New College Institute  
Board of Directors Meeting  
Martin-Lacy Lecture Hall A – Building on Baldwin  
July 17, 2017  
1:00 p.m.

I. Call to Order and Welcome – Senator Bill Stanley, Chairman

II. Roll Call – Melanie Ingram, Administrative Assistant

III. Approval of April 3, 2017 Meeting Minutes [Pages 1 – 6]

IV. Chairman’s Remarks – Senator Bill Stanley

V. Guest Presentations
   • Great Aspirations Scholarship Program (GRASP) – Senator Walter A. Stosch
   • Stratascorp Technologies – Delegate Ron Villanueva

VI. Report from Executive Committee – Senator Bill Stanley, Committee Chair
   • Recommended Budget for FY 2017-18 – Senator Stanley
   • Approval of Leanna Blevins’ Leave Balances – Senator Stanley

VII. Report from Educational Outreach Committee – Delegate Les Adams, Committee Chair

VIII. Executive Director’s Update – Dr. Leanna Blevins
   • House Appropriations Committee Tour of NCI on June 27 – Delegate Charles Poindexter
   • Tobacco Commission Funding Update – Delegate Danny Marshall
   • Visit from Longwood University’s Board of Visitors on June 8
   • Industry Roundtable Meeting held June 13
   • Town Hall Meeting on June 29
   • Academic Program Update
   • Staffing Update
   • Upcoming Events

IX. Closed Session (if needed)

X. Set Next Meeting Date

XI. Public Comment (please limit to 3 minutes)
The Board of Directors of New College Institute met Monday, July 17, 2017 at 1:30 p.m. in Lecture Hall A of the Building on Baldwin in Martinsville, Virginia.

MEMBERS PRESENT

Delegate Les Adams; Ms. Gracie Agnew; Mr. Bob Burger; Ms. Tanya Foreman; Senator Emmett Hanger; Ms. Naomi Hodge-Muse; Delegate Danny Marshall; Delegate Charles Poindexter; Senator Bill Stanley; Ms. Treney Tweedy; and Ms. Janice Wilkins.

Dr. Weldon Hill participated by telephone.

MEMBERS ABSENT

None

OTHERS PRESENT

Dr. Leanna Blevins, NCI Executive Director; Ms. Christina Reed, NCI Finance Director; Senator Walter Stosch, Sue Messmer and Patricia Gordon representing GReat Aspirations Scholarship Program (GRASP); Delegate Ron Villanueva, Joseph Lee, Ray White, Mark Gemmill, and Rick Severinghaus representing Hampton Roads Cyber Protection Group; Ms. Sarah Capps, Southside Grants Program Administrator for the Virginia Tobacco Region Revitalization Commission; and Ms. Melanie Ingram, NCI Executive Assistant.

Mr. Charles Guthridge, Public Affairs Consultant; Mr. Morgan Guthridge, Public Affairs Consultant; and Ms. Elizabeth Griffin, Office of the Attorney General, participated by telephone.

CALL TO ORDER AND WELCOME

Senator Stanley called the meeting to order at 1:03 p.m.

ROLL CALL

Ms. Ingram called the roll and noted the presence of a quorum.

APPROVAL OF APRIL 3, 2017 MEETING MEETINGS

On motion by Delegate Marshall, seconded by Mr. Burger, the minutes of the April 3, 2017 meeting were approved.

CHAIRMAN’S REMARKS

Senator Stanley provided the following updates and announcements:
• NCI has established a partnership with James Madison University, Patrick Henry Community College and Danville Community College to offer a Cybersecurity program. Plans are underway to offer courses by 2018.

• Senator Stanley was recently elected Vice Chair of the Online Virginia Network which is a partnership between Old Dominion University and George Mason University to help Virginians with uncompleted coursework finish their degrees.

• A major announcement of a partnership with NCI will be forthcoming from the Virginia Manufacturers Association and the Manufacturing Skills Institute.

• An Industry Roundtable discussion was held at NCI on June 13 with approximately 30 industry representatives in attendance. The group expressed enthusiasm and eagerness to assist NCI with future planning of programs and thanked NCI for its responsiveness to workforce training needs.

• The Steer Into STEM camp sponsored by The Wendell Scott Foundation is underway this week at NCI.

• A Town Hall meeting was held on June 29 with over 100 in attendance. Questions and comments from the audience centered around program offerings and ways to motivate our communities’ citizens. Senator Stanley praised Ms. Hodge-Muse for her words of encouragement at the Town Hall and asked her to share some of her comments with the board.

• Plans are underway for a Healthcare Roundtable discussion to be held in August to gather input of regional healthcare professionals. Michael Ehrat, CEO of Memorial Hospital, will co-host the event with NCI.

• An Educational Roundtable will be held in the fall to discuss policy and curriculum. Invitees will be those associated with K-12, community colleges, and four-year universities.

• Dr. Blevins has been given a 27-point list of “next steps” to be completed by year end. Senator Stanley will send this list to the board.

GUEST PRESENTATIONS

• GREAT ASPIRATIONS SCHOLARSHIP PROGRAM

Senator Walter Stosch, co-founder of GReat Aspirations Scholarship Program (GRASP), presented and reviewed the mission and key programs offered by his organization. (A copy of his PowerPoint presentation is attached to these minutes.) GRASP is a 501(c)(3) nonprofit, charitable, college-access organization that assists Virginia’s students and families in reaching their educational goals after high school.

Dr. Blevins indicated a willingness and desire for NCI to explore a long-term partnership with GRASP. Delegate Marshall stated he would like to learn the goals, objectives, and timeline of such a partnership.
On motion by Delegate Adams, seconded by Ms. Hodge-Muse, and unanimously approved, Dr. Blevins was directed to work with GRASP to form a more permanent partnership to benefit local students.

• HAMPTON ROADS CYBER PROTECTION GROUP

Delegate Ron Villanueva, Mr. Joseph Lee (JLGOV, LLC), Mr. Ray White (City of Virginia Beach Economic Development), Mr. Mark Gemmill (Retired from United States Navy), and Mr. Rick Severinghaus (CRTN Solutions, LLC) presented the plans and goals of the Hampton Roads Cyber Protection Group. The group expressed interest in pursuing a collaboration with NCI. Delegate Marshall suggested the formation of an Ad Hoc committee consisting of members from the NCI board and the Hampton Roads Cyber Protection Group. Senator Stanley asked Delegate Marshall to chair the committee and appoint members. Elizabeth Griffin reminded the board that this committee must abide by all Freedom of Information Act (FOIA) requirements. (A copy of the PowerPoint presentation is attached to these minutes.)

A 10-minute break was taken with the meeting re-convening at 3:28 p.m.

REPORT FROM EXECUTIVE COMMITTEE

The Executive Committee met on Tuesday, May 30, 2017. Senator Stanley provided the following highlights from the meeting.

- A budget proposal request of $304,000 was provided to New College Foundation (NCF) for approval at its Board of Trustees meeting on May 10. Items included in this request were the following items: Longwood Bachelor of Social Work program, STEM and Outreach activities; Experiential Learning program; Marketing and Branding; and Public Affairs/Lobbying support. This request for funding from NCI was denied by the NCF Board.

Due to the loss of funding from both The Harvest Foundation and New College Foundation, four budget scenarios were presented to the Committee. From those budgets, one was chosen for presentation at today’s meeting.

- Discussions were held covering Baldwin building ownership; the difficult relationships with NCF and The Harvest Foundation; the lack of scholarships awarded by NCF; status of Tobacco Commission grants for the Center of Excellence; as well as a review of NCF’s Operating Budget for the year ending June 30, 2018.

Delegate Marshall attended the NCF Board meeting on May 10 and provided his observations from the meeting.

REVIEW OF FY 2016-17 FINANCIAL REPORT

Ms. Reed reviewed the 2016 – 2017 financial report (page 7).

Ms. Reed reviewed the proposed 2017 – 2018 budget as recommended by the Executive Committee. This budget reflects a 5% reduction and postpones filling the position of Chief Academic Officer. On motion by Delegate Marshall, seconded by Ms. Wilkins, the proposed budget was unanimously approved. A copy of the budget is attached to these minutes
A discussion then followed concerning the New College Foundation Operating Budget for the year ending June 30, 2018. Senator Stanley distributed a copy of this approved budget to each board member.

Senator Hanger stated that he serves on boards of other entities that are supported by foundations. At those meetings, a staff member or board member from the supporting foundation typically attends to provide an update. He suggested that a representative from NCF attend and make a presentation at each future NCI board meeting.

Senator Stanley commended Ms. Reed and thanked her for the multiple draft budgets she prepared due to NCI’s funding issues.

REPORT FROM EDUCATIONAL OUTREACH COMMITTEE

Delegate Les Adams, Chair of the Outreach Committee, reported that the committee met on June 7 in Martinsville. Highlights of the meeting were:

1. Data collection and its importance was discussed in-depth.
2. Received an update on marketing and public relations from Ms. Autumn Morris.
3. Received an update on outreach for community development and academic preparedness from Mr. Steve Keyser.
4. Received an update on outreach for student services from Mr. Sammy Redd.

Delegate Adams indicated he has been pleased with the staff’s progress in its outreach initiatives.

EXECUTIVE DIRECTOR’S UPDATE

Dr. Blevins provided the following brief updates.

• House Appropriations Committee Tour of NCI on June 27

Dr. Blevins asked Delegate Poindexter to provide comments regarding the recent visit to NCI by the House Appropriations Committee. Delegate Poindexter stated the Committee members were most impressed by the facility and the course of action taken by the board. The signing of the MOU with James Madison University (JMU) was a big hit. Delegate Poindexter praised the staff for planning a fast, smooth, and to the point event for the Committee.

• Tobacco Commission Funding Update

Delegate Danny Marshall introduced Sarah Capps, Southside Grants Program Administrator for the Virginia Tobacco Region Revitalization Commission, to update the Board on Tobacco Commission funding.

Ms. Capps reviewed a timeline beginning with the action taken by the Tobacco Commission on May 18, 2017, to freeze balances on the two grants to New College Foundation awarded for the development of the NCI Center of Excellence for Advanced Manufacturing, with the exception of essential costs for operation of the CoE. On May 25, 2017, an email notification was sent to the
Delegate Marshall further indicated the freeze was due to the relationship between NCI and NCF and the lack of focus on development of the designed NCI CoE. The lack of development is attributed to absence of dedicated staff until recently, changes in leadership positions at NCI, Commonwealth Center for Advanced Manufacturing (CCAM) and the Tobacco Commission.

Delegate Marshall asked Ms. Ingram to send all board members the Boston Consulting Group Report in which the recommendation was made to the Tobacco Commission for the creation of three Centers of Excellence in Advanced Manufacturing.

- Visit from Longwood University’s Board of Visitors on June 8

Positive feedback was received from Longwood’s visit to NCI.

CLOSED SESSION

Ms. Wilkins made a motion to enter closed session at 4:15 p.m. to discuss the following: Discussion of the performance of specific employees, pursuant to the personnel exemption in Virginia Code §2.2-3711(A)(1), and specifically the performance plan of the executive director. Senator Hanger seconded the motion.

Following a brief discussion, Delegate Marshall made the following substitute motion to enter closed session to discuss the following:

1. Consultation with legal counsel regarding specific legal matters requiring the provision of legal advice, pursuant to Virginia Code §2.2-3711(A)(7), and specifically the relationship between NCI and the New College Foundation.

2. Discussion of the performance of specific employees, pursuant to the personnel exemption in Virginia Code §2.2-3711(A)(1), and specifically the performance plan of the executive director.

Mr. Burger seconded the motion. Those voting in the affirmative by a roll call vote were Delegate Les Adams; Ms. Gracie Agnew; Mr. Bob Burger; Ms. Tanya Foreman; Senator Emmett Hanger; Ms. Naomi Hodge-Muse; Delegate Danny Marshall; Delegate Charles Poindexter; Senator Bill Stanley; Ms. Treney Tweedy; and Ms. Janice Wilkins.

The Board returned to open session at 4:25 p.m. on motion by Delegate Marshall, seconded by Delegate Poindexter. Those voting in the affirmative by a roll call vote were Delegate Les Adams; Ms. Gracie Agnew; Mr. Bob Burger; Ms. Tanya Foreman; Senator Emmett Hanger; Ms. Naomi Hodge-Muse; Delegate Danny Marshall; Delegate Charles Poindexter; Senator Bill Stanley; Ms. Treney Tweedy; and Ms. Janice Wilkins.

Delegate Marshall read the certification motion, seconded by Mr. Burger. Those voting in the affirmative by a roll call vote were Delegate Les Adams; Ms. Gracie Agnew; Mr. Bob Burger; Ms. Tanya
Delegate Marshall made a motion that the December 9, 2016 annual leave balance for Dr. Leanna Blevins be frozen. This would allow Dr. Blevins to access those hours if she returns to a classified position in the Commonwealth and, further, upon separation from NCI, that she could receive payout of the leave balance at her salary rate on December 9, 2016. A future payout of Dr. Blevins’ Classified Leave will be limited to the maximum balances permitted per DHRM policies as of December 9, 2016. This motion was seconded by Delegate Poindexter and unanimously approved.

SET NEXT MEETING DATE

Ms. Ingram was asked to schedule the board’s next meeting in September.

PUBLIC COMMENT

No comments were requested by members of the public in attendance.

ADJOURNMENT

There being no further business to come before the meeting, the meeting adjourned at 4:36 p.m.
New College Institute-Pathway to Success

SENATOR WALTER A. STOSCH, MBA, CPA
Education Pathway-Choices and Consequences

- Middle School
- High School
- Community College
- Four Year and Beyond
MY GOALS

- ARTISTIC
- ATTITUDE
- CAREER
- EDUCATION
- PUBLIC SERVICE
- PLEASURE
- PHYSICAL
- FAMILY
- FINANCIAL
Economic Mobility

What are the chances a child raised in the lowest quintile of the income distribution will stay there or move to another quintile as an adult?

<table>
<thead>
<tr>
<th>Quintile</th>
<th>Richmond, VA</th>
<th>Winchester, VA</th>
<th>Lynchburg, VA</th>
<th>Roanoke, VA</th>
<th>Newport News, VA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lowest quintile</td>
<td>41%</td>
<td>33%</td>
<td>38%</td>
<td>39%</td>
<td>38%</td>
</tr>
<tr>
<td>Lower middle quintile</td>
<td>27%</td>
<td>25%</td>
<td>27%</td>
<td>25%</td>
<td>29%</td>
</tr>
<tr>
<td>Middle quintile</td>
<td>17%</td>
<td>18%</td>
<td>17%</td>
<td>18%</td>
<td>18%</td>
</tr>
<tr>
<td>Upper middle quintile</td>
<td>10%</td>
<td>14%</td>
<td>11%</td>
<td>12%</td>
<td>11%</td>
</tr>
<tr>
<td>Upper quintile</td>
<td>6%</td>
<td>9%</td>
<td>7%</td>
<td>6%</td>
<td>5%</td>
</tr>
</tbody>
</table>

Source: Equality of Opportunity Project
Education makes a difference

![Diagram showing the percent of non-college graduate adult children with income in different quintiles between those with and without a college degree.]

Source: The Pew Charitable Trusts
Education, Jobs and Income

<table>
<thead>
<tr>
<th>Unemployment rate in 2013 (%)</th>
<th>Median weekly earnings in 2013 ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.2</td>
<td>Doctoral degree: 1,623</td>
</tr>
<tr>
<td>2.3</td>
<td>Professional degree: 1,714</td>
</tr>
<tr>
<td>3.4</td>
<td>Master’s degree: 1,329</td>
</tr>
<tr>
<td>4.0</td>
<td>Bachelor’s degree: 1,108</td>
</tr>
<tr>
<td>5.4</td>
<td>Associate’s degree: 777</td>
</tr>
<tr>
<td>7.0</td>
<td>Some college, no degree: 727</td>
</tr>
<tr>
<td>7.5</td>
<td>High school diploma: 651</td>
</tr>
<tr>
<td>11.0</td>
<td>Less than a high school diploma: 472</td>
</tr>
</tbody>
</table>

All workers: 6.1%  
All workers: $827
People with better education have better job opportunities, earn more income over their lifetime, and accumulate skills and knowledge that can never be taken away.
Rising Costs Have Increased the Percentage of Disposable Income Needed to Pay for College

Average Public 4-Year Total Undergraduate Charges
As a Percent of Per Capita Disposable Income

Note: Cost includes tuition and mandatory fees

10
GReat Aspirations Scholarship Program (GRASP)
a 501 (c)(3) Charitable, Education Access Organization

- Mission

- Key Programs:
  - In-School Advising: hands on, one-on-one, free of charge
  - Early Commitment-SOAR® Scholarships which lift and reward
  - War on Summer Melt
  - Last Dollar Scholarships
  - College Success
  - 2+2 Scholarships with guaranteed transfer and state grants
  - EISP Scholarships
IT ALL STARTS
WITH... FAFSA
GRASP's In-School Advising Program works on a simple, yet extremely effective, model. GRASP trains advisors to become proficient in post-secondary financial aid …

GRASP places a highly trained advisor in each of 76 schools and venues served to develop individual game plans for low to moderate income students and families.
Advisors bring clarity and reassurance, directing and assisting through a complex maze of paperwork.
GRASP Record for Year Ended June 2016 School Year:

• 7,284 individual students received personal post-secondary financial aid counseling (76 schools)
• Average financial aid award exceeded $13,000 ($85 million)
• 85% of students completed the FAFSA and applied to a post-secondary institution
• $413,200 in GRASP college scholarships awarded

EISP will provide over $500,000 in scholarships for K-12 students with special circumstances)
GRASP -- “bringing TOGETHER business and INDIVIDUAL DONORS, FOUNDATIONS to help FINANCIALLY DISADVANTAGED students overcome barriers to success”

A partnership of individuals and businesses, families, community organizations and education institutions in Virginia through the Neighborhood Assistance Act (NAP) and the Education Improvement Scholarship Program (EISP)
The State of Virginia has a Major Influence in GRASP’s Assistance to Low to Moderate Income Families

- The Neighborhood Assistance Act
- Direct Appropriation
- The Community College Guaranteed Transfer
- The Community College Transfer Grant
- SOAR Virginia®
- Dual Admission and Enrollment
- The Education Improvement Scholarship Program
Danville Community College Enrollment

Associate's Degree (Bachelor's Credit)
Associate's Degree (Occ/Tech Credit)
Certificate

Legend:
- 2007
- 2008
- 2009
- 2010
- 2011
- 2012
- 2013
- 2014
- 2015
- 2016
## Martinsville, Danville and Area Counties High School
### Students Entering High School in 2011, Graduating in 2015

<table>
<thead>
<tr>
<th>High School</th>
<th>Total Graduates</th>
<th>Enrolled in Any College</th>
<th>Enrolled in 4 Year Public</th>
<th>Enrolled in 4 Year Private</th>
<th>Enrolled in 2 Year Public</th>
</tr>
</thead>
<tbody>
<tr>
<td>Martinsville High School (1 HS)</td>
<td>120</td>
<td>76</td>
<td>30</td>
<td>10</td>
<td>36</td>
</tr>
<tr>
<td>Henry County (2 HS)</td>
<td>414</td>
<td>274</td>
<td>87</td>
<td>31</td>
<td>156</td>
</tr>
<tr>
<td>Patrick County (1 HS)</td>
<td>170</td>
<td>110</td>
<td>35</td>
<td>17</td>
<td>58</td>
</tr>
<tr>
<td>Danville (2 HS)</td>
<td>307</td>
<td>224</td>
<td>66</td>
<td>37</td>
<td>121</td>
</tr>
<tr>
<td>Pittsylvania (4 HS)</td>
<td>639</td>
<td>429</td>
<td>78</td>
<td>50</td>
<td>301</td>
</tr>
<tr>
<td>Totals (10 HS)</td>
<td>1,650</td>
<td>1,113</td>
<td>296</td>
<td>145</td>
<td>672</td>
</tr>
<tr>
<td>% Enrolled</td>
<td></td>
<td>67%</td>
<td></td>
<td></td>
<td>41%</td>
</tr>
</tbody>
</table>
Danville and Patrick Henry Community Colleges

NCI: Special credentials and certificates

NCI: University programs and degrees
Next Steps

1. Student and parent marketing—include NCI, DCC and PHCC on FAFSA
2. Articulation Agreement with Community College partners
3. Legislator support and enhancements to state programs
Start Early in the Student Marketing

Middle and high school student and parent advisory programs provide Inspiration, FAFSA, Early Commitment, Virginia 529 accounts

2+2 Henry County/Martinsville/Patrick/Danville, Pittsylvania students/DCC and PHCC

Financial aid, Guaranteed Admissions and Transfer Agreements, Community College Transfer Grants, Dual Admission, SOAR®, Early Award letters and Summer Melt defense

Incentives to remain in community after completion

Reduce or eliminate cost of attendance for financially disadvantaged students, business internships and jobs, contracts
“I wanted to say a personal thank you for all the help, advice and guidance with assisting me in setting my next set of life goals. Please know that your time along with my hard work and dedication will help me cross that next horizon for success. Again, thank you for believing in me as much as I believe in myself!”

GRASP Student Note
GRASP’s Compensation

“Two years ago, I was homeless. Because of GRASP and its donors I am now a Wahoo”

GRASP Student Letter
Everyone needs someone to pack his parachute

Senator Walter A. Stosch, MBA, CPA
ESTABLISHMENT OF A CYBERSECURITY COLLABORATION BETWEEN OUR REGIONS
Hampton Roads Cyber Protection Group

• 4 ½ years of on-going collaboration between cybersecurity companies, business community, academia, municipalities, military

• 4 Business Roundtables, Cybersecurity Symposium, Cybersecurity Conference

• Cyber experts from our group have participated in numerous other cybersecurity events in the region and the state, and addressed the Virginia Joint Legislative Audit & Review Commission – cyber security committee

• Members have been featured on numerous media outlets
Hampton Roads Cyber Protection Group
Hampton Roads Cyber Protection Group
Envisioned flow paths and infrastructure to provide industry with trained cyber staff

- **INDUSTRY input on Knowledge, Skills & Abilities (KSA) and job descriptions**
- **Tech schools**
- **Virginia Cyber Skills Training & Innovation Center “CSTIC”**
- **Academic Institutions**
- **Community Colleges**
- **K-12 systems**

A potential member of ‘cyber staff’
With expanded choices

- **Military service**
- **Labor force from military**

- **Dept. Homeland Security, Nat’l Institute of Standards & Tech., Nat’l Initiative for Cybersecurity Ed. (NICE), etc., input on KSA’s and job descriptions**

- **Required industry ‘onboarding’**
- **Required GOVT ‘onboarding’**
Hampton Roads Cyber Protection Group plans & goals

- Support the Commonwealth by providing critical expertise, support and skills regarding the Virginia Cyber Security Commission Report.
- Work with others in our region, and throughout the Commonwealth, to elevate the awareness and solutions to Cybersecurity issues.
- To plan, develop and launch the Virginia Cyber Skills Training & Innovation Center (CSTIC), a multi-model, multi-location resource.
- Develop and nurture a “Cyber Circuit” to leverage existing broadband infrastructure to provide our two regions ready access to Hampton Roads cybersecurity assets.
Hampton Roads Cyber Protection Group - collaboration with Southside & New College -

- “Cyber Circuit” initiative providing ready access to Hampton Roads (HR) cybersecurity training and education providers, to existing HR business enterprise & entrepreneurial activity, and to the significant research capabilities of Hampton Roads’ robust academic institutions.

- The foundation, and anchor, of this initiative is standing up the CSTIC, which would be based in the largest city in the Commonwealth and provide satellite opportunities to Southside Virginia.

- CSTIC’s charter is to promote and advance creation of cyber workforce skills and qualifications, to drive business growth, and to attract new businesses to Virginia.

- A key aspect of the “Cyber Circuit” is providing digital and physical access to, and the use of, Hampton Roads and CSTIC capabilities by students, professionals, businesses, and academia located in underserved regions of the Commonwealth.

- With the landing of the Trans-Atlantic Broadband Cable in Virginia Beach, we’ll explore opportunities of how this resource can benefit Hampton Roads and Southside Virginia, too.
Hampton Roads Cyber Protection Group and New College Institute/Southside Virginia

Next steps

• Name members of a small committee from both groups to draft a MOU that lays a foundation for the working relationship between the groups.

• Once a MOU is developed and agreed upon, develop a plan and set priorities on activities and actions to take place between the groups.

• Evaluate the opportunities and pursue various funding sources to enhance this collaboration.

• Pursue enabling activities to leverage the Trans-Atlantic broadband cables.
What are specific areas where the Hampton Roads Cyber Protection Group can assist you?

- discussion –

Del. Ron Villanueva  
Joseph Lee, JLGOV, LLC  
Ray White, City of Virginia Beach Economic Development

Mark Gemmill, RDML, USN (ret’d)  
Rick Severinghaus, CRTN Solutions, LLC

ESTABLISHMENT OF A CYBER SECURITY COLLABORATION BETWEEN OUR REGIONS
**NCI**

**Budget - FY 2017-2018**

<table>
<thead>
<tr>
<th></th>
<th>2016-2017 Actuals thru 6/30/17</th>
<th>NCI 2017-2018 Executive Committee Recommended Budget (5% Reduction)</th>
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</thead>
<tbody>
<tr>
<td><strong>REVENUE</strong></td>
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<td></td>
</tr>
<tr>
<td>GF Appropriation</td>
<td>1,970,877</td>
<td>1,945,817</td>
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<tr>
<td>Carryover monies for Maintenance Reserve</td>
<td>34,129</td>
<td>34,486</td>
</tr>
<tr>
<td>HEEFF</td>
<td>-</td>
<td>100,000</td>
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<tr>
<td>One Time Appropriation (Transition)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Telemedicine Fees &amp; Grants</td>
<td>-</td>
<td>52,000</td>
</tr>
<tr>
<td>New College Foundation Private Funds (HF Grant)</td>
<td>444,551</td>
<td></td>
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<tr>
<td>Summer Camps</td>
<td>3,390</td>
<td>2,100</td>
</tr>
<tr>
<td>IDEAL (Teacher Recert)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Advanced Manufacturing</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Shared Positions (MOU) (Reimbursements)</td>
<td>-</td>
<td>30,000</td>
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<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>2,449,557</td>
<td>2,167,793</td>
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<td></td>
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<tr>
<td><strong>EXPENSES</strong></td>
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<tr>
<td>Program Related</td>
<td></td>
<td></td>
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<tr>
<td>Academic Prog Contracts</td>
<td>538,452</td>
<td>155,490</td>
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<tr>
<td>One Time Appropriation (Transition)</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Lease payment and Utilities</td>
<td>569,024</td>
<td>594,000</td>
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<td>Taxes and Licenses</td>
<td>5,300</td>
<td>2,500</td>
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<tr>
<td>Carryover monies for Maintenance Reserve</td>
<td>34,129</td>
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<tr>
<td>Building Misc</td>
<td>11,297</td>
<td>7,500</td>
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<tr>
<td>Total Program Related</td>
<td>1,158,202</td>
<td>859,490</td>
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<td>Salaries &amp; Related</td>
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<tr>
<td>Salaries and Wages</td>
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<td>Total Salaries &amp; Related</td>
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<td>Administrative &amp; Office</td>
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<tr>
<td>Office Supplies</td>
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<td>Postal</td>
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<td>Total Administration &amp; Office</td>
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<tr>
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