

Advisory Committee Meeting
Thursday, April 6, 2017 – 5:30 PM
Lee Campus – AA 177

In Attendance: Leroy Bugger, Florida SouthWestern State College; Dr. Richard Worch, FSW; Tracey Whirls, Glades County Economic Development Council, Inc.; Jeff Kunberger, Suncoast Credit Union; Dr. Tom Rath, FSW; Brian Mangan, FMTC/CCTC; Vincent Brejtfus, Chico's FAS, Inc.; Kevin Williams, BSSW Architects; Lucienne Pears, Charlotte County Economic Development Office; Eric Berglund, Southwest Florida Economic Development Alliance; Dana Brunett, Cape Coral Economic Development Office; Doug Adams, Florida Stairworks; Rick Evanchyk, Goodwill Industries of Southwest Florida; Sue Lampitt, Intech Printing & Direct Mail; Randy Mitchelson, iPartnerMedia; Doug Goldman, FSW; Denise Vidal, Lee County Electric Cooperative; Mike Lohr, Johnson Engineering; Seth Alte, Enterprise Holdings; Tom Pagano, Hertz Corporation; Peg Elmore, CareerSource Southwest Florida; Michael Koszewnik, Arthrex; Brad Schiffer, TAXIS Architecture & Planning; Andrew Blitz, FSW; Tyler Patak, Parker, Mudgett, Smith Architects, Inc.; Sarah Owen, Southwest Florida Community Foundation, Futuremakers Coalition; and Jill De Valk, FSW.

Welcome and Introductions: Dr. Tom Rath welcomed all participants attending. He announced that Dr. John Meyer, Dean of the School of Business and Technology would be leaving FSW to accept the position of Executive Vice President of Academic Affairs at Hodges University. Dr. Rath mentioned that he would be serving as Interim Dean with a new Dean in place by July 1, 2017. In the meantime, Dr. Rath and Dr. Jones from the Collier Campus will be attending the meetings such as OESC and Horizon Council until a new Dean is named. FSW faculty attending introduced themselves to the committee members.

Approval of October 27, 2016 Minutes:

Dr. Rath called for a motion to approve the minutes from the previous meeting. The motion was seconded, all were in favor, and none opposed.

School of Business and Technology Update:

- Professor David Hoffman, Coordinator of the Business and Accounting Programs will be retiring at the end of the academic year. There is a faculty search in place with in-person interviews scheduled soon. The new professor will be located mainly at the Collier Campus to concentrate on growing the Business Management and Entrepreneurship Programs.
- George Kodsey is a newly hired Professor of Computers as of the Spring 2017 semester. He teaches mainly at the Charlotte Campus with a few courses at the Lee Campus.
- The Carl D. Perkins Career and Technical Education Act of 2006 provides funding to support workforce programs. FSW partners with the Charlotte Technical College which helps to demonstrate continuity between them. Last year, the application included a Program of Study (POS) section where participants collaborated with schools within their districts. The purpose is

for the district to select a POS and show the pathway from high school to technical college to associate's degree to baccalaureate degree and finally to master's degree at a university. The POS that has been recommended for the year is Computer Programming and possibly Networking as a second. Last year the POS selected was Business Administration.

- Dr. Rath also mentioned that the advisory committee is also an important partner with FSW. He inquired "Is computer programming valuable to your business?" The majority of the audience agreed that the POS of computer programming was important to their company.
- In pursuit of the Airframe and Powerplant program, we have leased a hangar at the Punta Gorda Airport. Many donations of airplane components are coming in. We hope to roll out the program in the fall of 2018. The program is included in the Florida State Frameworks with the Federal Aviation Regulation Part 147 approving the minimum requirements. We have hired a consultant to assist with the curriculum development and will soon hire another consultant to deal with other program needs. Due to the large number of airplane mechanics retiring, there is a huge need. The PSAV certificate proposed would also prepare students to repair elevators or amusement park attractions. The certificate would articulate into an associate degree which in turn could articulate into the BAS in Supervision and Management degree.
- SoBT is waiting for approval from the state for the BAS Computer Networking degree. With approval, the program will begin in the Fall 2017 semester.
- FSW recently revised the system of advising students. SoBT recently started advising students in SoBT programs. Dr. Rath advises approximately 120 students. The coordinators of student success are assigned specific programs in which they advise all of the students enrolled in that program. Who better to advise the students than the coordinators in SoBT?
- Douglas Goldman, Coordinator of the XCEL-It programs provided an update of the TAACCCT Grant from the Department of Labor. This grant had the intention of assisting people affected in the economic downturn which included those who were unemployed, underemployed, and returning veterans. The average student who participated was over 30 years old and had a family. Under these circumstances, it takes longer to complete a degree. In year three, in November 2015, we had 25 participants, September 2016 we had 100 participants, and with the six-month extension another 50 to 60 participants. We have 60 completers of College Credit Certificates and IT Industry Certifications. This semester, 7 participants earned the QuickBooks certification. The grant will end in September, 2017 but Doug is recruiting and advocating for SoBT programs. The grant produced two new programs: the Engineering Technology Support Specialist CCC and Intermodal Freight and Logistics CCC. The ETSS program was housed at the Hendry/Glades Center with the purpose of providing skills for students to be able to work in manufacturing jobs. U.S. Sugar offered that any student who completed the certificate would be guaranteed an interview. The cohort from fall 2017 participated in 5 courses, each course lasted 3 weeks. They completed the Computer Aided Drafting class in the spring semester. Two students completed the certificate.

The first group of five students of the Logistics program completed certificates in December, 2016. One of the completers is now using the CCC in Raleigh, North Carolina. The 2nd group consists of 4 students this semester.

- The Financial Services Management CCC - Maybe a cohort consisting of employees

- The Paralegal Studies Program is currently going through the reapproval process and was recently evaluated by a site team from the American Bar Association. The visit went well and we will know if the program has been reapproved when the Standing Committee meets.
- Adrian Kerr, the Director of Corporate Training spoke about the \$12 million Florida budgets for training. The program used to be called Quick Response Training but is now Florida Flex. Of the \$12 million available, FSW receives about 25% of the funds. Recent awards: Cheney Brothers – 778 new hires - \$1.2 million; Arthrex is expanding – 400 new hires - \$900,000; and Herc equipment rental – 171 new hires - \$400,000. There is also a veterans program where companies receive money for hiring veterans. FSW was the first in the state to receive the grant funding from the veterans program.

Existing businesses in Florida may apply for Incumbent Worker Training (IWT) grants which provide for continuing education and training of current full-time employees. This grant provides reimbursement of 50% of the amount of the training costs. FSW could arrange the training. There is \$2 million available and this grant is underutilized.

- Enrollment in the Architecture Design and Construction Management and Civil Engineering Technology degrees is languishing. Dr. Rath requested in the breakout sessions, to please discuss what the education demands for employees in your areas are.

The meeting was adjourned to the breakout sessions.

Business Advisory Board -- Business Discussion Group

Professor Bugger welcomed the business group to the breakout session. The following were discussed:

Prospective changes to programs

- A. Risk Management course—the risk Management course offered at Florida SouthWestern State College was up for course review. In doing the review, Professor VanGlabek discovered that the Florida Department of Financial Services offers state certifications to success completers—C or higher grade--of Risk Management courses offered by some state colleges. Currently, Professor Van Glabek has been talking with the Florida Association of Insurance Agents and will be working with the Florida Department of Financial Services to develop courses and a program based on Risk Management.
 1. Consequently, FSW is in the process of revising the current Risk Management course and offering two additional Risk Management courses.
 - a. RMI 2110 resulting in 440 certification—personal insurance planning
 - b. RMI 2212 resulting in 2044 certification—property and casualty insurance
 - c. RMI 2662 resulting in 215 certification—life, health, and annuity
 - d. Upon approval by the Florida Department of Financial Services, the state certificate test will be waived for successful completers of the course(s).
 2. By adding the following courses to our basic business core of courses, we expect to be able to offer an Associates in Insurance Management degree pending state approval: Accounting 2021-Financial Accounting, Accounting 2071-Managerial Accounting, Accounting 2450-Accounting Software Applications, Marketing 2011—

Marketing, Management 2021—Management Principles, Business Math, Business Law, Excel Spreadsheets, and Business Communication.

3. Other state colleges currently offering the Associates in Insurance Management degree include: Broward State College, Palm Beach State College, Santa Fe State College, Seminole State College, St. Johns River State College and State College of Florida.
4. Professor Van Glabek also discovered that the Florida Association of Insurance Agents have developed Goodwork Fund Scholarships that give an estimated \$5000 in scholarship funds to colleges that are offering the Associates in Insurance Management degree.
5. Professor Van Glabek is also looking into adding internships with local insurance agencies as part of the course.
6. Should the Associate degree program succeed, there is also the possibility of expanding the degree to the Bachelor degree level.
7. Brief discussion of Risk Management and Insurance Operations curriculum frameworks.

B. Accounting

1. Trusts, Gifts and Estates Tax course is being merged into the Tax II course which will now include corporations, trusts, and estate taxation as well as gift taxation.
2. Business Finance FIN 2001 is being added to the Accounting program as a required course
3. Business Finance FIN 2001 and its prerequisite Business Math is being to the Accounting Certificate program. However, this was accomplished by consolidating the Gifts and Estates Tax course into the Tax II course and then removing the Governmental Accounting course from the Certificate program. (Note that the Governmental Accounting course is still part of the AS Accounting Degree program)

C. Financial Services Management Certificate

1. FSW has recently completed the development of the online version of BAN1004-- Principles of Banking/Credit Union Operations. We currently only offer this course in a ground format.
2. Additional development of online courses is planned

The Advisory Committee brought up four points for the School of Business to consider:

- Courses related to 'big data'. These courses would address the gathering, extraction, and analyzing 'big data'.
- Student communication skills. Many of the participants spoke on the inability of students to communicate--other than by instant mail—in direct conversations and within groups.
- Student's inability to relate concepts—which they should have learned in college—to 'real-world' situations. This concern was voiced by numerous participants.
- The offering of continuing professional education courses (CPE).

Computer Science, Architecture Design and Construction, and Civil Engineering Technology Breakout

Coordinator Andy Blitz welcomed all and repeated from the main meeting that enrollment in the Architectural Design and Construction AS degree and the Civil Engineering Technology AS degree is dwindling. Few employers are looking for employees with Associate degrees. Do we need a new generation of programs or certifications?

Professor Blitz asked the group “What skills do you need in employees?” Replies included the following: a worker bee is needed who has completed a certification program, technological knowledge and skills are important but general education is not as important, and for small companies an employee who knows how to complete many duties. Employers are looking for specific skill sets and want to have employees with these skill sets and not necessarily the degree. Certificate programs may be more beneficial.

With the Computer Program, the goal was to add 4 or 5 CCCs to piggyback on the AS degree. The Bachelor’s degree in Information Systems Technology is in the approval process. The CCC option helps in retention and helps to identify skills. The goal is for graduates to have the skills that companies are looking for to hire.

Professor Blitz inquired if the committee thought that it mattered if classes were online or face to face? He explained that in the computer programs more classes are online than face to face. Students may complete the entire degree online. The Architecture Design degree is face to face now. The committee members reviewed the courses that complete the AS degree in Architecture Design. A discussion ensued whether a manual drafting course is necessary anymore.

Professor Blitz thanked all participants for their input.

Meeting minutes interpreted and reported by Jill De Valk