS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Full Time</td>
<td>44%</td>
<td>44%</td>
<td>41%</td>
<td>40%</td>
<td>38%</td>
</tr>
<tr>
<td>Part Time</td>
<td>56%</td>
<td>56%</td>
<td>59%</td>
<td>61%</td>
<td>62%</td>
</tr>
</tbody>
</table>
SPRING 2016 CAMPAIGN

• Register Now and Pay Later – 75% by 11/25

• Increasing enrollment is an institutional goal

• New tactics – Dean’s communicating the message about the campaign in class

• Faculty Senate – sharing the message with faculty

• Results –
  • 48% Spring 2015 vs 54% Spring 2016 by Thanksgiving
  • By December 21 we had 71% of the students registered
GENERAL OUTREACH

• Outreach
  • QCC Days- Worcester Public Schools
  • QCC Days- Regional Vocational and Technical Schools
  • Enrollment Days- MassEdCo and may other community partners
  • New -Open houses at all campuses
  • Launched 30K Commitment campaign-Summer over 60 ads
  • Built and expanded social media marketing efforts
  • Expanded social media campaign through 4 student testimonial videos in
    English/Spanish — 90,000 household
  • Internal campaign to students- 15 credits to Finish, Photos, Graduate cut outs,
  • Alternatives employer- 300 employee admission orientation
STEM FOCUSED OUTREACH

2016 Outreach Goals

• STEM Happy Campaign – video, paper, social media, h.s.
• Spring 2016 will hire a STEM Recruiter
• Expand pipeline beyond counselors to teachers at technical high schools for STEM in Worcester and Southbridge areas-
• Create partnerships with businesses for employees’ education
• Build a parent education campaign
• Build stronger partnerships with faith-based organizations
• Build stronger linkages to Veteran agencies in the region
• Expand on STEM Starter Academy- Career exploration workshop
FINANCIAL AID RE-ENGINEERING

• BATCH PROCESSING

2000 STUDENTS TOUCHED INDIVIDUALLY AND MULTIPLE TIMES

• STATE AND FEDERAL COMPLIANCE

• GAINFUL EMPLOYMENT
ADMINISTRATIVE SERVICES

Vice President Steve Marini
BUDGET

- REVISED TO ACCOMMODATE A 5% REDUCTION IN CREDITS
- SUSTAINED HIRING FOR POSITIONS DIRECTLY RELATED TO INSTRUCTION
- CURRENTLY ON TARGET ON BUDGET – THANK YOU!
SAFETY & WELL-BEING

TRAINING
• Active Shooter – Live Training
• February Certification – First In State

MONITORING
• Social Media
• Cameras
• Presence

WELLCONNECT
• Mental Health
• Food – Housing
• Emotional – Legal
• Classroom Issues
PROJECTS

QuEST
MANUFACTURING EXPANSION
SUPRENANT/ALPHORS ADA
UPCOMING

• Suprenant Elevator
• CE Move Downtown
• Classroom Bldg.
• Early Childhood
• Parking Lots
ENERGY

Quest LEED Silver

Market Timed Buys

• Gas & Electricity
• Solar Credits

Solar Canopy Study

• DOER Partnership
• 40% Of Usage
COMMUNITY ENGAGEMENT

Vice President Dale Allen
RISE CAMPAIGN

$3.6 MILLION
FOUNDATIONS, CORPORATIONS AND INDIVIDUALS

$2.0 MILLION
MASSACHUSETTS EXECUTIVE OFFICE OF HOUSING AND ECONOMIC DEVELOPMENT

$5.0 MILLION
MASSACHUSETTS LIFE SCIENCES CENTER

...AND STILL GOING...
COLLEGE AND FOUNDATION
ENTREPRENEURIAL VISION

PRIORITY OUTCOMES POST-CAMPAIGN

• REAL ESTATE TO SUPPORT GROWTH
• ANNUAL RESOURCE DEVELOPMENT PLAN
• BUSINESS OPPORTUNITIES
• DXTERA
SEEKING TO SHORTEN THE DISTANCE

PARTNERSHIPS FOR GROWTH:

• SOUTHBRIDGE - ITAC
• MARLBOROUGH
• BLACKSTONE VALLEY
• MILFORD
• WORCESTER
• SCHOOL DISTRICTS
FINANCE AND REAL ESTATE

Southbridge Business Center

- 35 Optical Drive (first floor) - 100,000 sq.ft
- 50 Optical Drive - (first floor) 30,000 sq.ft
- 40 Optical Drive - 23,000 sq.ft (could add 12,000 sq.ft)
- 80 Optical Drive - 30,000 sq.ft

Presentation for Quinsigamond Community College

October 27, 2015
GROWING RESOURCES ANNUALLY

- Annual business & corporate strategy
- Annual Fund
- Grant Development
- Events
- Alumni relations
NATIONAL LEADERSHIP WITH LOCAL IMPACT

• National Manufacturing Innovation Institute(s)
  • AIM Photonics
  • AFFOA
• First in the World – Fly-By Wire
• NACCE/Mass Challenge
• Numerous Others
THANK YOU

Happy Semester!