Johnson County Community College Committee of the Whole October 4, 2021 8:30 am Zoom Webinar

8:30 Strategic Plan:

- Presentation of Proposed Plan John Clayton, Executive Director, Institutional Effectiveness, Planning and Research
- 9:00 Legislative Principles Discussion Greg Musil, Chair, JCCC Board of Trustees;
 Andy Bowne, President; Kate Allen, Vice President, College Advancement and
 Government Affairs; and Dick Carter, The Carter Group
- 9:30 Proposed Budget Calendar Fiscal Year 2022-2023 Rachel Lierz, Associate Vice President, Financial Services/CFO
- 9:35 Procurement expedited approvals recommendation Janelle Vogler, Associate Vice President, Business Services
- 9:45 Review monthly purchasing recommendations Janelle Vogler, Associate Vice President, Business Services
 - Recommendation: Sirius Computer Solutions
 - Recommendation: Annual Contract for Prime Vendor for Food and Food Supplies
 - Recommendation: New Walkability Sidewalks 2021
 - Recommendation: Zoom Enhanced AV Classroom Equipment
 - Recommendation: Scheduling & Integrated Workplace Management System (IWMS)

10:00 Informational Items

- Single Source Purchase Reports under \$150,000
- Bid/RFP Summary Report
- Contract Renewals
- Other Agreements

MISSION

JCCC inspires learning to transform lives and strengthen communities.

VISION

JCCC will be an innovative leader in equitable student access, learning and success.

VALUES

Student-Centered – We promote an environment that shows the deepest care and support for the learning and growth of our students.

Teaching and Learning -- We believe life-long learning is central to enriching the lives of our students, faculty, staff and community for success in a global society.

Community Engagement – We value our role as the community's college and commit ourselves to partnerships that respond to the changing needs of those we serve.

Innovation – We foster an environment of excellence by intentionally seeking new and creative ways to meet the needs of our students, colleagues and community.

Belonging – We value diversity, equity and inclusion, creating a collaborative and respectful environment where all are connected to our mission.

Integrity – We hold ourselves accountable for our decisions and actions.

GOALS

Student Success – Support learners in achieving their educational goals.

> Strategy:

- **S1:** Ensure our models of teaching and learning lead to student success
- **S2:** Successfully transition students to JCCC
- **S3:** Create effective systems and pathways for students.

> Metrics:

- Course Success
 - Credit Course Success Rate (NCCBP)
 - Non-credit Course Success Rate
- o Retention Rate
 - Credit Fall-to-Spring (IPEDS)
 - Credit Fall-to-Fall (IPEDS)
 - Non-credit Retention (NCCBP)
- Success Rate
 - Credit First-time, Full-time, Degree Seeking Success Rate (IPEDS) (150%)
 - Credit First-time, Part-time, Degree Seeking Success Rate (NCCBP) (150%)
 - Non-credit Completions (number of completers)
- Post-Graduation [New Metric]
 - Employed in Related Field of Study

Community Partnerships – Advance diverse and strategic partnerships.

- > Strategy:
 - **S1:** Identify and align with those who advance JCCC's mission, vision, and values.
 - **S2:** Promote the College as a partner of choice for strategic collaborations.
 - **S3:** Be a convener for issues that transform and strengthen our communities.

> Metrics:

- Partnership Assessment [New Metric]
 - Number of Partnerships
 - Partnership Satisfaction
 - Satisfaction of Partners vs JCCC
- Community Satisfaction [New Metric]
 - Create an overall community satisfaction/ importance survey

Diversity Equity Inclusion – Build an inclusive and equitable campus culture.

> Strategy:

- **S1:** Cultivate and communicate institutional access, awareness, and accountability.
- **S2:** Develop and support an inclusive environment that empowers all students, faculty, and staff to succeed.
- **S3:** Implement, reinforce, and sustain institutional structures, practices, processes, and partnerships consistent with diversity, equity, and inclusion principles.

> Metrics:

- Belonging Score
 - **NL SSI Q1:** Most students feel a sense of belonging here.
 - Employee: I feel a sense of belonging at JCCC. [New Metric]
- Creation of College Scorecard/Dashboard [New Metric]

Employee Engagement – Strengthen employee engagement.

- > Strategy:
 - **S1:** Encourage employee growth.
 - S2: Create and maintain an environment where employees are valued and belong.
 - **S3:** Develop a consistent culture of accountability, integrity and equity.

> Metrics:

- Employee Engagement [New Metric]
 - Look at a tool to measure engagement?
- Professional Development
 - Percent of employees participating in at least one Professional Development Opportunity each year (ex., hosted seminars, educational reimbursements, conference travel authorizations, etc.).

REPORT

The Strategic Plan 2021-2025 was developed through campus-wide listening and feedback sessions during Academic Year of 2020-21. The Strategic Plan includes four Institutional Goals, each with several strategies to implement:

- Student Success
- Community Partnerships
- Diversity, Equity, and Inclusion
- Employee Engagement

A draft of the strategic plan including Key Performance Indicators was presented to and reviewed by the Board of Trustees at the Committee of the Whole on Monday, October 4, 2021.

RECOMMENDATION

It is the recommendation of the college administration that the Board of Trustees adopt the Strategic Plan 2021-2025, as is shown in the Board Packet.

Committee of the Whole October 4, 2021

JCCC 2022 STATEMENT OF PRINCIPLES

- Support the authority of the locally elected JCCC Trustees to determine policies and procedures in the best interest of the college and its stakeholders.
 - Oppose higher education policy provisions that undermine local control of funding thereby eroding an institution's connection between its stakeholders and the needs of the local community.
 - Oppose higher education policy provisions that undermine local control to make decisions related to the safety and protection of our campus community.
- Support strategic initiatives with entities such as the Kansas Board of Regents that strengthen college partnerships and community assets that improve equitable outcomes for students.
- Support sufficient state funding to meet the objectives of Senate Bill 345, which brought community colleges under the supervision and coordination of the Kansas Board of Regents effective July 1999.
- Support continued funding of career and technical education initiatives such as Senate Bill 155 enacted in May 2012 which authorizes JCCC to waive the cost of tuition for high school students who meet JCCC Kansas residency requirements for enrollment in any tiered career technical course.
- Support fiscally sound policies that strengthen and protect the Kansas Public Employees Retirement System to promote the recruitment and retention of employees.

- Support the continuation and enforcement of designated geographic community college service areas to meet the educational needs of the state in an efficient manner for taxpayers.
- Support initiatives focused on inclusion, access and mental health awareness to ensure all members of our community are prepared to meet the increasingly global demands of our economy.

JOHNSON COUNTY COMMUNITY COLLEGE BUDGET CYCLE CALENDAR

FY 2022-2023

OCTOBER 2021	Budget Tasks			
4	Committee of the Whole review of preliminary budget calendar			
21	Board of Trustees review of preliminary budget calendar			
TBD	Student Senate budget discussion			
NOVEMBER 2021	Budget Tasks			
2	President's Cabinet discussion of FY23 proposed budget guidelines			
8	Distribute FY 2022-23 budget calendar to Budget Administrators			
	Budget Administrators receive Excel worksheet(s), Proposed Budget Based on Actuals,			
8	including 2 prior years' actual expenditures and current adopted budget to assist in			
	developing a proposed budget and justifications			
8	Strategic Plan sponsors receive template for submission of budget requests tied to			
ð	Strategic Plan action items			
0	Remodel Requests for renovation/remodeling and equipment installation can be input in			
8	Team Dynamix			
8	Replacement Capital Equipment reports are distributed by Business Services			
8	Self-Service Budget Development and the Capital Schedule (Sharepoint) are available for			
0	entry			
19	Remodel Requests due in Team Dynamix. Approved requests will be costed out by Campus			
19	Services and further prioritized			
29	Committee of the Whole review of proposed budget guidelines and five-year budget			
29	projection model			
DECEMBER 2021	Budget Tasks			
16	Board of Trustees vote on FY 2022-23 budget guidelines			
17	Budget Administrators receive FY 2022-23 approved budget guidelines			
30	Instructional program reviews and Administrative and Service Area reviews are finalized			
	and submitted into Strategic Planning Online (SPOL) software			
JANUARY 2022	Budget Tasks			
13	Budget Kickoff Meeting with Budget Administrators			
14	Information Technology Planning (ITP) reports are distributed by Information Services			
14	Position Audit/Change Requests due to Human Resources			
FEBRUARY 2022	Budget Tasks			
7	Proposed budget spreadsheets due to supervisors for review			
17	Final approved budget requests due in Self-Service Budget Development with justification			
	of all line items			
17	Information Technology Planning (ITP) requests due to Information Services			
17	Approved capital equipment requests due in the Capital Schedule Sharepoint site			
MARCH 2022	Budget Tasks			
	Budget review and prioritization by President's Cabinet			
TBD	Budget review and prioritization by President's Cabinet			
APRIL 2022	Budget Tasks			
21	Annual Board of Trustees Budget Workshop, 4:00 p.m.			
25	Committee of the Whole review of proposed FY 2022-23 Management Budget			
MAY 2022	Budget Tasks			
12	Board of Trustees vote on FY 2022-23 Management Budget			

JUNE 2022	Budget Tasks		
15	Receive Revenue Neutral Rate (RNR) from County Clerk		
30	Load FY 2022-23 Management Budget into accounting system		
JULY 2022	Budget Tasks		
1	First day of Fiscal Year 2022-2023		
20	Notify County Clerk of intent to exceed RNR (if applicable)		
AUGUST 2022	Budget Tasks		
TBD	Committee of the Whole review of required budget publications		
TBD	Board of Trustees vote on required budget publications		
20	Publish notice of intent to exceed RNR and RNR hearing at least 10 days in advance of the		
20	RNR hearing (if applicable)		
20	Publish notice of budget hearing at least 10 days in advance of the budget hearing		
SEPTEMBER 2022	Budget Tasks		
TBD	Committee of the Whole review of proposed FY 2022-23 Legal Budget		
TBD	Revenue Neutral Rate (RNR) hearing for FY 2022-23 Legal Budget		
TBD	Annual public hearing for FY 2022-23 Legal Budget		
TBD	Board of Trustees vote on FY 2022-23 Legal Budget		
OCTOBER 2022	Budget Tasks		
1	File Adopted Legal Budget with state and county offices		



Procurement Expedited Approvals Recommendation

Committee of the Whole October 4, 2021

Typical Bid / RFP Process

- Develop bid specifications, scope of work 2 4 weeks
- Depending on size and complexity, competitive bidding process 5 8 weeks
 - Post bid, evaluate proposals, vendor presentations, committee analysis and recommendation
- Due to COTW lead times, *after* bidding, lead time for awards > \$150K can be **up to two months**

Need for Expedited Approval for Certain Contracts

- Materials cost volatility
- Supply chain considerations
- Urgent operational needs
- Project sequencing

Recommendation

• Certain items added to the board packet for approval consideration between COTW and Board meeting

SINGLE SOURCE PURCHASE REPORT: \$150,000+ OCTOBER 2021 COMMITTEE OF THE WHOLE (*OCTOBER 4*)

Vendor	Description of Services / Policy 215.04 Exception #	Fund	Department	Amount		
	For additional network infrastructure upgrades to support classrooms and offices in	0201, General				
	hybrid or remote configurations, as well as offsite disaster recovery such as the	Fund				
	following: VMware host server upgrades, wireless access point upgrades, wireless					
	controller upgrade, Wichita State disaster recovery site equipment, and additional	2568, KBOR	6351, Network &			
Sirius Computer	network switches.	Maintenance of	Data Center	\$ 678,938.77		
Solutions		Effort	Operations	\$ 078,938.77		
			operations			
		2570, CARES Act				
	#2c. Specific educational objectives	III American				
	#2d. Compatibility with existing equipment	Rescue Plan				
COMMITTEE OF	COMMITTEE OF THE WHOLE RECOMMENDATION					
It is the recommendation of the Committee of the Whole that the Board of Trustees accept the recommendation of the college						
administration to approve the Single Source Justification to Sirius Computer Solutions for additional network infrastructure upgrades for						
an estimated expenditure of \$678,938.77.						
an estimated exp						

RENEWALS SUMMARY WITH RECOMMENDATION:

\$150,000+

JCCC Contract Total Contract Period Fund Source / Renewal Option	Vendors Original Bid Amounts First Year / Multi-Year (if applicable)	Renewal Option Amount	Description of Services Original BoT Approval		
Annual Contract for Prime Vendor for Food and Food Supplies (JCCC-1389) Original Term: Base Year, 4 Renewal Option Years	 SYSCO Food Services of Kansas City, Inc.: 3.75% Ben E. Keith Oklahoma: 7.5% Martin Brothers Distributing Co., Inc.: 6% - 9% Reinhart Foodservices: 2% (list prices for specific products was not as competitive as recommended vendor) 	\$300,000.00	Prime vendor for food and food supplies for the Bookstore, HCDC, Culinary & Dining Services. September 2016		
10/24/2016 - 10/23/2021 Fund Source: 1302, Auxiliary Enterprise Funds Renewal Option: 5 of 4*	5. U.S. Foods, Inc.: 3.9% - 11.4%				
*Agreement being extended for one additional option year due to labor shortages and supply chain issues in the current food supply industry.	*Above percentages based on markups over cost				
COMMITTEE OF THE WHOLE RECOMMENDATION					
It is the recommendation of the Committee of the Whole that the Board of Trustees accept the recommendation of the college administration to approve a one-year contract extension to Sysco Food Services of Kansas City, for annual prime vendor food and food supplies, for the estimated amount of \$300,000 through October 23, 2022.					

AWARD OF BIDS/RFPs - <u>SINGLE</u> PURCHASE:

\$150,000+

Bid Title Total Contract Period Fund Source / Firms Notified	Vendors Original Bid Amounts	Single Purchase	Justification
22-026, New Walkability	1. McConnell & Associates: \$168,970.00	\$168,970.00	Low bid (base bid with alternates)
Sidewalks 2021	2. R&R Concrete: \$169,900.00		
	3. Gunter Construction: \$171,417.00		
Base year/project completion	4. SGI: \$234,800.00		
	5. MegaKC: \$244,900.00		
Fund Source: 7143, Outdoor Site &			
Athletic Improvement, 7127,			
Campus Development			
Firms Notified: 153			
PURPOSE & DESCRIPTION			
	RFB) is for new Walkability Sidewalks on the JCCC main c ne construction of new 5-foot wide sidewalks, ADA ramp n of the new sidewalks.	•	
EVALUATION COMMITTEE			
• Jeff Allen: Director, Campus Servic	es & Energy Management • Larry Alle	n: Senior Buyer, Procureme	nt Services
Tom Hall: Associate Vice Presiden	t, Campus Services/Facilities Planning		
COMMITTEE OF THE WHOLE R	ECOMMENDATION		
administration to approve the	e Committee of the Whole that the Board of The low bid with alternates from McConnell & Assonal 10% contingency of \$16,897.00 to allow for	ociates for New Walka	bility Sidewalks, in the amount

AWARD OF BIDS/RFPs - <u>SINGLE</u> PURCHASE:

\$150,000+

OCTOBER 2021 COMMITTEE OF THE WHOLE (OCTOBER 4)

Bid Title Total Contract Period Fund Source / Firms Notified	Vendors Original Bid Amounts	Single Purchase	Justification	
22-019, Zoom Enhanced AV	1. Adorama: \$5,254.70	\$379,079.90*	Low Bid per line item(s)	
Classroom Equipment	2. Conference Technologies Inc: \$162,542.03	i		
	3. Ford Audio: \$126,536.00	*Amount may vary		
Base year/project completion	4. Troxell Communications: \$84,747.17	depending which		
	5. Kansas City Audio Visual	camera models are		
Fund Source: 0201, General, 2570,		chosen for various		
CARES Act III American Rescue Plan		classrooms		
Firms Notified: 129				
PURPOSE & DESCRIPTION				
The purpose of this Request for Bid (RFB) is for Zoom Enhanced Classroom Audio/Vis	ual Equipment.		
EVALUATION COMMITTEE				
• John Kumar: Executive Director C	Client Support Services • Ta	 Tammi Holmes: Senior Project Manager 		
Adrian Swan: Manager Multimed	lia Services • Ju	lie Lombard-Williamson: Senior Bu	yer, Procurement Services	
COMMITTEE OF THE WHOLE R	ECOMMENDATION			
administration to approve the	e Committee of the Whole that the Boa low bids from Adorama, Conference Teo ment needed for the Zoom Enhanced Cl	chnologies, Inc., Ford Audio, a	and Troxell Communications for	

\$379,079.90.

AWARD OF BIDS/RFPs - <u>MULTI-YEAR</u> PURCHASE:

\$150,000+

Bid Title Total Contract Period Fund Source / Firms Notified	Vendors Original Bid Amounts First Year / Multi-Year Total (if applicable)		Current Year Amount Multi-year Amount	Justification
21-053, Scheduling & Integrated Workplace Management System (IWMS)	 Accruent: \$186,373.88 / \$567,828.81 eCIFM: \$460,820.00 / \$778,000.28 Ad Astra with Applied Data Systems (for complete solution): \$300,002.54 / \$876,255.53 		\$186,373.88 <i>\$567,828.81</i>	A thorough evaluation process was conducted, which included reviewing and ranking the written proposals according to the
Base Year, 4 Renewal Option Years 10/22/2021 - 10/21/2026	 CollegeNet with Applied Data Sy complete solution): \$422,752.54 Absolute Facility Solutions: \$500 	vstems (for 4 / \$967,287.40		evaluation criteria defined within the RFP. At the conclusion of the evaluation process, it was
Base Year Fund Source: 2570, CARES Act III	\$1,404,821.90			determined that the proposal submitted by Accruent best met the needs of the college.
American Rescue Plan, 0201, General				
Firms Notified: 458 PURPOSE & DESCRIPTION				
manage a growing need for event macampus facilities more efficiently. It	h a contract for a Scheduling and Integ anagement while also supporting the is a goal of this procurement to obtain the contract will be from October 22, of both parties.	need for enhanced f	facility management to ma VMS that is seamlessly inte	nage the operation and utilization of egrated to allow effective efficiencies
EVALUATION COMMITTEE				
 Janelle Vogler: Associate Vice Pres Jeff Hoyer: Executive Director Spa Liza Dunitz: Coordinator Academic Tom Hall: Associate Vice President Don Campbell: Senior Project Mar 	ce Management c Scheduling t Campus Services/Facility Planning	Daniel Epley:Robyn Albano	d: Director Employee Enga Enterprise Application Adr b: Coordinator Interior Serv I-Williamson: Senior Buyer	ninistrator vices / Space Planner
COMMITTEE OF THE WHOLE R	ECOMMENDATION			
administration to approve the	e Committee of the Whole that proposal from Accruent, LLC, fo 7,828.81 including the renewal o	or a Scheduling 8	k IWMS for a base yea	-

SINGLE SOURCE PURCHASE REPORT: \$35,000 - \$150,000 OCTOBER 2021 COMMITTEE OF THE WHOLE (*OCTOBER 4*)

Vendor	Description of Services / Policy 215.04 Exception #	Fund	Department	Amount
Living As A Leader	For Continuing Education to provide web-based leadership classes to students in FY22. JCCC receives as revenue, the difference between the cost of the class and the price charged to the student. #2c. Specific educational objectives	0601, Adult Supplementary Education Fund	1405, Professional Education	\$ 120,000.00
Empowered Networks	License renewal subscription (11/18/21 - 11/17/2022): Infoblox Trinzic DDI Appliance is needed to continue license access and support services. Infoblox offers advanced security, reliability, and automation to the complex network environments of the College. #2d. Compatibility with existing equipment	0201, General Fund	6351, Network & Data Center Operations	\$ 37,749.81
Zogo Technologies	License renewal subscription for (9/1/21 - 8/31/22): Enterprise Data Warehouse (EDW) provides general analytics, enrollment analytics, trend information, automation, and integration. This renewal also includes consulting hours for custom data development integration from applications such as Canvas, AccuCampus, and Astra into EDW. #2d. Compatibility with existing equipment	0201, General Fund	6403, Chief Information Officer	\$ 111,432.13
BSN	3-month contract for athletic teams/staff custom uniforms and apparel needed in time for the following new sports seasons: Baseball, Men's Basketball and Soccer, Women's Basketball and Soccer and Volleyball. <i>CO-OP: Omnia Partners # R201101</i> #12. Cooperative purchasing	0201, General Fund	5207, Athletics Director	\$ 64,099.37
Regents Flooring	Replacement flooring for HCDC, CSB 170, GEB 153. CO-OP: E&I contract #s: El00120 and CNR-01308 #12. Cooperative purchasing	2552, HHS-DCF- Child Care Sustainability Fund 0201, General Fund	9104, Child Development Center 7102, Director Campus Services	\$ 75,222.00

SINGLE SOURCE PURCHASE REPORT: \$35,000 - \$150,000 OCTOBER 2021 COMMITTEE OF THE WHOLE (*OCTOBER 4*)

Vendor	Description of Services / Policy 215.04 Exception #	Fund	Department	Amount
The Wilson Group	Labor and materials for BNSF conference room remodel: \$68,256.05. Approved amount includes 10% contingency of \$6,826 (contingency not encumbered unless necessary). Total \$75,082.05. <i>CO-OP: Sourcewell EZIQC #MO02C-071117-TWG</i> #12. Cooperative purchasing	2110, BNSF Projects Fund	7751, BNSF Remodeling Projects	\$ 75,082.05
Lathrop GPM	Legal services for litigation. #14. Purchase of services without soliciting formal, competitive proposals	0201, General Fund	6108, General Counsel	\$ 50,000.00

AWARD OF BIDS/RFPs SUMMARY:

\$50,000 - \$150,000

Bid Title Total Contract Period Fund Source / Firms Notified	Vendors Original Bid Amounts First Year / Multi-Year Total (if applicable)	Current Year Amount Multi-Year Total or Single Purchase	Justification
21-054, Curriculum & Catalog Management System Base Year, 4 Renewal Option Years: 10/1/2021 - 9/30/2026	 LeepFrog Technologies: \$27,560 / \$149,273.85 Kuali: \$43,500 / \$260,245.47 	\$27,560 \$149,273.85	Based on the product technical capabilities, experience, reliability, and proposed costs, it was determined that LeepFrog's proposal would most effectively meet the college's requirements.
Base Year Fund Source: 0201, General Firms Notified: 436			
22-021, Miller Electric Dynasty 280 Multi Process Tig Runner Welding Unit	 Airgas USA, LLC.: \$134,602.86 Matheson Tri-Gas: \$135,873.11 Praxair/Linde: \$149,115.50 	\$134,602.86	Low bid
One time purchase Fund Source: 0201, General Firms Notified: 34			

RENEWALS SUMMARY:

\$50,000+

JCCC Contract Total Contract Period Fund Source / Renewal Option	Vendors Original Bid Amounts First Year / Multi-Year (if applicable)	Renewal Option Amount	Description of Services Original BoT Approval
Annual Contract for Athletic Team Charter Bus Services (C18-087-00)	 Crossroad Tours: \$126,475 / \$632,375 Windstar Lines, Inc.: \$134,013 / \$670,065 	Regular Season \$89,888*	Bus transportation service for all JCCC athletic teams to and from any team-
Original Term: Base Year, 4 Renewal Option Years 8/1/2018 - 7/31/2023		Postseason \$79,564* Total \$169,452*	depending on seasons where JCCC has more travel as a "Visitor Team" per sport
Fund Source: 0101, Student Activity Fund Renewal Option: 3 of 4			and whether or not team(s) qualifies for postseason play. July 2018

Committee of the Whole October 4, 2021

AFFILIATION, ARTICULATION AND REVERSE TRANSFER, COOPERATIVE AND OTHER AGREEMENTS

REPORT:

The following agreements are intended to establish contractual relationships between JCCC and other organizations, but are not processed by the procurement department and/or do not involve a payment by JCCC. They are categorized below as either Affiliation Agreements, Articulation and Reverse Transfer Agreements, Cooperative Agreements, or Other Agreements.

OTHER AGREEMENTS

(Other contractual relationships that do not involve a payment and/or are not processed by the procurement department)

Organization/ Individual	Program(s)	Credit/CE	New/Renewal and Term	Financial Impact/Additional Information
Johnson County Mental Health Center	Student Services	n/a	New	\$51,640.65/annually; Memorandum of Understanding to document collaboration between JCCC and Johnson County Mental Health Center to provide mental health and co- occurring substance abuse disorder counseling to students.
Sutton Trucking	CDL	CE	New	No cost to JCCC; Sutton Trucking will allow JCCC to use its facility to for CDL training.
Sutton Trucking	CDL	CD	New	JCCC will cover the cost of insuring CDL equipment while classes are in session;

	Sutton Trucking will rent
	certain CDL equipment to
	JCCC for use in JCCC's CDL
	training program.

RECOMMENDATION:

It is the recommendation of the Committee of the Whole that the Board of Trustees accept the recommendation of the college administration to authorize the College to enter into the above agreements, as set forth above.