

FLORIDA POLYTECHNIC UNIVERSITY  
BOARD OF TRUSTEES  
MEETING MINUTES  
Teleconference Meeting  
September 13, 2017 @ 3:00 PM

I. Call to Order

Chair Frank Martin called the Board of Trustees meeting to order at 3:00 p.m.

II. Roll Call

Maggie Mariucci called the roll: Chair Frank Martin, Vice-Chair Don Wilson, Trustee Mark Bostick, Trustee Philip Dur, Trustee Sandra Featherman, Trustee Bill Brown, Trustee Gary Wendt, Trustee Cliff Otto, Trustee Bob Stork, and Trustee Dick Hallion were present. (Quorum).

Staff present: President Randy Avent, Dr. Terry Parker, Mr. Mark Mroczkowski, Ms. Gina DeJulio, Mrs. Maggie Mariucci, Mr. David Blanton, Mr. Kevin Calkins, Mr. Rick Maxey, Mr. David Calhoun.

III. Public Comment

There were no requests received for public comment.

IV. Hurricane Irma Update

David Calhoun gave a report on Hurricane Irma damage to campus. Damage was minimal with no life-threatening issues. Trees blocking roads and walkways have been removed. TECO electricity issues are repairable. All buildings have electrical power with the exception of the chiller plant that is operating with generator power. The first refill of fuel is scheduled for tomorrow (Thursday). The IST building received some damage to several pergolas attached to the structure but are not required in order to provide support to the structure. Engineers will assess the damage on Friday, and access to the terrace will be restricted until further notice. FIPR Institute has power, but has fallen trees, broken glass and several roof leaks. Poly South at Polk State College will remain closed until Monday due to power outages.

V. Contract Review and Approval

A. Workday Subscription Renewal

The current Workday ERP subscription expires in April 2018. The University intends to renew the subscription for three years and three months. The terms are the same as the original agreement; the only difference in the renewal is the price increase of CPI plus 2%.

Chair Martin inquired if this contract included the integration of Workday and Salesforce in order to support the Foundation. Mark Mroczkowski responded the contract does not directly deal with Salesforce integration. The integration is something that will occur in-house once the contract renewal is confirmed.

**Trustee Dick Hallion made a motion to approve the Workday Subscription Renewal contract. Trustee Don Wilson seconded the motion; a vote was taken, and the motion passed unanimously.**

## B. Global University Systems (GUS)

Dr. Terry Parker requested to initiate a contract with Global University Systems (GUS). The intent is to hire GUS to recruit international students. Ten percent of the student body can be non-residents. International students bring culture, diversity and high talent. The University will limit international students to no more than 10% of the incoming student body.

Dr. Parker reviewed the items in the contract that will be revised, including the targets that need to be set to a maximum of 10% of the incoming class; the implementation timeline needs to be updated and one duplicate page should be removed.

Trustee Featherman stated her strong support to contain the maximum number of international students to 10%.

Trustee Philip Dur inquired as to the cost of the contract. Dr. Parker stated the cost is based on the return of tuition collected. If no student attends Florida Poly, there is no cost. International students will pay the full tuition and out-of-state fee costs with no financial aid from the University. The first year cost is 45% of tuition and fees collected. The cost decreases to 30%, 25% and 20% for each subsequent year the student attends.

Trustee Dur expressed concern with the focus on recruiting international students instead of in-state and out-of-state U.S. students. President Avent responded by assuring the University is not recruiting international students “instead of”, but “in addition to” recruiting in-state and out-of-state U.S. students. The University is also not incurring any up-front costs or deflecting any of the institution’s resources. Trustee Dur still expressed his opposition to this concept and contract.

Trustee Henry McCance inquired if the University is confident of the quality of incoming international students. Dr. Parker stated that international students still have to meet the University’s admission requirements. In addition, the recruiter only supplies the leads; they do not make admission decisions.

Gina DeJulio stated that the Board’s approval of the contract is contingent upon the following changes:

- Amendment of the term dates on page two
- Set the target to 75% of the maximum
- Define the maximum as 10% of the total of incoming students
- Make the initial agreement five years to be consistent throughout contract
- Revise the timeline on page 27 based on new beginning dates
- Delete page 28 as it is a duplicate
- Change “Lakeside” to “Lakeland” on page 25

Trustee Bob Stork inquired if 40% is the lowest reduction percentage if GUS brings fewer students than the target goal. Gina stated the University would have the ability to terminate the agreement if GUS consistently did not meet the target goal. Chair Martin asked what the international students would pay for their schooling. Mr. Mroczkowski answered they will pay full out-of-state tuition at \$615 per credit hour (undergraduate) or \$993 per credit hour (graduate) plus the out-of-state fee.

Mr. Mroczkowski stated the only insurance requirements are on the contractor; there are no additional insurance requirements on the part of the University. He also clarified that if a student begins classes and then drops out after a month, the University still keeps the tuition they have collected from the student and GUS will still receive their percentage of the tuition collected.

**Trustee Sandra Featherman made a motion to approve the Global University Systems contract. Trustee Dick Hallion seconded the motion; a vote was taken, and the motion passed with one dissenting vote.**

C. HOK – Fee Proposal for the Applied Research Center

Mark Mroczkowski requested approval of the contract with HOK to be retained as the architect for the Applied Research Center (ARC). Their fee is 9.04% of construction costs, estimated at \$30M, for a basic service total of \$2.712795M. Trustee Wilson inquired if the University used a standard AIA contract. Ms. DeJulio stated the institution used a contract tailored for the State University System.

**Trustee Philip Dur made a motion to approve the HOK Fee Proposal for the Applied Research Center. Trustee Sandra Featherman seconded the motion; a vote was taken, and the motion passed unanimously.**

VI. Florida Equity Report

Mr. Kevin Calkins provided a high-level overview of the Florida Equity Report, comprised of information from the past year of operation. Mr. Rick Maxey shared he is chairing a Diversity Committee to help the University remain aware of diversity efforts, help students on campus feel comfortable within the university culture, and develop programs and events to recognize diversity throughout the year.

**Trustee Don Wilson made a motion to approve the Florida Equity Report. Trustee Sandra Featherman seconded the motion; a vote was taken, and the motion passed unanimously.**

VII. Enterprise Risk Management Survey

President Avent introduced David Blanton, the University's new Chief Audit Executive and Chief Compliance Officer. Mr. Blanton will report directly to the Audit and Compliance Committee and will be their staff liaison.

Mr. Blanton stated the Board of Governors requested the University complete a survey regarding Enterprise Risk Management (ERM). This survey involves the entire organization from a cultural, performance and governance perspective. The intention is to provide universities a framework for evaluating the risks behind decision-making. The Board of Governors would like universities to develop an ERM plan but have not made it mandatory.

VIII. Upcoming Events/Meetings

Chair Martin encouraged trustees to attend the Trustee Summit on November 8 at University of Central Florida (UCF). He will also discuss with staff the possibility of rescheduling the full Board meeting that was missed because of Hurricane Irma.

IX. Closing Remarks and Adjournment

With no further business to discuss, the meeting adjourned at 3:57 p.m.