

WEDNESDAY JANUARY 18, 2017.

CERRITOS COMMUNITY COLLEGE  
DISTRICT.

CERRITOS BOARD OF TRUSTEES  
MEETING.

[INAUDIBLE].

[MEETING IS IN CLOSED SESSION].

[MEETING WILL RESUME AT 8:00 P.M.].

>> BEFORE WE GET STARTED,

THERE'S A COUPLE OF READ-OUTS,

IN CLOSED SESSION, THE BOARD OF

TRUSTEES APPROVED AN AMENDMENT

TO THE CONTRACT OF DR. STEVEN B.

JOHNSON AS VICE-PRESIDENT OF

STUDENT SERVICES AND ASSISTANT

STUDENT TO EXTEND THE TERM OF

HIS EMPLOYMENT FROM JUNE 30,

2017 TO JUNE 30, 2019.

SO, CONGRATULATIONS, DR.

JOHNSON, AND THANK YOU FOR

STAYING ON.

[APPLAUSE].

OTHER READ-OUT IS THAT IN

CLOSED SESSION, THE BOARD OF TRUSTS

AUTHORIZED THE  
VICE-PRESIDENT OF HUMAN  
RESOURCES TO ENTER INTO A  
TENTATIVE AGREEMENT BETWEEN THE  
DISTRICT AND THE CALIFORNIA  
SCHOOL EMPLOYEES ASSOCIATION,  
CHAPTER 161 AS PRESENTED IN  
CLOSED SESSION REGARDING  
ARTICLE 7.10 CALL BACK TIME AND  
ARTICLE [INAUDIBLE], CONGRATULATIONS  
ON THAT.

ALRIGHT.

SO, AS WE BEGIN, I WOULD LIKE  
TO CALL UP DEON MARION GUERRERO  
FROM ST. LEO'S CATHOLIC  
CHURCH TO DO OUR INVOCATION  
TONIGHT.

>> THANK YOU FOR THE INVOCATION  
OF BEING HERE, I COME FROM THE  
CITY OF DOWNING, ONE OF THE  
LARGEST SERVICE AREAS, WE HAVE  
AN EDUCATIONAL ICON AND DR.  
MARY STIFER IS PASSIONATE ABOUT  
EDUCATION AS YOU ARE, SHE SAID

EDUCATION IS ESSENTIAL TO  
EVERYTHING WE DO, NEVER STOP  
LEARNING, AND I WANT TO THANK  
THE BOARD AND EVERYBODY HERE AT  
CERRITOS COLLEGE FOR EDUCATING  
OUR YOUTH AND OUR YOUNG ADULTS  
AND MAKING THIS PART OF WHAT WE  
ARE, SO THANK YOU VERY MUCH FOR  
THAT AND IF WE COULD PUT  
OURSELVES IN A PRAYER FOR A  
MOMENT, I WOULD LIKE TO PRAY  
TOGETHER.

GOOD GRACE OF GODABILITY, WE  
WANT TO THANK YOU FOR THE  
BLESSINGS YOU GIVE US, WE WANT  
TO THANK YOU FOR THE IF FAITH  
OF OUR FAMILY, WE ASK YOU FOR  
GUIDANCE AND THE ABILITY TO DO  
RIGHT BY OTHERS, TO SHARE WHAT  
WE HAVE WITH OTHERS, TO  
MINISTER TO THOSE WHO PLACE  
BEFORE US AND TO PRAY FOR US TO  
[INAUDIBLE].

HEAVENLY FATHER, WE ASK YOU

FOR SPECIAL PROTECTION OF THOSE  
WHO PROTECT US, OUR POLICE,  
FIRE, OUR MILITARY, THANK YOU  
FOR THE MANY GIFTS YOU GIVE US,  
AND WE'RE RENEWED AND CONFIDENT  
AND HOPE AND REJOICED IN THE  
LOVE WHICH YOU GIVE US, SO  
PLEASE GUIDE US, BE WITH US  
TONIGHT AND THANK YOU FOR THE  
MANY BLESSINGS, THANK YOU.

>> THANK YOU.

NEXT WE WILL HAVE PLEDGE OF  
ALLEGIANCE LED BY  
VICE-PRESIDENT [INAUDIBLE].

( AUDIO VERY LOW AND  
UNCLEAR ).

>> ROLL CALL, PLEASE.

>> BOARD PRESIDENT LEWIS?

>> HERE.

>> BOARD VICE-PRESIDENT AVALOS?

BOARD CLERK LIU, TRUSTEE

CAMACHO-RODRIGUEZ, TRUSTEE

DRAYER, TRUSTEE PEREZ, TRUSTEE

SALAZAR, PRESIDENT FIERRO, AND

STUDENT TRUSTEE PATRON.

>> IS THERE ANY BOARD MEMBER  
THAT WOULD LIKE TO PROPOSE A  
REORGANIZATION TO THE AGENDA?

SEEING NONE, WE WILL MOVE  
DIRECTLY TO COMMENTS FROM THE  
AUDIENCE AND I DON'T BELIEVE WE  
HAVE ANY CARDS, NO, IS THERE  
ANYONE WISHING TO SPEAK AT THIS  
TIME ON ANY ITEM RELATED TO THE  
COLLEGE?

SEEING NONE, WE WILL MOVE ON TO  
REPORTS AND COMMENTS FROM  
CONSTITUENT GROUPS.

IS THERE A REPORT FROM THE  
STUDENT BODY PRESENT, FACULTY  
SENATE PRESIDENT, CERRITOS  
COLLEGE FACULTY, ANYBODY?

NO.

ALRIGHT.

NEXT ITEM IS THE INSTITUTIONAL  
PRESENTATION: RECOGNITION OF  
CLASSIFIED EMPLOYEE OF THE  
MONTH WHICH WE'LL RECOGNIZE

DAVE GUNN FOR MULTIMEDIA  
PRODUCTION SPECIALIST II AS  
CLASSIFIED EMPLOYEE OF THE  
MONTH FOR NOVEMBER 2016.

[APPLAUSE].

>> ALRIGHT, SO TODAY WE HAVE  
DAVE GUNN WITH US AND HE HAS  
BEEN SELECTED AS THE CLASSIFIED  
EMPLOYEE OF THE MONTH FOR  
NOVEMBER, 2016.

DAVE BEGAN HIS CAREER IN  
CERRITOS COLLEGE , HE WAS FILED  
IN 2006 AS A MULTIMEDIA  
PRODUCTION SPECIALIST, HE IS  
CURRENTLY WORKING ON THE  
TRANSITION FROM [INAUDIBLE] TO  
[INAUDIBLE], GOD BLESS YOU.

THANK YOU FOR THAT WORK.

DAVE STARTED HIS MULTIMEDIA  
PRODUCTION SPECIALIST II BUT HE  
IS MUCH MORE, HE'S PART OF THE  
SPECIALTY MANAGEMENT ASSISTANT  
AND STAFF AND IN THE LAST FEW  
WEEKS, HIS WORKLOAD HAS BEEN

HAS BEEN EASILY DOUBLED OR  
TRIPLED WITH SOME CHALLENGES.  
HE'S THE FACE BEHIND THE  
SCENES, HE'S HELPFUL AND HE  
RESPONDS VERY QUICKLY TO E-MAIL  
MESSAGES AND HE DOES HIS BEST  
TO SOLVE ANY PROBLEMS THAT WE  
EXPERIENCE IN CAL MED ON  
CAMPUS, HE'S CLEARLY DEDICATED  
TO HIS WORK AND HE RESPONDS TO  
TECHNICAL QUESTIONS USUALLY  
WITHIN 20 MINUTES WHETHER IT IS  
DAY OR NIGHT, AND YOU WILL  
NEVER RECEIVE AN I DON'T KNOW  
ANSWER FROM DAVE, YOU WILL  
ALWAYS FIND OUT THE ANSWER FOR  
YOU AND HIS ANSWERS ARE ALWAYS  
ACCURATE AND CLEAR.  
HE HAS BEEN REACHABLE DURING  
THE CERRITOS COLLEGE  
TRANSITION, DAVE HAS PROVIDED  
EXEMPLARY SERVICE TO CERRITOS  
COLLEGE FOR MANY YEARS.  
DAVE, YOUR DEDICATION,

COMMITMENT AND WILLINGNESS  
TO GO ABOVE AND BEYOND TO MEET  
THE NEEDS OF THE STUDENTS AND  
THE STAFF ARE EXCEPTIONAL, THE  
ADMINISTRATION, STAFF AND  
STUDENTS APPRECIATE YOUR  
PERSONAL ATTRIBUTES AND  
OUTSTANDING EFFORTS.

WE'RE PROUD YOU ARE A CERRITOS  
COLLEGE EMPLOYEE AND WE COMMEND  
YOU FOR YOUR OUTSTANDING  
SERVICE AND DEDICATION.

THANK YOU FOR A JOB WELL DONE.  
[APPLAUSE].

ON BEHALF OF CERRITOS COLLEGE  
AND THE BOARD OF TRUSTEE, WE  
WOULD LIKE TO PRESENT YOU WITH  
THIS PLAQUE, I KNOW IT'S SMALL  
TOKEN, ESPECIALLY AFTER THE  
LAST FEW WEEKS THAT YOU HAVE  
HAD, SO WE ARE TRULY THANKFUL  
TO HAVE YOU HERE AND THE WORK  
THAT YOU HAVE BEEN DOING AND  
CONTINUE TO DO FOR THE

DEPARTMENT AND THE STUDENTS, SO  
THANK YOU VERY MUCH.

[APPLAUSE].

[APPLAUSE].

>> CONGRATULATIONS.

>> OUR NEXT INSTITUTIONAL  
PRESENTATION IS A RECOGNITION  
OF RETIREES AND WE'LL RECOGNIZE  
PHILLIP GOIS, TERRY PRICE AND  
ANNA EDWARDS FOR THEIR YEARS  
OF DEDICATED SERVICE TO  
CERRITOS COLLEGE.

[APPLAUSE].

>> PHILLIP GOIS JOINED CERRITOS  
AS A CUSTODIAN IN 1999, HE WAS  
ASSIGNED TO THE GRAVEYARD SHIFT  
CLEANING VARIOUS AREAS AS  
ASSIGNED, HE ESTABLISHED  
HIMSELF AS A PERSON WHO TOOK  
PRIDE OF HIS JOB AND DETAIL  
THAT WENT INTO THAT WORK, HE  
WAS A FIXTURE FOR MANY  
YEARS IN THE LEARNING RESOURCE  
CENTER WHERE IF YOU GO INTO

THAT AREA TODAY, THEY STILL  
COMMENT ON PHIL AND HOW WELL HE  
MAINTAINED HIS AREA, HIS  
ASSIGNMENT HAS BEEN CAMPUS  
POLICE AND NURSING SKILLS WHERE  
HE MADE EVERY EFFORT TO  
MAINTAIN AS IF IT WERE A REAL  
HOSPITAL TO HELP THE STUDENTS  
IN ACTUAL WORKING SITUATIONS.  
PHIL WAS DEDICATED TO HARD  
WORK, TO MAKE SURE HIS AREA WAS  
READY TO HAND OVER TO THE NEXT  
PERSON ASSIGNED TO ITS CARE,  
PHIL'S HARD WORK, ATTENTION TO  
DETAIL, WORK ETHIC IS SOMETHING  
THAT WE'LL VALUE ALL THE YEARS  
HE'S DEDICATED TO THIS JOB.  
HIS MANAGER WHEN TALKING TO  
EACH OF THE AREAS IN THOSE  
AREAS THAT PHIL WORKED IN  
COMMENTED THAT PHIL WAS ONE OF  
A KIND.  
HIS HARD WORK AND DEDICATION  
WOULD BE MISSED AND DIFFICULT

TO REPLACE.

HIS LAST DAY WHEN PUNCHING THE  
TIME CLOCK, HE WAS GIVEN A  
ROUND OF APPLAUSE FROM THE  
CUSTODIAL STAFF, WE WISH YOU  
GOOD HEALTH, SUCCESS AND MANY  
YEARS AHEAD.

[APPLAUSE].

>> THANK YOU FOR THIS AWARD.

ALSO, I REALLY ENJOYED WORKING  
HERE.

[INAUDIBLE].

>> CAN WE GET A FAMILY PICTURE,  
IF YOU DON'T MIND.

THAT'S GOOD.

[APPLAUSE].

>> MAYBE WE CAN MOVE IT TO THE  
BOARD TABLE HERE?

>> YES, OVER HERE.

>> PHILLIP, CONGRATULATIONS AND  
TO THE FAMILY, THANK YOU FOR  
BEING HERE AND SUPPORTING PHIL.  
I THINK THAT AS YOU MOVE ON TO  
GREENER PASTURES, WE ALL LOOK

FORWARD TO RETIREMENT,  
CONGRATULATIONS, I KNOW THIS  
FAMILY AT CERRITOS WILL MISS  
YOU, SO ENJOY YOUR RETIREMENT,  
WELL DESERVED.

>> THANK YOU.

[APPLAUSE].

>> NEXT UP, LET ME CALL UP  
TERRY PRICE.

[APPLAUSE].

>> TERRY PRICE WAS BORN RIGHT  
HERE LOCAL IN WOOD, CALIFORNIA  
AND SINCE A YOUNGSTER, HE'S  
WORKED SIDE BY SIDE WITH HIS  
FATHER WHO WAS AN ENGINEER AND  
A CONTRACTOR, THIS INFLUENCED  
TERRY TO PURSUE A CAREER IN  
INDUSTRIAL ART, IT ALL STARTED  
IN JR. HIGH IN HIGH SCHOOL THAT  
ENDED UP LEARNING AN AA DEGREE  
FROM EAST LOS ANGELES COLLEGE,  
PLASTIC AND COMPOSITES WERE NEW  
TO THE MANUFACTURING INDUSTRY  
AND IT SPARKED HIS INTEREST, HE

OBTAINED HIS BACHELOR'S DEGREE  
AT CSU LONG BEACH AND  
SPECIALIZED IN POLYMER  
ENGINEERING AND DESIGN, HIS 41  
YEAR CAREER AT CERRITOS COLLEGE  
ENCOMPASSED VARIOUS ACTIVITIES  
ON COLLEGE AS AN ADVISOR TO  
[INAUDIBLE] FRATERNITY AND THE  
PLASTICS CLUB, CURRICULUM  
COMMITTEE MEMBER AND  
ACCREDITATION COMMITTEE TEAM  
MEMBER AND A PROGRAM REVIEW  
MEMBER, OTHER ACTIVITIES HE WAS  
ENGAGED IN SUCH AS PROJECT  
MANAGER, RENT WRITING, ALSO LED  
TERRY TO WORK COLLABORATIVELY  
WITH CSULB, ART CENTER DESIGN  
OF PASADENA, LONG BEACH COLLEGE  
AND A VARIETY OF HIGH SCHOOLS,  
OVER THE YEARS ON CAMPUS, HE  
WAS AWARDED TWO DISTINGUISHED  
FACULTY AWARDS AND WON  
OUTSTANDING FACULTY AWARD BY HIS  
PEERS AND STUDENTS, HE ALSO HAS

RECEIVED A NATIONAL TEACHING  
EXCELLENCE AWARD THROUGH THE  
NATIONAL INSTITUTE FOR STAFF  
AND ORGANIZATIONAL DEVELOPMENT  
FROM THE UNIVERSITY OF TEXAS.  
TERRY HAS RECEIVED NUMEROUS  
TECHNICAL AWARDS DURING HIS  
CAREER AND HAS AUTHORED SEVERAL  
PUBLICATIONS USED IN DEFENSE  
AND ARROW SPACE INDUSTRIES,  
TERRY'S WORK CAN BE SEEN FROM  
THE BOY SCOUTS OF AMERICAN AND  
A MERIT BADGE FROM COMPOSITES  
TO THE NATIONAL LEVEL OF FAA  
KLEIN AS WELL AS THE HAM  
OPERATORS 33 MILLION DOLLAR  
SOLAR PANELS THAT ARE STILL IN  
SPACE TODAY.  
DURING HIS TENURE ON CAMPUS, HE  
HAS TEAMED WITH ARROW SPACE  
COMPANIES TO PROVIDE TRAINING  
TO NAIR COMPOSITE WORKERS.  
IN ADDITION, HE HAS PROVIDED  
TRAINING TO GOVERNMENT AGENCIES

INCLUDING THE DOD, U.S. AIR  
FORCE, U.S. NAVY AND U.S. COAST  
GUARD TO WITH A COMBINED TALLY  
OF OVER 4 MILLION DOLLARS OF  
CONTRACT TRAINING WORK, WORKING  
COLLABORATIVELY FINELY WITH THE  
COMMUNITY EDUCATION, ECONOMIC  
DEVELOPMENT AND CENTERS FOR  
APPLIED COMPETITIVE TECHNOLOGY.  
ONE VERY REWARDING OUT KOHL OF  
HIS TIME HERE IS HIS FORMER  
STUDENTS OF THE PROGRAM THAT  
ARE NOW PART TIME FACULTY  
TEACHING FEWER OF THE 7 CLASSES  
HERE DURING THIS SPRING TERM.  
AS FOR HIS FUTURE LIFE AFTER  
CERRITOS, HE SAYS HE WILL BE  
AVAILABLE TO THE PROGRAM AS  
WELL AS CONSULTING WHILE  
ENJOYING RETIREMENT AND  
TRAVELING WITH HIS WIFE AND  
FAMILY.  
TERRY, UPON YOUR RETIREMENT, WE  
WISH YOU GOOD HEALTH, SUCCESS,

FULFILLMENT FOR MANY YEARS TO  
COME.

THANK YOU, SIR.

[APPLAUSE].

>> SO, LET'S HAVE A BIG PICTURE  
AGAIN.

>> SPEECH.

>> I'LL BE BRIEF, THANK YOU,  
TRUSTEES, FOR ALLOWING US TO  
HAVE A LOT OF FUN.

IT'S BEEN A PRIVILEGE, SO I  
WANT TO THANK YOU ALL FOR  
COMING, ALL MY FRIENDS AND  
FAMILY, PLEASE STAND UP.

[APPLAUSE].

IT'S BEEN A GOOD TIME, THANK  
YOU SO MUCH.

>> I'LL ADD SOMETHING, LAST  
TIME I HAD THE OPPORTUNITY TO  
SIT IN ONE OF HIS LECTURES ON  
PLASTICS AND HIS PASSION FOR  
TEACHING OBVIOUSLY WAS EVIDENT  
AND HIS PASSION FOR THE SUBJECT  
WAS EVEN MORE EVIDENT BUT WHAT

WAS BETTER FROM THE WHOLE  
LECTURE IS WHEN WE GOT TO GO TO  
THE LAB AND THE PRESS MACHINE  
AND WE WERE PRESSING SOME PARTS  
AND PLASTICS AND I WAS LIKE A  
KID IN A CANDY STORE, LET ME  
MAKE SOME FROGS AND LET ME MAKE  
THIS AND MAKE SOME MOLDS, IT  
WAS A GREAT EXPERIENCE, I WILL  
ALWAYS REMEMBER YOU, OUR  
CONVERSATIONS WERE ALWAYS GREAT  
BUT ESPECIALLY THAT MEMORY IS  
VERY VIVID IN MY MIND, WE HAD A  
GOOD TIME THAT DAY, SO THANK  
YOU FOR EVERYTHING YOU HAVE  
DONE AND I HOPE YOU HAVE A  
GREAT RETIREMENT.

>> THANK YOU.

[APPLAUSE].

( TAKING PHOTOGRAPH ).

[APPLAUSE].

>> AT THIS TIME, CAN WE CALL UP  
ANNA EDWARDS.

[APPLAUSE].

ANNA EDWARDS JOINED THE  
CERRITOS COLLEGE FAMILY IN 1988  
WHEN SHE BEGAN WORKING THE  
NIGHT SHIFT AS A FINE ARTS AND  
COMMUNICATIONS AND SHE WAS 20  
YEARS OLD.

FROM HERE, SHE BEGAN HER STEADY  
CLIMB UP THROUGH THE RANKS AS  
AN HOURLY TYPIST CLERK?

1990, A TIME CLASSIFIED  
EMPLOYEE, THE FINE ARTS  
DIVISION SECRETARY IN 96 AND  
THE VICE ADMINISTRATIVE  
ASSISTANT OF ACADEMIC AFFAIRS  
IN 2011, ANNA CULTIVATED MANY  
RELATIONSHIPS ON CAMPUS DUE TO  
HER KIND HEART.

FACULTY, STAFF AND EVEN STUDENT  
WHO IS CROSSED HER PATH DURING  
HER TIME HERE IN VARIOUS  
OFFICES CONTINUED TO STOP BY  
HER DESK JUST TO SAY HELLO AND  
WISH HER WELL.

FOR ALL HER ACHIEVEMENTS IN HER

PROFESSION, ANNA'S GREATEST  
ACCOMPLISHMENTS RESIDE IN HER  
PERSONAL LIFE, SHE'S WIFE TO  
TOM AND A MOTHER OF THREE  
CHILDREN, SHAWN, SELENA AND  
SHIANNE, SHE ENJOYS SPENDING TIME  
WITH THEM VISITING THE  
RESERVATION WHERE HER EXTENDED  
FAMILY LIVES AND JET SETTING TO  
CABOS, SAN LUCAS IN MEXICO  
FOR CHRISTMAS EACH YEAR.  
ALREADY A GREAT RETIREMENT.  
HER DESK WAS DECK RATED WITH  
IMAGES OF THEIR SMILES FACE A  
CONSTANT REMINDER OF THE WEALTH  
AND WARMTH IN HER HOME, THOSE  
WHO WORKED CLOSELY WITH ANNA  
WILL MISS HER DAILY ENTRANCE IN  
THE OFFICE WEARING HER  
SIGNATURE MCDONALDS COFFEE CUP,  
HER UPBEAT ATTITUDE AND  
INFECTIOUS LAUGH WILL BE MISSED  
AND THE ABILITY TO PUT HER  
BOSSES INTO PLACE WITH ONE OR

TWO GUIDING WORDS WILL NOT BE  
EASILY FORGOTTEN.

WE COLLECTIVELY WISH YOU THE  
BEST RETIREMENT HAS TO OFFER  
AND WILL ALWAYS BE GRATEFUL FOR  
THE DAY THAT YOU JOINED ALL  
THOSE YEARS AGO.

THANK YOU.

[APPLAUSE].

>> I JUST WANT TO SAY THANK YOU  
TO THE BOARD OF TRUSTEES AND  
THEN I REALLY JUST TO LET YOU  
KNOW, I DID ENJOY WORKING HERE  
AND I LOOK FORWARD TO MY  
CONTINUED RELATIONSHIP WITH THE  
COLLEGE AS A WHOLE, SO I ALSO  
LOOK FORWARD TO  
SPENDING MORE TIME WITH MY  
FAMILY WHICH IS ALWAYS A GOOD  
THING, AND TONIGHT I HAVE HERE  
SUPPORTING ME MY HUSBAND,  
TOMMY, AND THEN MY NIECE  
SAMANTHA AND HER BOYFRIEND MIKE  
AND MY MOTHER.

[APPLAUSE].

>> ANNA, WE'RE GOING TO REALLY MISS YOUR SMILE AND WHEN [INAUDIBLE] WAS WRITTEN, KEPT SAYING THE SMILE, THAT IS ESSENTIALLY HER TRADEMARK EVERYWHERE, NO MATTER WHAT'S HAPPENING, ANNA ALWAYS HAS A SMILE ON HER FACE, SO THANK YOU FOR DOING THAT, THAT IS VERY VALUABLE ON CAMPUS AND WE REALLY APPRECIATE THAT.

I APPRECIATE EVERYTHING YOU HAVE DONE FOR THE COLLEGE, THANK YOU VERY MUCH.

[APPLAUSE].

( TAKING PHOTOGRAPH ).

>> THIS IS JUST A SMALL EXAMPLE OF PEOPLE WHO MAKE OUR COLLEGE RUN AND PEOPLE WHO MAKE A DIFFERENCE IN THE LIVES OF THE STUDENTS THAT COME HERE FOR MANY, MANY YEARS, YOU KNOW, IT'S THESE PEOPLE THAT WORK

WITH THE STUDENTS ON A PERSONAL  
BASIS THAT TRULY IMPACT THEIR  
LIVES FOR MANY DECADES TO COME  
AND WE WANT TO THANK THEM AND  
THANK EVERYONE WHO CURRENTLY  
AND HAS BEEN WORKING AT  
CERRITOS FOR EVERY EXTRA EFFORT  
THEY MAKE ABOVE AND BEYOND THE  
DUTIES THAT WE HAVE CONTRACTED  
YOU FOR, SO THANK YOU FOR THAT.

ITEM NUMBER 10 IS AN  
INSTITUTIONAL PRESENTATION ON A  
FEASIBILITY STUDY REPORT IN  
WHICH WE'LL RECEIVE A  
PRESENTATION ON THE RESULTS OF  
THE FEASIBILITY STUDY CONDUCTED  
DURING THE MONTHS OF OCTOBER  
AND NOVEMBER, 2016, MARVIN R.  
LEROY, CEO FOR THE INSTITUTE  
FOR PHILANTHROPIC EXCELLENCE  
AND CLARA POTES-FELLOW, BEACH  
COACH SOUTHWEST REGION WILL  
GIVE THE PRESENTATION.

>> THANK YOU FOR COMING THIS

EVENING AND AS PRESIDENT LEWIS  
MENTIONED, THIS IS A  
PRESENTATION OF THE  
FEASIBILITY STUDY THAT WE HAVE  
CONDUCTED, WE HAVE BEEN  
SPEAKING ABOUT THE FEASIBILITY  
STUDY FOR A FEW MONTHS NOW AND  
NOW WE HAVE A FEW RESULTS.

SO, LIKE I SAID, I'LL THE LET  
YOU TAKE IT FROM HERE.

>> THANK YOU VERY MUCH.

IT IS A PLEASURE TO BE HERE  
PRESENTING THE RESULTS OF THIS  
STUDY.

I WOULD ALSO LIKE TO INTRODUCE  
MY PARTNER, MARVIN LEROY, HE IS  
THE CEO FOR THE INSTITUTE OF  
PHILANTHROPIC EXCELLENCE,  
THE ORGANIZATION WHO IS  
RESPONSIBLE FOR CONDUCTING THIS  
STUDY, AND THE STUDY WAS  
CONDUCTED TO PROVIDE OBJECTIVE  
FEEDBACK FROM KEY CERRITOS  
COLLEGE SUPPORTERS AND

COMMUNITY LEADERS ABOUT THE  
COLLEGE AND THE MEASURE FUNDING  
CAMPAIGN THAT THE COLLEGE IS  
CONSIDERING.

THIS TYPE OF ASSESSMENT OF THE  
ACTIVITIES TAKING PLACE AT  
CERRITOS COLLEGE AND THE  
READINESS TO ENTER INTO A  
CAMPAIGN.

MORE SPECIFICALLY, THE STUDY  
EVALUATED THE COMMUNITY'S  
ATTITUDE WITH RESPECT TO THE  
COLLEGE, THE PERCEPTIONS OF THE  
IMPORTANCE OF THE TARGETED  
INITIATIVES FOR WHICH THE  
COLLEGE WISHES TO RAISE MONEY,  
THE TIMING AND DURATION OF THE  
CAMPAIGN AND THE PROPOSED  
MONETARY GOAL, AND THE POSSIBLE

23:29:47

LEADERSHIP FOR THE CAMPAIGN,  
DONOR PROSPECTS AND THE  
PARTICIPANTS ALSO PROVIDED AN  
ASSESSMENT OF WHAT THE COLLEGE

NEEDS TO DO TO SUCCEED IN THE  
CAMPAIGN, SO PARTICIPANTS  
REPRESENTED A GOOD CROSS  
SECTION OF THE COMMUNITY,  
PARTICULARLY THE COMMUNITY THAT  
SUPPORTS THE COLLEGE  
FINANCIALLY, AND THAT INCLUDED  
INDIVIDUALS IN CORPORATE LAW,  
BANKING, ACCOUNTING, INSURANCE,  
ADVERTISING, THE AUTO DEALERS,  
HEALTH, UTILITIES, REAL ESTATE,  
SMALL BUSINESS OWNERS,  
RESTAURANT OWNERS, FOOD AND  
BEVERAGE INDUSTRY, MUSIC  
INDUSTRY, NON-PROFITS AND A  
COMMUNITY FOUNDATION, THE  
CERRITOS COLLEGE FOUNDATION  
BOARD, SCHOLARSHIP DONORS,  
REGISTERED SCHOLARSHIP  
TRUSTEES, FORMER MEMBERS OF THE  
CITY COUNCIL IN THE REGION.  
THERE WERE 36 FACE TO FACE  
INTERVIEWS WITH INDIVIDUALS AND  
EACH INTERVIEW LASTED ABOUT ONE

HOUR, ONE HOUR AND A HALF, AND ALSO THERE WAS TWO FORUMS TO COLLECT RESPONSES FROM 13 MEMBERS OF THE FOUNDATION BOARD. THE PARTICIPANTS WERE TOLD THAT THE RESPONSES ARE HELD IN CONFIDENCE AND THEIR COMMENTS WILL NOT BE ATTRIBUTED, BUT IF YOU WOULD LIKE TO SEE WHO WAS INTERVIEWED, A COMPLETE LIST OF THE PARTICIPANTS IS IN THE LAST PAGE OF THE WRITTEN REPORT, THE YOUNG DOCUMENT.

I WOULD LIKE TO TALK ABOUT THE OBSERVATIONS THAT IN GENERAL WE GATHER AS A RESULT OF THIS STUDY AND THE MOST COMMON THEMES WAS THE STRONG COMMITMENT TO EXCELLENCE THAT PEOPLE PERCEIVE ABOUT THE COLLEGE ESPECIALLY IN THE CLASSROOM, AND THE INTEREST BY THE SCHOOL -- THE COLLEGE AND THE FACULTY TO PROVIDE STUDENT

CENTER EDUCATION.

THE COLLEGE HOLDS AN IMPORTANT PLACE IN THE COMMUNITY AND THERE IS GREAT PRIDE ABOUT THE DIVERSITY IN THE STUDENT BODY AND ALSO IN THE COLLEGE LEADERSHIP.

THE LEADERS OF THE COLLEGE ARE HIGHLY REGARDED AND ESPECIALLY THE ADMINISTRATION AND THE FACULTY AND THERE IS A GROWING SENSE THAT THERE IS AN EXPANDED DIRECTION THAT IS WELCOMED BY THOSE WHO CARE DEEPLY ABOUT THE INSTITUTION.

THE FOUNDATION IS HIGHLY REGARDED AS AN IMPORTANT COMPONENT OF THE OVERALL COLLEGE SUCCESS AND THE EXECUTIVE DIRECTOR OF THE FOUNDATION AND THE STAFF ARE ALSO REGARDED AS HIGHLY EXCEPTIONAL PROFESSIONALS. MARKETING WITHIN THE CAMPUS

COMMUNITY IS CONSIDERED  
ADEQUATE BY THE RESPONDENTS,  
HOWEVER, THEY FEEL THAT IT  
NEEDS TO GREATLY EXPAND TO THE  
OUTSIDE COMMUNITY IF THE  
COLLEGE DESIRES TO GET INTO A  
MAJOR GIFTS CAMPAIGN.

THE INITIATIVES THAT WERE

23:33:19

TESTED HAD RESONANCE WITH THE  
COMMUNITY AND THOSE INTERVIEWED  
BELIEVE THE TARGETED  
INITIATIVES WILL BOTH  
STRENGTHEN THE COLLEGE  
INTERNALLY AND ALSO WILL  
RESPOND TO CORPORATE AND  
COMMUNITY NEEDS.

WE -- AS WE LOOK AT THE  
POSSIBILITY OF LAUNCHING THIS  
FUNDRAISING CAMPAIGN, ONLY WITH  
FEW EXCEPTIONS, WE COULD SAY  
THAT THOSE INTERVIEWED SAY THE  
COLLEGE IS IN EVERY WAY WORTHY  
OF SUPPORT AND THERE IS

INTEREST IN HELPING THE COLLEGE  
WORK ON THIS CAMPAIGN.

WE DID ALSO AN ENVIRONMENTAL  
SCAN AS PART OF THIS PROJECT  
AND SO THAT ALLOWED US TO GET  
AN IDEA OF STRENGTHS AND  
WEAKNESSES, CHALLENGES AND  
OPPORTUNITIES THAT THE  
COMMUNITY SEES ABOUT THE  
COLLEGE IN RELATION TO DOING A  
CAMPAIGN, AND THE INTERVIEW IS  
PROVIDED AN EXTRAORDINARY RANGE  
OF POSITIVE PERCEPTIONS ABOUT  
THE QUALITY OF THE PERMITS, THE  
VIBRANCE, THE APPEARANCE OF THE  
FACILITIES AND THE DEMOGRAPHIC  
GROUPS THAT ARE SERVED BY THE  
COLLEGE.

THE COMMENTS INCLUDED  
STATEMENTS LIKE THERE IS  
EXCELLENT SERVICE TO THE  
STUDENTS, THERE IS EXCELLENT  
TEACHING, GREAT ACADEMIC  
SUPPORT AND TUTORING,

CLASSES AND TEACHERS ARE AS  
GOOD AS THOSE IN FOUR YEAR  
INSTITUTIONS.

THE PEOPLE SEEM TO BE VERY  
IMPRESSED WITH THE ACCEPTANCE  
RATE AT THE UCC SYSTEM SCHOOLS  
AND THEY ALSO BELIEVE THAT A  
VOCATIONAL EDUCATION AT  
CERRITOS PROVIDES STUDENTS WITH  
JOB SKILLS THAT ARE IMMEDIATELY  
MARKETABLE IN THE WORKPLACE.

THE AUTO TECHNOLOGY PROGRAM IS  
A MAJOR STRENGTH FOR THIS  
COLLEGE AND SO IS THE CULINARY  
PROGRAM.

THEY BELIEVE THAT THEIR LEADERS  
ARE OUTSTANDING, THE NURSING  
PROGRAM ALSO HAS BEEN VERY  
STRONG AND ALSO THERE WERE  
MENTIONS ABOUT THE STRENGTH OF  
THE COLLEGE IN THE AREA OF  
SPORTS, AND OF COURSE THEY  
RECENTLY BUILT A PERFORMING  
ARTS CENTER IS CONSIDERED BY

ALL OF THEM AS BEING IMPRESSIVE.  
THE COLLEGE ALSO IS ADVANTAGED  
ACCORDING TO THESE RESPONDENTS BY THE  
DEMOGRAPHICS OF THE INSTITUTION  
AND THEY FEEL THAT IT IS  
TERRIFIC THAT THERE ARE  
STUDENTS THAT REPRESENT MORE  
THAN 30 DIFFERENT COUNTRIES AND  
ALL KIND OF ETHNIC AND RACIAL  
GROUPS AND THAT ACCORDING TO THEM,  
MULTIPLE LANGUAGES, THEY  
MENTION LIKE 80 LANGUAGES ARE  
SPOKEN AT THE COLLEGE, IT  
SEEMED LIKE A HIGH NUMBER TO  
ME, BUT I THINK THAT'S WHAT  
SOME OF THEM BELIEVE AND THERE  
WAS ANOTHER COMMENT THAT I  
THOUGHT WAS VERY INTERESTING,  
PEOPLE SAY THAT RACISM IN ITS  
MANY FORMS IS SELDOM SEEN AT  
CERRITOS COLLEGE.  
AMONG THE WEAKNESSES RESPONSE  
INDICATED THAT IF THE COLLEGE  
INTENDS TO LAUNCH A FUNDRAISING

CAMPAIGN, IT NEEDS TO INTENSIFY  
PUBLIC INFORMATION AND  
RELATIONSHIPS WITH THE  
[INAUDIBLE] AND THE COMMUNITY  
AT ALL LEVELS.

THE EXTERNAL OPPORTUNITIES  
INCLUDED THE GEOGRAPHIC  
LOCATION OF THE CAMPUS WHICH IS  
IDENTIFIED AS A STRENGTH  
PRESENTING A UNIQUE OPPORTUNITY  
TO EXPAND RELATIONSHIPS WITH  
POTENTIAL DONORS WHO RESIDE IN  
THE WEALTHY AREAS OF THE CITY  
OF CERRITOS.

SOME OF THE COMMENTS INCLUDED,  
STATEMENTS LIKE CERRITOS IS A  
VIBRANT CITY WITH RISING HOME  
VALUES AND RESIDENTS WHO HAVE  
PHILANTHROPIC GIVING POTENTIAL.

THE PARTICIPANTS ALSO SPOKE  
ABOUT THE MANY OPPORTUNITIES  
FOR CONNECTING STUDENTS TO  
LOCAL COMMUNITIES AND THEY  
RECOMMENDED THAT THE COLLEGE

SERIOUSLY INCREASED ITS  
RELATIONSHIP WITH LOCAL  
EMPLOYERS TO IDENTIFY JOB  
OPPORTUNITIES.

THEY FEEL THAT AS MEMBERS OF  
THE BUSINESS COMMUNITY, THERE  
IS MUCH OPPORTUNITY IN THEIR  
COMPANIES FOR THESE STUDENTS  
AND THAT A CONNECTION IS TO BE  
ESTABLISHED SO THEY CAN HAVE  
ACCESS TO THESE JOBS AND THE  
INDUSTRY CAN HAVE ACCESS TO THE  
STUDENTS THAT GRADUATE FROM  
CERRITOS COLLEGE.

OPPORTUNITIES ALSO WERE  
IDENTIFIED IN THE AREA OF  
COMMUNICATIONS AND MARKETING  
AND PARTICIPANTS BELIEVE THAT  
THE POSITIVE PERCEPTION THAT  
THEY HAVE ABOUT THE COLLEGE  
NEEDS TO BE MORE WIDESPREAD IN  
THE COMMUNITY.

PEOPLE SAY THAT CERRITOS  
COLLEGE IS VERY GOOD BUT IT

NEEDS TO CREATE A PERCEPTION  
THAT MEETS REALITY IN THE  
COMMUNITY.  
ANOTHER AREA OF UNTAPPED  
OPPORTUNITIES IS IN THE COLLEGE  
RELATIONSHIP WITH THE  
[INAUDIBLE] PARTICIPANTS  
BELIEVE IT SHOULD BE  
INSTITUTIONALIZED AND THAT  
HAVING A PERMANENT RELATIONSHIP  
WITH THE ALUMNI WILL BRING  
GREAT BENEFITS TO THE  
INSTITUTION AND THE  
PHILANTHROPY TO THE COLLEGE.  
AMONG THE CHALLENGES, PEOPLE  
SAY, AGAIN, CERRITOS BEING  
PERCEIVED AS A NOT LOW-INCOME  
AREA WILL BE A NEGATIVE FOR  
FUNDRAISING WITH INSTITUTIONS  
AND FOUNDATIONS AND SO THEY  
RECOMMENDED THAT THE COLLEGE  
TALKS MORE ABOUT THE DIFFERENT  
DEMOGRAPHICS IT SERVES SO  
THAT FUNDING INSTITUTIONS

ESPECIALLY THOSE IN THE  
FOUNDATION ARE RECOGNIZED THAT  
IT SERVES A COMMUNITY OF NEED.  
IN EVALUATING THE SENTIMENTS  
TOWARDS THE COLLEGE, FIVE  
SIGNIFICANT AREAS WERE  
CONSIDERED, WAS PERCEPTIONS  
ABOUT THE COLLEGE, THE  
PRESIDENT OF THE COLLEGE, THE  
FACULTY AND ITS ACADEMIC  
LEADERS, THE BOARD OF TRUSTEES  
AND THE FOUNDATION BOARD.  
THESE PERCEPTIONS ARE IMPORTANT  
BECAUSE TRUST IS A CONDITION  
FOR PHILANTHROPIC GIVING AND  
PEOPLE WHO MAKE PHILANTHROPIC  
GIFTS NEED TO FEEL CONNECTED TO  
THE ORGANIZATION AND ALTHOUGH  
THE DECISION TO GIVE IS USUALLY  
AN EMOTIONAL AND PERSONAL ONE,  
DONORS WANT TO KNOW THAT THERE  
IS SOLID MANAGEMENT,  
EFFICIENCY, ETHICAL USE OF  
RESOURCES AND OF COURSE RESULTS.

SO, TO THAT END, 94% OF THE  
RESPONDENTS HELD POSITIVE VIEWS  
OF THE COLLEGE, ALTHOUGH THEY  
DIDN'T DEMONSTRATE A VAST  
KNOWLEDGE ABOUT THE COLLEGE OR  
THE PROGRAMS THAT THE COLLEGE  
OFFERS, THEY BELIEVE THAT THE  
COLLEGE FILLS A VERY IMPORTANT  
ACADEMIC NICHE FOR THOSE WHO  
WANT TO TRANSFER TO A FOUR YEAR  
INSTITUTION OR FOR THOSE WHO  
WANT TO START HERE IN THE  
VOCATIONAL AREA TO GET A JOB  
AFTER A FEW YEARS OR AFTER  
RECEIVING SOME TRAINING.  
ALTHOUGH ONE-THIRD OF THE  
PARTICIPANTS DO NOT HAVE AN  
OPINION ABOUT THE PRESIDENT OF  
THE COLLEGE OR THE  
ADMINISTRATION, AMONG THOSE WHO  
HAD AN OPINION, 58% HAD POSITIVE  
VIEWS OF THE PRESIDENT.  
THOSE WHO SAID THAT THEY HAVE A  
POSITIVE OPINION OF THE

ADMINISTRATION INDICATED THAT THEY HAVE HAD THE OPPORTUNITY TO MEET PRESIDENT FIERRO, THOSE WHO HAVE A NEUTRAL OR MIXED OPINION OF THE ADMINISTRATION SAID THAT THEY HAVE A DISTANT CONNECTION WITH THE PRESIDENT, WHICH EMPHASIZES THE IMPORTANCE OF RELATIONSHIPS, THE CLOSER WE ARE TO PEOPLE, THE MORE THEY ARE LIKELY TO THINK THAT WE ARE DOING THE RIGHT THING AND HAVE THE QUALIFICATIONS TO DO A TREMENDOUS JOB, LIKE IT'S HAPPENING HERE.

HALF OF THE INTERVIEWERS HAVE NO OPINION ABOUT THE FACULTY BUT AMONG THOSE WHO HAVE AN OPINION, 83% HELD POSITIVE VIEWS OF THE FACULTY, IN PARTICULAR, THERE WAS PRAISE FOR THE AUTOMOTIVE CENTER TECHNOLOGY FACULTY AND FOR THE CRIMINAL PROGRAM FACULTY.

HALF OF THE INTERVIEWERS HAD NO  
OPINION ABOUT THE TRUSTEES,  
HOWEVER, THOSE THAT HAD AN  
OPINION, 78% HAD A POSITIVE OR  
A MIXED VIEW OF THE TRUSTEES,  
AND THOSE WHO HAD THIS OPINION,  
THEY PRAISED THE DIVERSITY OF  
THE BOARD AND THEY SAID  
ALTHOUGH THEY DIDN'T KNOW THEM  
VERY WELL, OBVIOUSLY THE BOARD  
IS DOING SOMETHING RIGHT AND  
SOME OF THEM SAID THAT THEY  
ACKNOWLEDGED THAT SOME MEMBERS  
ARE MOTIVATED BY POLITICAL  
INTERESTS BUT OTHERS ARE VERY  
SINCERE IN THEIR INTEREST IN  
HELPING THE COLLEGE.  
ALTHOUGH ONE-THIRD OF THE  
RESPONDENTS HAD NO OPINION  
REGARDING THE FOUNDATION BOARD  
AND 92% OF THOSE WHO HAVE AN  
OPINION HAVE A VERY HIGH  
OPINION OF THE FOUNDATION BOARD  
OF DIRECTORS AND THE EXECUTIVE

DIRECTOR OF THE FOUNDATION.

MANY OF THE INTERVIEWERS  
EXPRESSED GREAT PRIDE IN THE  
GOLF TOURNAMENT AND THE FUNDS IT  
COLLECTS FOR STUDENT  
SCHOLARSHIPS, IN FACT, THE GOLF  
TOURNAMENT IS THE MAIN POINT  
OF CONNECTION WITH THE COLLEGE  
FOR MANY PEOPLE IN THE BUSINESS  
COMMUNITY.

MANY INDICATED THAT THE  
FOUNDATION STILL NEEDS TO  
INCREASE CONSIDERATION OF  
EXPANDED GIFTS AND PLANNED  
GIVING OPPORTUNITIES.

NOW I'M GOING TO MOVE INTO  
EVALUATION OF THE PROPOSED  
INITIATIVES.

THE TATTERED INITIATIVES THAT  
WERE TESTED WERE SELECTED BY  
THE FACULTY AND THE  
ADMINISTRATORS BASED ON AN  
ASSESSMENT OF THE PROGRAMS FOR  
GROWTH WITHIN THE CONFINE THE

CURRENT STRATEGIC PLAN THAT WAS APPROVED BY THE BOARD OF TRUSTEES SO THESE BOARD INITIATIVES WERE PROPOSED IN THEMATIC GROUPS AND THERE ARE THREE MAJOR TILTS, STUDENT SUCCESS, INNOVATION AND CAREER TRAINING.

100% OF THE RESPONDENTS HELD POSITIVE VIEWS OF THE COLLEGE DECISION TO EXPAND PROGRAMMING TO ADVANCE STUDENT SUCCESS AND TO SEEK AN INVESTMENT OF 10 MILLION DOLLARS IN THAT AREA.

THE INITIATIVES WITHIN THE STUDENT SUCCESS INCLUDED THE SCHOLARSHIP ENDOWMENT, REDUCED COSTS OF TEXTBOOKS, INCREASED MENTORING/TUTORING AND PARENT ENGAGEMENT.

IN REGARDS TO INNOVATION, 89% HELD POSITIVE VIEWS OF THE DECISION TO EXPAND COMMITMENT TO INNOVATION AND TO DO AN

INVESTMENT OF 2.5 MILLION  
DOLLARS.

THE TATTERED INITIATIVES IN  
THIS AREA WERE AT THE CORPORATE  
COLLEGE AND ADVANCEMENT OF THE  
ARTS PROGRAMS AS A PROFESSION  
AND AS AN ECONOMIC ENGINE.

AND FINALLY REGARDING CAREER  
TRAINING, 97% HELD POSITIVE  
VIEWS ABOUT THE COLLEGE TO  
FURTHER GROW THIS AREA AND  
SEEK AN INVESTMENT OF 2 MILLION  
DOLLARS.

THE TARGETED INITIATIVES IN  
THIS CAREER AREA WERE NURSING,  
DISCIPLINES, STEM, LIBERAL ARTS  
WITHIN THE CONTEXT OF  
INNOVATIVE SOLUTIONS FOR  
BUSINESS.

THE STUDY ALSO EVALUATED THE  
COMPONENTS OF A -- OF THE  
CAMPAIGN AND THESE COMPONENTS  
WERE THE TIMING OF THE  
CAMPAIGN, THE DURATION AND THE

DOLLAR AMOUNT THAT SHOULD BE  
PURSUED, AND 83% OF THE  
RESPONDENTS HELD POSITIVE VIEWS  
ABOUT ENTERING A CAMPAIGN THIS  
23:46:20  
YEAR.

THEY BELIEVE THAT THE ECONOMY  
IS ROBUST.

THE RETAIL SECTOR IS DOING VERY  
WELL AND THERE IS OPTIMISM FOR  
THE ECONOMY.

AND ULTIMATELY, THEY SAY THAT  
ANY CONTRIBUTION WILL PLACE THE  
COLLEGE AHEAD OF WHAT IT IS NOW.

ALTHOUGH MANY SUPPORT ENTERING  
INTO THE CAMPAIGN THIS YEAR,

MOSTLY EVERYONE SAID TO

SUCCEED, IT NEEDS TO BE

PACKAGED CORRECTLY AND WE NEED

TO BE MORE AGGRESSIVE WITH OUR

COMMUNICATIONS WITH THE PUBLIC.

RESPONDENTS WERE IDENTIFIED

THAT THE PROPOSED CALENDAR FOR

THE CAMPAIGN WILL BE 2-3 YEAR,

MANY RESPONDENTS SAID THE CALENDAR IS TOO AGGRESSIVE AND SHOULD BE EXPANDED TO A PERIOD OF 5-7 YEARS, HOWEVER, A GOOD MANY SAID THAT 2-3 YEAR IS GOOD AND THAT A MORE EXTENDED PERIOD WILL MAKE PEOPLE LOSE FOCUS AND MOMENTUM, SO IN GENERAL, 72% HELD POSITIVE VIEWS OF THE PLAN TO CONDUCT A CAMPAIGN THAT ULTIMATELY WILL LAST ABOUT 30 MONTHS.

RESPONDENTS WERE INFORMED THAT THE COLLEGE IS CONSIDERING A CAMPAIGN TO RAISE 14.5 MILLION DOLLARS.

THOSE WHO THINK THAT THIS GOAL IS ON THE MARK AND DOABLE SAID THAT IF THERE IS A GOOD PLAN OF ACTION AND GREAT EXECUTION, THE CAMPAIGN WILL SUCCEED.

SOME WERE CONCERNED ABOUT RAISING THIS DOLLAR AMOUNT BECAUSE THERE IS NO HISTORY OF

FUNDRAISING AND THERE IS NO  
CONNECTION WITH THE ALUMNI BASE  
AND THERE IS LIMITED  
FUNDRAISING STAFF.

IN GENERAL, 67% HELD POSITIVE  
VIEWS OF THE DESIRE TO PURSUE A  
CAMPAIGN GOAL AT THAT LEVEL.

THE CAMPAIGN -- I MEAN, THE STUDY  
ALSO ESTABLISHED THAT 53% OF  
23:48:23

PARTICIPANTS WILL VOLUNTEER FOR  
A MAKE A GIFT CAMPAIGN.

83% OF THE INTERVIEWERS WILL  
MAKE A GIFT.

36% OF THEM WILL CONSIDER A  
PLANNED GIVING OPTION FOR THE  
COLLEGE, AND 86 NAMES OF MAJOR  
GIFT PROSPECTS WERE IDENTIFIED  
AND 29 NAME OF PERSONS TO PLAY  
LEADER ROLES WERE IDENTIFIED,  
SO THIS IS BASICALLY THE DATA  
SO, IN GENERAL, WHAT DOES IT  
MEAN?

SO, BECAUSE THE COLLEGE HAS NO

HISTORY OF MAJOR GIFT  
CAMPAIGNS, MANY FELT THAT THE  
FIRST CAMPAIGN WILL BE  
CHALLENGING, HOWEVER, A VERY  
POSITIVE ASPECT IS THAT WE ARE  
NOT IN NEED OF REPAIRING ANY  
NEGATIVE ATTITUDES ABOUT THE  
COLLEGE BUT WE JUST NEED TO  
INCREASE THE LEVEL OF TRUST  
AMONG THE COMMUNITY.

SOMETHING THAT MANY IN THE  
PANEL BELIEVE THAT IS OCCURRING  
ALREADY.

THE STUDY DID NOT FIND ANY  
BARRIERS OR REASONS WHY  
POTENTIAL DONORS WILL CHOOSE  
NOT TO GIVE, HOWEVER, POTENTIAL  
DONORS FELT THAT A CLOSER  
CONNECTION TO THE COLLEGE IS  
ESSENTIAL TO EARN THEIR SUPPORT.  
PEOPLE FEEL THAT THIS IS A GOOD  
TIME TO DO THE CAMPAIGN AND THE  
BUSINESS LEADERS WERE VERY  
QUICK TO SAY THAT THEY ARE

WILLING TO GIVE TO PROJECTS  
THAT FIT INTO THEIR BUSINESS  
MODEL AND THAT THEY NEED TO  
PERCEIVE A BENEFIT TO THEIR OWN  
BOTTOM LINE.

THE TARGETED INITIATIVES ARE  
CONSIDERED IMPORTANT AND THE  
COLLEGE SHOULD FOCUS ON ITS

23:50:16

STRENGTHS, ORGANIZED MARKETING  
AND COMMUNICATIONS, OUTREACH TO  
THE COMMUNITY WOULD BE  
ESSENTIAL.

THE PRESIDENT OF THE COLLEGE,  
THE TRUSTEES AND KEY LEADERS  
CAN PLAY AN IMPORTANT ROLE IN  
THIS OUTREACH CAMPAIGN TO THE  
COMMUNITY, BUT EVERY PERSON IN  
THE INSTITUTION CAN AND MUST BE  
AN AMBASSADOR TO BE TRUSTED IN  
THE COMMUNITY, SO THIS IS  
BASICALLY THE ESSENTIAL RESULTS  
AND NOW I WOULD LIKE TO  
INTRODUCE MY PARTNER, MARVIN

LEROY WHO WILL BE TALKING ABOUT  
THE RECOMMENDATIONS THAT WE ARE  
MAKING TO THE COLLEGE AND THE  
FOUNDATION.

>> THANK YOU, I JUST WANT THE  
TAKE A SECOND TO JUST SPEND  
A LITTLE BIT ABOUT THE INSTITUTE,  
WE'RE A NATIONAL CONSULTING  
GROUP THAT DOES NON-PROFITS, WE  
DO A LOT OF COLLEGE, MY  
BACKGROUND OVER THE LAST DECADE  
IS ONE THAT WAS FOCUSED ON  
MOSTLY COMMUNITY AND TECHNICAL  
COLLEGE, I'VE DONE DOZENS OF  
THESE STUDIES AROUND THE  
COUNTRY AND IT WAS A JOY TO BE  
PART OF THIS ONE AND WE  
APPRECIATE DR. FIERRO AND THE  
BOARD'S CONFIDENCE AND BEING  
ABLE TO COME AND DO THIS,  
YOU HAVE A UNIQUE SITUATION  
HERE AND I KNOW SOME OF YOU OR  
MOST OF YOU KNOW CLARA, THE  
INSTITUTE HAS UP TO 26 COACHERS

AROUND THE COUNTRY IN 16 STATES  
AND WE PRIDE OURSELVES ON BEING  
NATIONAL IN OUR UNDERSTANDING  
AND WHAT WE BRING TO THESE  
STUDIES AND THE CAMPAIGNS BUT  
WE TAKE GREAT PRIDE IN BEING  
LOCAL AND APPRECIATING CULTURE  
AND WANTING TO BE A PART OF THE  
COMMUNITIES WE'RE IN AND WE  
DON'T GET ANYMORE LOCAL THAN  
THIS ONE, CLARA LIVERS UP THE  
ROAD, SHE DID MOST OF THE  
INTERVIEWS OVER REALLY A  
MONTH'S TIME AND USUALLY WE  
SEND IN TWO PEOPLE TO DO  
INTERVIEWS IN TWO WEEKS SO WE  
CAPTURE PEOPLE IF THEY'RE AWAY  
ON VACATION, WE GET THEM THE  
SECOND WEEK, I HAD AN  
OPPORTUNITY TO DO A FEW TO  
CLEAN UP SOME OF THOSE AT THE  
END, I DID THE TWO FORUMS OF  
THE BOARD OF DIRECTORS AND THE  
FOUNDATION AND THIS IS ONE OF

THE BETTER STUDIES WE'VE DONE,  
THIS REPORT IS TRULY  
COMPREHENSIVE AND ATTRIBUTED TO  
CLARA'S PARTICIPATION AND HER  
KNOWLEDGE OF THIS AREA AND HER  
LEVEL OF AFFECTION TO THIS  
AREA, I WANTED TO POINT THAT  
OUT BECAUSE YOU DON'T ALWAYS  
GET THIS LEVEL OF ATTENTION AND  
I CAN TELL YOU RIGHT NOW, AS  
YOU MOVE FORWARD AND AS YOU AND  
YOUR FOUNDATION WILL CONSIDER  
THIS CAMPAIGN, SHOULD YOU MOVE  
FORWARD AND WE'LL GET TO THE  
RECOMMENDATIONS IN JUST A  
SECOND, CLARA WILL TAKE THIS  
CAMPAIGN FORWARD AS THE LEAD  
CONSULTANT WITH THE COLLEGE.  
I CERTAINLY WILL BE THERE WITH  
HER AND HELP IN EVERY RESPECT  
POSSIBLE.  
WE EXPECT TO HAVE AT LEAST TWO  
AND AS MANY AS FOUR CAMPAIGNS  
GOING ON AROUND SOUTHERN

CALIFORNIA, SO BETWEEN THE TWO  
OF US AND ONE OTHER COACH WHO'S  
GOING TO JOIN US TOMORROW WHEN  
WE'RE WITH THE DIRECTORS OF THE  
FOUNDATION, WE'RE GOING TO BE  
DOING A NUMBER OF STUDIES AND  
CAMPAIGNS, SO WE'LL  
ENGAGE COLLECTIVELY AND THERE'S  
SOME VALUE IN THAT AS WELL, SO  
LET'S JUST GET TO IT VERY  
QUICKLY, I KNOW WE'RE GOING ON  
A LITTLE BIT, THE  
RECOMMENDATIONS WE'LL MAKE  
BASED ON THE FINDINGS YOU'VE  
BEEN INFORMED ON, NUMBER ONE,  
THERE'S A CAMPAIGN TO BE HAD  
HERE, THE NUMBERS ARE OVERWHELMING  
AND WE LOOKED AT NUMBERS  
FOR 65 TO 70 PERCENT RANGE AS A  
GENERAL RULE TO BE ABLE TO SAY  
TO PEOPLE, YOU HAVE A GOOD  
CONSENSUS IN THE COMMUNITY AND  
SUPPORT.  
MOST ALL THOSE NUMBERS THAT

WERE CITED FALL INTO THAT RANGE, SOME WERE BEYOND THAT. I WILL TELL YOU THE NUMBER THAT STUCK FOR ME FROM THE STUDY WAS THE NUMBER OF PLANNED GIFT OPTIONS THAT WERE CITED BY PEOPLE AND TO GET A NUMBER IN THAT 36% OF PEOPLE INTERVIEWED IS EXTRAORDINARY, IT'S USUALLY BARELY HALF OF THAT. YOU HAVE I THINK AS MANY AS FIVE PEOPLE WHO WERE INTERVIEWED THAT HAVE PUT THAT IN, SO THAT'S PRETTY EXCITING, AND FOR EVERY ONE THAT YOU KNOW, THERE'S TEN THAT YOU DON'T KNOW, THOSE ARE NICE STATISTICS, SO THERE'S A CAMPAIGN, WE RECOMMEND THAT YOU DEFINITELY CONSIDER MOVING FORWARD IN THAT REGARD, CONSIDER ALL OF THE TESTED INITIATIVES THAT YOU WILL FIND IN THE DOCUMENT, THERE IS A

NUMBER ATTACHED TO ALL OF THE INITIATIVES, THIS ONE WAS A CHALLENGE BECAUSE WE TOOK FORWARD 9, 11, YOU CAN TELL I'M A FUNDRAISER, I CAN'T COUNT, 11 DIFFERENT INITIATIVES WHICH IS WHY WE PUT THEM IN THREE THEMATIC GROUPS, BUT WE DID ASK THEM TO RATE THEM WITHIN THE GROUPING, SO YOU'LL SEE THOSE THINGS AND AS I GET DOWN TO THE FOURTH BULLET ITEM, YOU'LL SEE WHY YOU WANT TO HAVE THAT INFORMATION.

WE DO THINK THE 24-30 MONTH DURATION IS APPROPRIATE.

WHILE SOME PEOPLE SAID THAT YOU REALLY COULD CONSIDER 20 MILLION IF YOU WOULD DO A 5-7 YEAR CAMPAIGN, THAT'S THE DOMAIN FOR THE FOUR YEAR INSTITUTIONS.

THEY HAVE STRONGER ALUMNI NETWORKS, A DIFFERENT AFFINITY

AND AFFILIATION GROUPS AND  
LEVELS, TO SUSTAIN A 5-7, AND  
SOME OF THOSE CAMPAIGNS NOW,  
HAS ANYBODY FOLLOWED USC AND  
UCLA AND PICK YOUR FAVORITE  
UNIVERSITY IN SOUTHERN  
CALIFORNIA, THEY'RE DOING  
BILLION DOLLAR CAMPAIGN,  
THEY'RE TAKING 9-10 YEARS TO  
FINISH, YOU DON'T WANT TO BE  
THAT, THIS IS NOT A CAMPAIGN  
THAT'S GOING TO REQUIRE THAT,  
IF YOU LOOK AT THEN THE NEXT  
BULLET IS WE RECOMMEND THAT YOU  
LOOK AT 10-12 MILLION AS A  
WORKING GOAL, THAT'S  
COMFORTABLE, THE FIRST  
CAMPAIGN, YOU WANT TO BE  
SUCCESSFUL AND IT SAYS WORKING  
GOAL.

THE TRUE PUBLIC GOAL THAT WILL  
BE ANNOUNCED WILL BE DETERMINED  
BY YOUR SUCCESS IN THE EARLY  
PHASE OF THE CAMPAIGN, REALITY

WILL SET YOUR GOAL, NOT THE  
STUDY.

WE'RE TELLING YOU RIGHT NOW WE  
SHOULD BEGIN TO PICK  
INITIATIVES TO BEGIN TO  
CHAMPION THAT STAY WITHIN THAT  
10-12 MILLION DOLLAR RANGE, NOT  
ALL 11 ARE GOING TO MAKE THE  
CUT, AND THEY SHOULDN'T,  
THERE'S TOO MANY.

THERE'S VALUE IN WHAT PEOPLE  
THINK YOU'RE PUTTING INTO YOUR  
STRATEGIC PLANS.

I KNOW JOSE, WE'RE GOING TO  
TALK TOMORROW AT LENGTHIER, SO  
THE LAST ONE ON THIS SLIDE IS  
BUILD OUT A MORE SOPHISTICATED  
MAJOR GIFT AND PLANNED GIFT  
PROGRAM, THE STAFF IS  
TREMENDOUS, THEY'VE BEGUN TO DO  
A LOT OF THOSE THINGS, AS YOU  
BEGIN TO LOOK AT A MAJOR GIFTS  
CAMPAIGN WHERE YOU'RE NOT  
LOOKING AT THOUSANDS OF GIFTS,

THESE CAMPAIGNS, WHETHER  
THEY'RE 5 MILLION OR 105 RISE  
AND FALL ON 50 GIFTS, THOSE TOP  
50 GIFTS MAKE OR BREAK YOUR  
MOMENT, SO WE HAVE IT REALLY  
GOOD AT THAT MAJOR AND PLANNED  
GIFT WORK, IT'S TIME TO TAKE IT  
TO THE NEXT LEVEL.

THERE'S A FOUR PHASE TIMELINE, THE  
FIRST PHASE IS BUILDING  
FUNCTION AND STRUCTURE, IT'S  
NOT QUIET ANYMORE, ONCE YOU'RE  
IN A STUDY, SO IT'S IMPORTANT  
FOR US TO GET OUT IN FRONT AND  
LET PEOPLE KNOW WHERE WE ARE IN  
THE PROCESS, SO THE FIRST IS TO  
BUILD THAT LEADERSHIP FUNCTION,  
THE SECOND IS TO DO THOSE LEAD  
FACILITATION AND THE SUCCESS  
WILL DETERMINE THE GOAL.

TO DO A GOAL OF 12 MILLION JUST  
TO PUT THE 12 MILLION ON THE  
TABLE, WE'RE GOING TO NEED TO  
RAISE 6 MILLION DOLLARS, WE'D

LIKE TO HAVE ABOUT 50% RAISED  
FROM THAT GROUP OF 10, 12 LEAD  
PROSPECTS AND YOU HAVE THE  
PEOPLE IN THE STUDY WHO HAVE  
BEEN IDENTIFIED.  
AFTER THAT, SO YOU WILL GO  
PUBLIC WITH THE CAMPAIGN,  
YOU'LL HAVE ABOUT A 12-18 MONTH  
PERIOD WHERE YOU'LL RAISE THE  
OTHER HALF OF THE MONEY AND YOU  
CELEBRATE AT THE END SO THERE'S  
SOME VERY DEFINED PROGRAM OVER  
THE 12-36 MONTHS, THE FIRST ONE  
IS THE OBVIOUS ONE, RAISE  
MONEY, IF YOU DON'T DO THE  
OTHER TWO, YOU MISS AN  
OPPORTUNITY, YOU'RE GOING TO BE  
PUBLIC IN A VERY BIG WAY AND  
THAT WAS MENTIONED A FEW TIMES  
BY CLARA THAT WE WANT TO  
RATCHET THAT UP, IF YOU DON'T  
ALSO BUILD AWARENESS AND YOU'RE  
A PROFILE IN THE COMMUNITY OF  
WHY YOU'RE RAISING THE MONEY,

YOU LEFT A LOT ON THE TABLE,  
THIS WILL PROVIDE AN  
OPPORTUNITY TO REALLY DO THAT.  
AND THE THIRD GOAL IS TO RAISE  
YOUR CAPACITY TO DO IT AT A  
HIGHER LEVEL GOING FORWARD, YOU  
DON'T WANT TO HAVE A NOVA WHERE  
THIS THING FAIRS BEAUTIFULLY,  
YOU RAISE THE MONEY AND THEN  
YOU GO BACK TO YOUR OLD WAYS,  
YOU WANT TO USE THIS AS A WAY  
TO ELEVATE YOUR GAME WITHIN THE  
FOUNDATION.

DO YOU HAVE A QUESTION?

>> YES, I WAS HOPING THERE  
WOULD BE A LARGER POOL OF  
PEOPLE TO SURVEY AND INTERVIEW  
BECAUSE WE HAVE 14 CITIES AND I  
DON'T SEE MENTION OF MY MAJOR  
CITY, ABEL FLOWER OR  
REPRESENTING SOUTH GATE, I  
DON'T SEE PEOPLE -- I FEEL LIKE  
YOU MISSED MAYBE SOME  
OPPORTUNITIES TO GET MORE

INFORMATION TO A MORE COMPLETE  
PICTURE IN ALL OF OUR  
COMMUNITIES OF OUR TRUE  
POTENTIAL OR SETBACKS OR  
WHATNOT.

I HOPE THAT THE AREAS THAT  
WE'RE MISSING, WE COULD SOMEHOW  
GET RESPONDENTS FROM MORE  
COMMUNITIES AND MORE PEOPLE  
BECAUSE I FEEL THAT THERE COULD  
BE MORE POTENTIAL BUT I ALSO  
FEEL SOME OF THE STATEMENTS  
TELEVISIONING NEEDS TO BE SOME  
THINGS DONE HERE WITH THE BOARD  
THAT THERE'S A LOT -- TO HAVE  
TRUST FOR US TO BE AMBASSADORS  
OR ALSO IT SOUNDED CERRITOS  
CENTRIC, IT IS THE NAME OF THE  
COLLEGE, BUT THERE ARE 13 OTHER  
CITIES, AND SO I FEEL LIKE SOME  
OF THE STATEMENTS, PEOPLE DON'T  
KNOW THE COMMUNITIES WE  
REPRESENT PER SE OR WHAT WE'RE  
DOING IN THE COMMUNITY OR WE

DON'T NECESSARIES --  
NECESSARILY GO TO CERTAIN  
FUNCTIONS THESE PEOPLE GO TO  
AND MAYBE IT'S LIKE TWO  
DIFFERENT STUDIES BUT HAVING  
THE FOUNDATION BOARD MEMBERS  
TALK ABOUT THEMSELVES, I THINK  
IT WAS A LITTLE BIAS TO ME.  
I WAS HOPING FOR A MORE  
OBJECTIVE VIEW OF EVERYTHING  
AND BOARD MEMBERS ARE NOT -- WE  
DON'T HAVE ANY BOARD MEMBERS ON  
THE FOUNDATION BOARD ANYMORE.  
I THINK IF WE NEED TO COME  
TOGETHER BETTER FOR THEM TO  
HAVE A BETTER PERCEPTION OF US  
TO ALLOW THREE OR MORE OF US ON  
THERE.  
THERE'S A LOT OF WORK TO BE  
DONE, I'M A FORMER ALUMNI, I  
WAS DISAPPOINTED THEY DROPPED  
THE ALUMNI ASSOCIATION, I SEE A  
LOT OF POTENTIAL WITH THAT  
BECAUSE I BELONG TO THE ALUMNI

ASSOCIATION OF LONG BEACH STATE  
AND THEY CALL ME CONSTANTLY,  
THEY HAVE CONSTANT CAMPAIGNS,  
SO YOU WANT TO CHANGE YOUR  
TELEPHONE NUMBER, BUT IF YOU  
WANT TO -- ALUMNI HAS A LOT OF  
POTENTIAL, I LIKE THAT IDEA OF  
A SHORTER FOUNDATION, I DON'T  
THINK SOME THINGS WERE A FAIR  
ASSESSMENT BECAUSE IT'S NOT  
EVERY CITY OR IT'S NOT A LARGE  
ENOUGH GROUP OF PEOPLE TO  
ASSESS EACH OF OUR 7 DISTRICTS  
FAIRLY BECAUSE THE WAY I  
CONNECT WITH MY COMMUNITY IS I  
GO DOOR TO DOOR, I DON'T GO TO  
ALL THE CHAMBER EVENTS OR I  
DON'T GO TO EVENTS TO MEET THE  
SAME PEOPLE OVER AND OVER, SO I  
GUESS YOU HAVE TO LOOK AT  
THINGS DIFFERENTLY AND HOW  
PEOPLE DO OUTREACH LIKE SANDRA  
DID A HEALTH FAIR ON CAMPUS FOR  
HER COMMUNITY, SO WE MAKE

OUTREACH IN DIFFERENT WAYS, AND  
WE HAVE BEEN ELECTED BY OUR  
COMMUNITY BECAUSE WE HAD TO DO  
SOME KIND OF OUTREACH, BUT  
WITH MAJOR DONORS, MAYBE WITH  
THAT GROUP IS ONE THING BUT  
THEN THEY DIDN'T ALLOW US TO  
JOIN THEM BUT I GO TO THE GOLF  
TOURNAMENT, I USED TO FIND THE  
SCHOLARSHIP BUT I HAVEN'T HAD  
CONCERNS, I DON'T WANT TO DO  
THAT ANYMORE.

I DON'T KNOW WHETHER I'M ON THE  
BOARD OR NOT, IF I COULD  
SUPPORT THE CAMPAIGN AT THIS  
TIME UNTIL SOME IMPROVEMENTS  
ARE MADE OVERALL, I HOPE WE'RE  
WORKING TOWARD THAT.

>> DO YOU HAVE A QUESTION?

>> THERE'S A LOT OF POTENTIAL  
BUT A LOT OF THINGS THAT NEED  
TO BE DONE.

>> AGAIN, I'M NOT GOING TO  
DISAGREE WITH ANY OF THAT, WE

WOULD HAVE LOVED TO HAVE SPOKEN  
TO 100 PEOPLE, WE DIDN'T HAVE  
THE TIME OR THE RESOURCES TO DO  
THAT.

IT IS A REPRESENTATIVE SAMPLING  
OF THE AREA, WE DID HAVE  
TRUSTEE INVOLVEMENT IN THE  
DISCUSSIONS THAT LED UP TO THE  
BUILDING OF THE PRELIMINARY  
CASE STATEMENT THAT IDENTIFIED  
THE INITIATIVES THAT WERE GOING  
TO BE TESTED, OBVIOUSLY WE DID  
EXHAUSTIVE REVIEW WITH THE  
DIRECTORS WHO WEREN'T PART OF  
THAT PROCESS OF BUILDING THE  
CASE, BUT EVERYBODY ON THAT  
FOUNDATION BOARD HAD AN  
OPPORTUNITY TO COMMENT ON THIS  
STUDY.

YOU CAN ALWAYS DO MORE, THERE'S  
JUST -- BUT THE OTHER PIECE OF  
THIS IS THERE ARE EARLY PHASES  
OF THE CAMPAIGN THAT BEGIN TO  
BUILD OUT MORE OF THOSE

RELATIONSHIPS THAT YOU'RE  
MENTIONING, ONE IN PARTICULAR  
IS CALLED AN EXECUTIVE  
AWARENESS PHASE, WE NOT ONLY GO  
BACK TO THE PEOPLE WE  
INTERVIEWED BUT WE BROADEN  
THE SCOPE THAT WE HADN'T BEEN  
ABLE TO GET TO, WE HAD UPWARDS  
OF 75 NAMES THAT WE TRIED TO  
GET INTERVIEWS WITH, WITH AN  
ATTEMPT TO GET 50, AND WE HAD  
49 ENGAGED AND 36 FACE TO FACE,  
I WOULD HAVE LOVED FOR IT TO  
HAVE BEEN 60, PEOPLE WE REACHED  
OUT TO, I'M NOT AVAILABLE, WE  
CAN'T MAKE IT HAPPEN.  
MY OPINION ISN'T THAT VALUABLE,  
ALL THE REASONS, BUT WE'RE  
GOING TO GET THOSE PEOPLE IN  
THE EARLY PHASES OF THE  
CAMPAIGN, THIS IS A BEGINNING  
AND FOR MANY OF THESE PEOPLE  
THAT WE SPOKE WITH, THIS IS THE  
FIRST CULTIVATION ACTIVITY FOR

MANY OF THEM OF A SIGNIFICANT  
LEVEL AND MANY OF THEM HAVE  
BEEN BROUGHT INTO THINGS AND  
CLARA SAID THE GOLF TOURNAMENT,  
PEOPLE THAT WE MET ALONG THE  
WAY, IT'S ONLY A BEGINNING,  
IT'S JUST A STUDY, THE CAMPAIGN  
IS INTENSE EARLY ON AND IT'S  
OUTREACH AND BUILD  
RELATIONSHIPS WITH THOSE PEOPLE  
YOU'RE TALKING ABOUT, TO BE  
FRANK, I HOPE ALL OF YOU THAT  
REPRESENT DISTRICTS, THIS  
CALIFORNIA MODEL, I'M AN OLD  
ELECTED OFFICIAL, I GET THE  
WORLD YOU FOLKS LIVE IN, I WAS  
ABLE TO GET OUT BEFORE I GOT  
TOO OLD, THIS IS UNIQUE IN THE  
NATION, I'M FROM NEW YORK, I'M  
FROM UP STATE NEW YORK AND ALL  
OF OUR TRUSTEES ARE APPOINTED  
AND THEY COME FROM VERY  
DIFFERENT PLACES BUT YOU  
REPRESENT PEOPLE, YOU REPRESENT

AN ELECTORATE AND I WOULD HOPE  
AT A MINIMUM WHETHER EWE CHOOSE  
TO MAKE A FINANCIAL GIFT,  
YOU'RE ABLE TO CONNECT TOWS A  
PLACE YOU KNOW WELL AND I HOPE  
YOU EMBRACE THAT AS PART OF THE  
CAMPAIGN AND WE HOPE TO WORK  
WITH YOU ALONG THE WAY IN  
WHATEVER LEVELS YOU'RE  
COMFORTABLE WITH, BUT WE WANT  
TO TAKE OTHER QUESTIONS, IF YOU  
HAVE OTHER THINGS, IT'S A LOT  
OF INFORMATION.

CLARA'S BACK, SO IT MUST BE  
TIME FOR ME TO STOP TALKING.  
THERE IS A LAST SLIDE, I WANT  
TO SHOW YOU, THERE'S TWO, THIS  
IS VERY QUICK, I'LL GIVE YOU  
THE READER'S DIGEST VERSION OF  
THIS, WHEN WE PUT TOGETHER A  
GOAL AND A MAJOR GIFT CAMPAIGN,  
IT'S NOT GOING TO BE -- WE KIND  
OF JOKE, THERE'S NO SOCIALISM  
IN FUNDRAISING, YOU CAN'T SAY

WE'RE GOING TO GET A THOUSAND  
PEOPLE AND THEY'RE GOING TO  
GIVE US 100 DOLLARS SO, THERE'S  
ALWAYS WHAT'S CALLED A GIFT  
CHART, SO TO GET TO 10 MILLION  
DOLLARS, THESE ARE THE GIFTS  
WE'RE GOING TO NEED WITHIN  
RANGES, NOW, THIS IS -- THESE  
GET REALLY INTERESTING AND WE  
GO BACK AFTER THE CAMPAIGN AND  
SEE HOW IT CAME OUT IN REALITY  
AND SOMETIMES THERE'S A BIG  
SWAF ALONG THE MIDDLE BECAUSE  
YOU DIDN'T GET THE TOP FIFTHS.  
I THINK THERE'S A POTENTIAL IN  
THIS CAMPAIGN THAT THAT LEAD  
GIFT OF A MILLION -- THERE  
MIGHT BE A 5 MILLION DOLLAR  
GIFT, PEOPLE TALK IN THOSE  
TERMS, IF THAT HAPPEN, IT GETS  
EASY AS YOU GET DOWN THE CHART,  
THIS IS A GUIDE TO LET YOU KNOW  
WHAT IT WOULD TAKE TO GET TO 10  
MILLION IN A TRADITIONAL MODEL

THAT'S BEEN MEMORIALIZED AND  
TRIED AND TESTED, I WANTED TO  
BRING THAT TO YOUR ATTENTION,  
AS WE FINALIZE AN ACTUAL GOAL,  
WE'LL UPDATE THIS.

AND IN YOUR PACKET IS THE  
CONTACT INFORMATION FOR BOTH  
CLARA AND MYSELF, IF YOU WAKE  
UP IN THE MIDDLE OF THE NIGHT  
TODAY, TOMORROW AND YOU NEED TO  
ASK US A QUESTION, SEND US AN  
E-MAIL, IF YOU WANT TO TALK TO  
US IN THE MIDDLE OF THE DAY,  
CALL US.

WE'LL BE HAPPY TO ANSWER ANY  
QUESTIONS YOU HAVE.

SO, ANY OTHER QUESTION?

>> THANK YOU, AND I JUST WANT  
TO MAKE A COMMENT.

IT IS IMPORTANT TO LOOK AT THE  
RECORD AND PUT IT IN  
PERSPECTIVE, THIS IS THE  
FIRST TIME IN THE HISTORY OF  
THE COLLEGE THAT WE HAVE DONE A

FEASIBILITY STUDY AND YOU AND  
THE FOUNDATION BOARD ARE IN  
AGREEMENT OF THIS CAMPAIGN, IT  
WOULD BE THE FIRST TIME  
CERRITOS COLLEGE CONDUCTS A  
MAJOR GIFT CAMPAIGN, IT WOULD  
BE THE FIRST TIME WE DO A  
CONCERTED EFFORT TO DO DONOR  
CULTIVATION WHICH IS I THINK  
WHAT CLARA AND MARVIN WERE  
TALKING ABOUT IN WHICH WHEN WE  
CALL SOME OF THE PEOPLE THAT  
WERE INTERVIEWED, IT WAS FIRST  
TIME WE DID THAT TYPE OF  
OUTREACH, AS I LOOK AT THE  
LIST, I DON'T KNOW ABOUT HALF  
OF THEM EITHER, WHICH AGAIN IT  
SHOWS WHAT THE STUDY IS TELLING  
US, WE NEED TO BE A LITTLE MORE  
DELIBERATE ON MAKING THOSE  
CONNECTIONS AND DO A LITTLE BIT  
OF DONOR CULTIVATION WHICH IS  
BUILDING THAT TRUST WHICH WILL  
LEAD TO A TRUSTED CAMPAIGN, SO

I'M SURPRISED, I'M PLEASANTLY  
SURPRISED TO SEE THE FEEDBACK  
AND THE NUMBER THAT CAME BACK  
BASED ON BEING OBVIOUSLY OUR  
FIRST CAMPAIGN AND THAT WE --  
HAVING THAT CULTIVATION, I DO  
THINK THAT AS CLARA AND MARVIN  
WAS MENTIONING, A LOT OF THAT  
MONEY IS ALREADY THERE AND AS  
WE KNOW THE NUMBER ONE REASON  
PEOPLE DON'T DONATE IS THEY'RE  
NOT ASKED, WE NEED TO START  
STEPPING IN THAT DIRECTION BE  
WITH THE MENTALITY THAT THAT  
WOULD LEAD INTO AN EXPANSION OF  
OUR FOUNDATION IN THE FUTURE,  
I THINK THAT WOULD BE ONE OF  
THE MOST IMPORTANT ASPECTS OF  
THIS FOUNDATION, THE FOUNDATION  
HAS GROWN CLEARLY OVER THE PAST  
SEVERAL OF YEARS BUT THERE IS A  
LOT OF POTENTIAL ON THE  
FOUNDATION AND I THINK THE END  
GOAL BESIDES RAISING THIS MONEY

WILL BE TO TRANSFORM THE  
FOUNDATION INTO A TRULY  
PHILANTHROPIC ARM OF CERRITOS  
COLLEGE BUT IT'S CLEARLY -- WE  
NEED TO PUT SOME WORK IN GETS  
OUT INTO THE COMMUNITY AND  
SPEAKING WITH THE PEOPLE  
OUTSIDE OF OUR CIRCLES BECAUSE  
I THINK ALL OF US ARE WELL  
KNOWN, IT'S JUST DIFFERENT  
CIRCLES.

>> YEAH, AND ONCE YOU DO ONE,  
YOU'LL BE EXPECTED TO DO THE  
SECOND AND THE THIRD AND YOU'LL  
BECOME AN INSTITUTION THAT DOES  
THESE THINGS AND THEY DO BUILD  
UPON EACH OTHER.

I WANT TO SAY BECAUSE THIS IS  
IMPORTANT FROM MY PERSPECTIVE  
OVER AGAIN A DECADE OF DOING  
THIS PROFESSIONALLY, I HAVE TO  
SAY DR. FIERRO'S INVOLVEMENT TO  
THIS POINT HAS BEEN  
EXTRAORDINARY, WE USUALLY PULL

PRESIDENTS IN KICKING AND  
SCREAMING, I DON'T DO THIS, HE  
PURSUED THIS AND I KNOW YOU ALL  
KNOW THIS BECAUSE HE'S  
AGGRESSIVE AND WANTED TO GET TO  
THIS POINT AND I THINK HE SEES  
THIS AS A VERY VALUABLE WAY TO  
ADVANCE THIS INSTITUTION AND  
HE'S ABSOLUTELY CORRECT.  
THESE MONIES WILL BECOME  
SOMETHING PEOPLE ARE GOING TO  
WANT TO HAVE, YOU'RE GOING TO  
MAKE TRANSFORMATIONAL MOMENTS  
HAPPEN FOR ACADEMICS AND  
SUCCESS AND IT'S GOING TO BE  
YOUR SECOND NATURE, YOU'LL WAIT  
FIVE YEARS AND GO INTO A  
PROCESS OF POSITIONING YOURSELF  
AND YOU'LL DO THE NEXT ONE AND  
THE NEXT ONE WILL BE 10 OR 15  
OR 20 PERCENT MORE THAN THIS  
ONE, THE UCLA'S WHO DO BILLION  
DOLLARS CAP PAINS, THEY DID A  
10 MILLION DOLLAR CAMPAIGN, IT

WAS IN 1810, IT WAS A LONG  
TIME AGO, THE TO 10 BECAME 40  
AND ALL OF A SUDDEN THEY HAD  
THE RIGHT AND THE RESPECT IN  
THE COMMUNITY TO GO OUT IN THE  
COMMUNITY AND RAISE TONS OF  
MONEY, BUT IT DIDN'T HAPPEN  
OVER NIGHT, THEY BUILT  
RELATIONSHIPS WITH ALUMNI LIKE  
NEVER BEFORE, THOSE OF US WHO  
HAVE MULTIPLE DEGREES GET  
CALLED EVERY DAY OF THE WEEK  
FROM THOSE INSTITUTIONS SO WE  
GET THAT.  
YOU'RE AWAYS FROM BEING THAT  
BUT ASPIRE TO GET THERE.  
CHIP AWAY AND KEEP MAKING THE  
MOVES, MAKE THOSE INVESTMENTS  
STRATEGICALLY AND WHO KNOWS,  
MAYBE IN 2120, YOU'LL DO A HALF  
A BILLION DOLLAR CAMPAIGN OR  
WHATEVER THE NUMBERS ARE THEN  
BUT YOU HAVE TO WALK BEFORE YOU  
CAN RUN AND THIS IS A WAY TO DO

IT.

>> ARE THERE ANY OTHER COMMENTS  
OR QUESTIONS FROM THE OTHER  
BOARD MEMBERS?

>> I JUST HAVE A COMMENT, I  
WANT TO THANK YOU, I KNOW IT'S  
A LOT OF WORK, IT'S GREAT TO  
HAVE A REALISTIC PICTURE AND  
ONE OF THE THINGS THAT  
HAPPENED, WE FIRST HIRED DR.  
FIERRO, WE KNEW SOME OF THE  
THINGS YOU WERE TALKING ABOUT.  
I THINK THE COMMITMENT OF FOLKS  
IN TERMS OF THE VALUE THAT THEY  
PUT FOR CERRITOS COLLEGE AS AN  
INSTITUTION, I THINK WHEN  
PEOPLE TALK ABOUT CERRITOS  
COLLEGE, THEY CONSTANTLY TALK  
ABOUT HOW GREAT IT IS AND THEY  
TALK ABOUT THE PEOPLE AT  
CERRITOS COLLEGE, THEY DON'T  
NECESSARY TALK ABOUT PROGRAMS,  
THEY TALK ABOUT THE PEOPLE, SO  
I THINK TO BE ABLE TO MAKE

THOSE CONNECTIONS AND TO REALLY  
BRING IT BACK TO OFFERING  
BETTER PROGRAMMING, MORE  
AVAILABILITY OF CLASSES, TO  
REALLY AS THEY SAY PUT MORE  
MEAT, RIGHT, INTO WHAT WE'RE  
ALREADY DOING FOR OUR STUDENTS  
AND CERTAINLY FOR THE COMMUNITY  
AND TO BE ABLE TO MARVEL THE  
BUSINESS SECTOR IN TERMS OF  
DEVELOPING FOLKS FOR THEIR  
BUSINESSES, ONE AS A WAY TO  
GIVE UP FOR THEIR INVESTMENTS  
AND MORE IMPORTANTLY, JUST THE  
OPPORTUNITY TO BE ABLE TO  
EXPOSE OUR STUDENTS TO  
DIFFERENT INDUSTRIES AND  
DIFFERENT CAREERS THEY MAY NOT  
HAVE THOUGHT OF.

FOR ME, I WOULD HAVE NEVER  
THOUGHT I WAS GOING TO BE A  
[INAUDIBLE], I WENT TO SCHOOL  
TO BE A BIOLOGIST AND A  
PHARMACIST AND HERE I AM AS A

BOARD MEMBER WITH THESE DEGREES  
AND I LOVE WHAT I DO, ELECTIONS  
ARE MY THING, BUT IT'S  
SOMETHING I WAS NEVER EXPOSED  
TO BECAUSE OUR COMMUNITY IS  
STILL VERY MUCH FIRST  
GENERATION IN TERMS OF COLLEGE  
ACCESSIBILITY AND COLLEGE  
[INAUDIBLE] SO I THINK IT ALL  
TIES IN TOGETHER, I THINK IT'S  
WONDERFUL THAT WE HAVE THESE  
OPPORTUNITIES AND I'M LACKING  
FORWARD TO BEING A PART OF THE  
CERRITOS COLLEGE, SO THANK YOU  
FOR THE PRESENTATION AND FOR  
ALLOWING US TO HAVE THAT AND  
MOVING FORWARD ON THIS.

>> IT'S INTERESTING.

I'LL TELL THIS ONE LAST STORY,  
THE LAST CAMPAIGN THAT I DID  
BEFORE JUMPING INTO CONSULTING,  
IT WAS ABOUT A 12 MILLION DOLLAR  
CAMPAIGN AND THE HONORARY CHAIR  
OF THAT CAMPAIGN WAS THE

PRESIDENT AND CEO OF A HOSPITAL  
SYSTEM, WE HAD A HEALTH  
INITIATIVE SO IT WAS NATURAL  
AND WE WERE FORTUNATE TO GET  
DR. JAMES TO BE THE CHAIR AND  
WE INTERVIEWED HIM TO BE THE  
SENTIMENTS OF THE CASE  
STATEMENTS, WE TOOK THIS  
PRELIMINARY CASE STATEMENT AND  
BUILT IT OUT TO 8-12 PAGES AND  
HE SAID IF HUDSON VALLEY  
COMMUNITY COLLEGE DIDN'T EXIST  
TODAY, WE'D HAVE TO CREATE.  
AND WE'RE HERE, BUT WE'RE  
QUIET, WE'RE JEWELS OF THE  
COMMUNITY, NOT A LOT OF PEOPLE  
KNOW ABOUT US AMAZINGLY, SO  
REMEMBER THE SECOND PART OF THE  
CAMPAIGN, WE'RE GOING TO RAISE  
AWARENESS OF THIS INSTITUTION  
WHICH LEAD TO THE RAIDING OF  
MORE MONEY THAT WILL POSITION  
THE NEXT CAMPAIGN TO BE 15-20  
MILLION AND THEN WE CAN GO FROM

THERE, SO YOU ARE CHERISHED IN  
THE COMMUNITIES IT'S JUST VERY  
QUIET, THEY TAKE YOU FOR  
GRANTED BECAUSE YOU'VE BEEN  
HERE NOR A WHILE AND YOU DO A  
GREAT JOB.

THANK YOU.

>> ANY OTHER COMMENTS?

NO?

THANK YOU SO MUCH FOR COMING  
AND I APPRECIATE ALL THE WORK  
YOU'VE DONE AND ALL THE THAT  
YOU BRING TO THE TABLE AS PART  
OF THE INSTITUTE, SO THANK YOU  
AND I LOOK FORWARD TO  
CONTINUING YOUR WORK.

ALRIGHT, NEXT IS ITEM NUMBER 11  
AND I WILL NOW OPEN THE PUBLIC  
HEARING REGARDING THE INTENT TO  
ENTER INTO AN ENERGY SERVICES  
CONTRACT AGREEMENT WITH ENVISE  
FOR THE CHILLED WATER EXPANSION  
PROJECT.

SO, AT THIS TIME, ARE THERE ANY

AUDIENCE COMMENTS IN FAVOR OF  
THIS INTENT TO ENTER INTO AN  
ENERGY SERVICES CONTRACT?

IS THERE ANY MEMBER OF THE  
AUDIENCE THAT IS OPPOSED TO  
THIS INTENT?

ARE THERE ANY BOARD MEMBER  
COMMENTS?

YES?

>> CAN STAFF EXPLAIN A BRIEF  
SYNOPSIS OF THIS TO US FOR THE  
PUBLIC.

>> GOOD EVENING, TRUSTEES, THIS  
IS A PUBLIC NOTICE REQUIRED 30  
DAYS BEFORE THE ACTUAL INTENT  
TO ENTER THE AGREEMENT.

IT'S AN ENERGY SAVING CONTRACT  
TO EXTENT OUR CHILLED WATER  
SYSTEM ACROSS CAMPUS, ADD FOUR  
MORE BUILDINGS ON TO THE  
CHILLED WATER SYSTEM AND  
ASSOCIATE MECHANICAL UPGRADES  
TO ACHIEVE THAT.

>> HOW MUCH DO YOU THINK IT

WILL SAVE IN OUR ENERGY COSTS?

>> IT'S PROJECTED AT 15-20% OF  
THE COSTS OF THOSE BUILDINGS  
WITH A PAYBACK OF 7 YEARS.

>> GREAT, THANK YOU.

>> ARE THERE ANY OTHER BOARD  
COMMENTS REGARDING THIS ITEM?

>> SECOND.

>> IS THERE ANY OBJECTION TO

00:17:37

THE MOTION?

SEEING NONE, I WILL CLOSE THE  
PUBLIC HEARING.

NEXT WE HAVE OUR CONSENT

CALENDAR ITEMS, ITEMS 12-41.

>> MOVE TO APPROVE ALL ITEMS.

>> WE HAVE A SECOND.

IS THERE ANY OBJECTION TO THE

APPROVAL OF ALL CONSENT

CALENDAR ITEMS?

SEEING NONE, MOTION PASSES.

AND WE'LL FLIP QUITE A FEW

PAGES, AND ON PAGE 9, WE HAVE

ADMINISTRATIVE MATTERS, NUMBER

42, WE HAVE A PRESENTATION OF  
AUDITED FINANCIAL REPORTS FOR  
THE FISCAL YEAR ENDING JUNE 30,  
2016 IN WHICH WE WILL BE  
PROVIDED AN OVERVIEW WITH  
AUDITED FINANCIAL REPORTS  
ENDING JUNE 30, 2016 BY THE  
AUDIT FIRM OF CHRISTY WHITE &  
ASSOCIATES.

>> CAN WE COMBINE ALL THE  
AUDITING ITEMS TOGETHER, CAN WE  
COMBINE 42-46 THEN?

>> OKAY.

>> I SEE, SO ITEMS 42-46, THANK  
YOU.

>> WELL, GOOD EVENING, IT'S  
A PLEASURE TO BE HERE, AND I  
HAVE WITH ME TONIGHT, I'M  
CHRISTY WHITE, THE PRESIDENT,  
AND I HAVE WITH ME DINA  
WITTINGTON AND SHE'S A  
SUPERVISOR ON YOUR ENGAGEMENT,  
SO BETWEEN THE TWO OF US, WE'RE  
GOING TO GIVE YOU A BRIEF

OVERVIEW, THE HIGHLIGHTS OF THE  
AUDIT OF THE DISTRICT, OF THE  
FOUNDATION AND EACH OF YOUR  
BONDS.

AS YOU KNOW, THE AUDITS ARE  
VERY ALL INCLUSIVE, I MEAN,  
THERE ARE SO MANY POINTS IN  
WHICH THE FEDERAL AND STATE  
GOVERNMENT REQUIRE YOU TO BE  
AUDITED ON SINCE OBVIOUSLY YOU  
RECEIVE YOUR MONEY FROM THOSE  
SOURCES SO WE SPENT QUITE A BIT  
OF TIME OUT ON YOUR CAMPUSES,  
WE WERE AUDITING STATE  
COMPLIANCE AREAS, WE'RE  
AUDITING FEDERAL PROGRAMS  
INCLUDING THE BIG ONE, STUDENT  
FINANCIAL AID AND LOOKING AT  
YOUR INTERNAL CONTROLS AND YOUR  
BUSINESS OFFICE AND THE OTHER  
DIDN'T SUCH AS HUMAN RESOURCES  
THAT INTERFACE WITH THE  
BUSINESS OFFICE.

THE STUDENT FUNDS, SO IN DOING

ALL THAT, IT ALL CULMINATES IN  
THESE AUDIT REPORTS.

FOR THE DISTRICT REPORT, YOU  
HAVE THREE OPINIONS, ONE ON THE  
FINANCIAL STATEMENTS, ONE ON  
FEDERAL COMPLIANCE, ONE ON  
STATE COMPLIANCE.

ALL THREE OF THOSE OPINIONS ARE  
THE BEST OPINION THAT YOU CAN  
RECEIVE AND MODIFIED, SO THIS  
DISTRICT HAS HAD A LONG  
STANDING RECORD OF HAVING  
EXCELLENT AUDIT RESULTS AND  
THIS YEAR IS NO EXCEPTION TO  
THAT.

WE HAD NO SIGNIFICANT  
DEFICIENCIES TO REPORT, SO  
OVERALL, GREAT JOB.

YOU'RE A LOW RISK AUDITING, SO  
GOOD JOB, THAT MEANS YOU HAVE  
NOT HAD FINDINGS AND FEDERAL  
AWARDS FOR A NUMBER OF YEARS  
NOW.

THE FINANCIAL STATEMENTS THAT

YOU SEE, I'M NOT GOING TO GO  
OVER THEM UNLESS YOU HAVE A  
QUESTION, BUT IT IS THE ONE  
TIME OF YEAR WHEN YOU GET TO  
SEE ALL THE FUNDS ADDED UP  
TOGETHER ON A FULL ACCRUAL  
BASIS, SO IT'S A TOTAL  
FINANCIAL PICTURE OF THE  
DISTRICT, AND IT INCLUDES YOUR  
CAPITAL ASSETS WHICH YOU'VE  
BEEN PUTTING A LOT OF MONEY  
INTO WITH YOUR BOND PROGRAM AND  
THEN YOUR LONG TERM DEBT  
INCLUDING YOUR BOND.  
YOU'LL ALSO NOTICE THAT THERE'S  
KIND OF INCREASING LIABILITY  
FOR PENSION, LAST YEAR WAS THE  
FIRST YEAR IMPLEMENTING GASB 68  
WHICH REQUIRES THAT YOU SHOW  
YOUR PROPORTIONAL SHARE OF  
PENSION LIABILITY FROM CALPERS  
AND CALSTRS, AND AS A BOARD,  
YOU HAVE NO CONTROL OVER THAT  
NUMBER, THOSE FACTORS ARE

DECIDED AT THE STATE LEVEL AND  
AS YOU KNOW, THEY'RE INCREASING  
CONTRIBUTION RATES, EMPLOYEE  
AND EMPLOYER RATES TO HELP TO  
CORRECT THE UNDERFUNDED  
SITUATION.

BUT OVERALL, POSITIVE RESULTS,  
NO FINDINGS IN YOUR DISTRICT  
AUDIT.

ON THE FOUNDATION AUDIT AND IF  
YOU HAVE A QUESTION ON THE  
DISTRICT AUDIT, DO YOU WANT TO  
ASK IT NOW, GO RIGHT AHEAD.

>> I GUESS MAYBE IT APPLIES TO  
ALL OF THEM UNDER METHODOLOGY  
BECAUSE I KNOW IT'S -- IS IT  
LIKE A RANDOM SAMPLING, DO YOU  
DO ON MOST OF THE AUDITS, IS  
THAT CORRECT?

>> CORRECT.

>> SO, THE AUDITORS FOR THE  
CITY OF BELL FAIR FOR 19 YEARS  
MISSED AN EMBEZZLEMENT IN THE  
CITY OF LOS BANOS, WHAT ARE

THE ODDS IN YOUR RANDOM  
SAMPLING METHODOLOGY THAT YOU  
COULD MISS A FINANCIAL  
DISCREPANCY, LIKE, WHAT ARE THE  
ODDS?

>> YEAH, I WANT TO SPEAK TO  
THAT.

OUR OPINION PROVIDES REASONABLE  
ASSURANCE, NOT ABSOLUTE  
ASSURANCE, REASONABLE ASSURANCE  
THAT THE FINANCIAL STATEMENTS  
THAT YOU SEE HERE ARE FREE OF  
MATERIAL ERROR, SO WE WORK  
FIRST OF ALL WITH MATERIALITY,  
WHAT IS MATERIALITY, AND IT'S  
GENERALLY A NUMBER THAT WE COME  
UP WITH, A PERCENTAGE OF YOUR  
TOTAL REVENUES OR YOUR TOTAL  
ASSETS, AND FOR A LARGE  
ORGANIZATION, IT'S A LARGE  
NUMBER, HOWEVER, GIVEN THAT, WE  
ALSO LOOK AT AUDIT RISK, WHERE  
ARE THERE AREAS WHERE ERRORS  
ARE MORE LIKELY TO OCCUR OR

FRAUD LIKE IN THE CASE OF BELL  
FLOWER, AND WE BRAINSTORM  
AROUND THOSE POTENTIAL RISKS  
AND WE DESIGN OUR TESTING TO  
HELP TO REDUCE THAT LEVEL OF  
RISK.

WE DO CONSIDER FRAUD AND THE  
POTENTIAL FOR THAT WHEN WE'RE  
DOING OUR PLANNING.

THIS IS KIND OF A LONG ANSWER  
TO YOUR QUESTION, THEN WE GET  
DOWN TO SAMPLING, WE FINALLY  
GET DOWN TO, OKAY, WHAT IS  
MATERIALITY, WHAT IS THE RISK  
NOW, WHAT ARE WE GOING TO TEST,  
AND WHEN WE GET INTO WHAT ARE  
WE GOING TO TEST, THEN WE GET  
INTO PULLING SAMPLES OF ITEMS  
AND SO WE USE KIND OF STANDARD  
-- INDUSTRY STANDARD SAMPLING  
METHODOLOGIES, NUMBER OF ITEMS  
DEPENDING ON HOW LARGE THE  
POPULATION IS, WE'LL OFTEN  
STRATIFY AND LOOK AT THE BIG

OUTLIERS SEPARATE FROM THE MORE  
HOMOGENEOUS POPULATION AND  
TRYING TO ARRIVE AT A  
CONCLUSION ON THAT POPULATION,  
SO IS THERE A RISK THAT A  
MATERIAL ERROR IN THE FINANCIAL  
STATEMENTS COULD OCCUR?

THERE IS, BUT AGAIN, WE TRY TO  
GIVE YOU REASONABLE ASSURANCE  
THAT THERE ISN'T, AND SO WE  
DESIGN OUR TESTING AROUND THAT.

>> DO YOU HAVE A PERCENTAGE  
NUMBER?

>> YOU KNOW, YOU GET INTO LIKE  
CONFIDENCE RATES AND THINGS  
LIKE THAT, 98% CONFIDENCE AND  
THINGS LIKE THAT, WE DON'T  
STRICTLY DO A RANDOM  
STATISTICAL SAMPLE AND A  
MAJORITY OF AUDITORS DO NOT,  
BUT WE -- SO, I CAN'T GIVE YOU  
A STATISTICAL NUMBER, BUT WE DO  
FOLLOW STANDARD SAMPLE SIZE  
TABLES THAT ARE BASED ON THOSE

FACTORS.

>> SO, WHAT IN THE SAMPLE SIZES REPRESENTS WHAT PART OF OUR BUDGETS AND OUR ACCOUNTING THAT YOU DO SAMPLE?

>> RIGHT, SO WE LOOK AT DIFFERENT ACCOUNT BALANCES AND CLASSES OF TRANSACTIONS, SO IF YOU'RE LOOKING AT YOUR BALANCE SHEET, WE'RE LOOKING AT CASHING INVESTMENTS IN THE COUNTY TREASURY, WE'RE NOT SAMPLING THERE, WE'RE TESTING 100%, IT'S EASY TO VERIFY, WE'RE LOOKING AT RECEIVABLES, WHO OWES YOU MONEY, AND RECEIVERSHIP TO REVENUES AND OFTENTIMES WE ARE DOING SAMPLES, ALL THE REVENUE SOURCES CAN BE RECALCULATED. WHERE WE REALLY GET INTO SAMPLING MOST IS IN LIKE DISBURSEMENTS, WARRANTS THAT ARE PAID TO VENDORS, PAYROLL IS ANOTHER AREA WHERE

WE DO HAVE HEAVY SAMPLING AND  
CASH RECEIPTING, -- RECEIPTS  
SO THOSE ARE THE THREE MAJOR  
AREAS WHERE WE WOULD DO A  
MAJORITY OF OUR  
SAMPLING.

>> IS THERE A WAY WE CAN  
IMPROVE OUR CASH FLOW AND  
INCREASE MORE TIMELY PAYMENTS  
TO INCREASE OUR CASH FLOW, DO  
YOU HAVE ANY RECOMMENDATIONS IN  
THAT AREA?

>> WE DON'T LOOK AT -- WE'RE  
JUST AUDITING THE NUMBERS SO  
WE'RE NOT LOOKING AT IT FROM A  
MANAGEMENT VIEWPOINT, SO A  
QUESTION BEST ASKED OF YOUR  
BUSINESS OFFICE.

>> OKAY.

>> OKAY, ANY OTHER QUESTIONS ON  
THE DISTRICT AUDIT?

I WAS GOING TO THEN TALK ABOUT  
THE FOUNDATION AUDIT BRIEFLY  
AND THEN DINA'S GOING TO SPEAK

TO THE BOND AUDITS.

OKAY.

SO, THE FOUNDATION, WE ALSO DO THAT AUDIT EVERY YEAR AND ALSO A CLEAN OPINION, UNMODIFIED OPINION, THE BEST OPINION YOU CAN RECEIVE.

WE DID HAVE ONE AUDIT ADJUSTMENT WHICH THEY DID RECORD FOR SOME ACCRUED EXPENSES THAT CAME UP AT THE END OF THE YEAR AND AFTER LOOKING AT THEM, SHOULD HAVE BEEN ACCRUED AS OF JUNE 30TH BUT SHALL ADJUSTMENT WAS MADE AND WE WERE ABLE TO RENDER AN UNMODIFIED OPINION, SO GOOD JOB IN THE FOUNDATION AS WELL AND THEY ALSO HAVE HAD A GOOD TRACK RECORD OF CLEAN AUDIT SOS DINA'S GOING TO TALK ABOUT THE BOND AUDITS WHICH ARE A LOT OF FUN BECAUSE WE GET TO DO THE

SITE WALK AND SEE WHAT'S NEW  
OUT THERE IN TERMS OF  
FACILITIES, SO DINA.  
>> GOOD EVENING, THERE'S TWO  
SEPARATE REPORTS FOR YOUR  
BONDS, ONE FOR MEASURE CC AND  
ONE FOR MEASURE G.  
THESE ARE CONSIDERED  
PERFORMANCE AUDITS, SO IN  
ADDITION TO YOUR FINANCIAL  
AUDIT, WE DO DO THE SITE WALKS.  
I HAD STAFF WITH THE HELP OF  
YOUR FACILITIES DEPARTMENT  
SCHEDULE A JOB WALK WITH YOUR  
REPRESENTATIVE FROM THE  
CONSTRUCTION COMPANY AND ONE OF  
OUR AUDITORS VIEWED THE GYM  
TEAM ROOM ADDITION, THE MATH  
AND FINE ARTS BUILDING AND THE  
NEW LANDSCAPING HERE ON THE  
CORNER.  
IN ADDITION TO THE SITE WALKS,  
WE TESTED 48 WARRANTS IN  
ADDITION TO THE WARRANTS THAT

WERE SAMPLED FOR THE DISTRICT  
AUDIT AND ALL 48 OF THEM HAD  
PROPER DOCUMENTATION AND  
APPROVALS.

THERE WERE FIVE BIDS DONE FOR  
THE BOND PROGRAMS LAST YEAR, WE  
TESTED ALL FIVE OF THEM SO 100%  
REVIEW OF YOUR BIDS AND ALL OF  
THEM WERE DONE ACCORDING TO THE  
PUBLIC CONTRACT, SO WITH YOUR  
BOND PROGRAM, IT ALSO RECEIVED  
THE UNMODIFIED OPINION.

ANY QUESTIONS ON THE BONDS?

>> THANK YOU VERY MUCH, IT'S A  
PLEASURE TO BE HERE.

>> THANK YOU.

ALRIGHT, WE MOVE ON TO ITEM  
NUMBER 47 WHICH IS THE SECOND  
READING AND ADOPTION OF BOARD  
POLICY AND ADMINISTRATIVE  
PROCEDURE 7345-CATASTROPHIC  
ILLNESS LEAVE PROGRAM.

SO, ITEMS 42 THROUGH 46, I'LL  
ENTERTAIN A MOTION TO RECEIVE

AND FILE.

>> SECOND.

>> IS THERE ANY OBJECTION TO  
THE MOTION?

SEEING NONE, THE MOTION PASSES,  
THEY'RE RECEIVED AND FILED.

NOW, ITEM 47, THE SECOND  
READING, I'LL ENTERTAIN A  
MOTION.

>> TO RECEIVE AND FILE.

>> WE HAVE TO APPROVE.

SO, COULD YOU AMEND YOUR MOTION.

>> SURE, A MOTION  
TO APPROVE.

>> AND A SUFFICIENT SECOND.

>> ANY OBJECTIONS TO THAT  
MOTION?

SEEING NONE, MOTION PASSES.

ITEM NUMBER 48, CONSIDERATION  
FOR BOARD POLICY ADVISORY  
COMMITTEE TO REVIEW THE  
PROTOCOL FOR PUBLIC  
PRESENTATION OF CERRITOS  
COLLEGE CERTIFICATES.

>> SO MOVED.

>> IT'S RECOMMENDED THE BOARD  
POLICY ADVISORY COMMITTEE  
REVIEW THE PROTOCOL FOR PUBLIC  
PRESENTATION OF CERRITOS  
COLLEGE CERTIFICATES TO INCLUDE  
THE LANGUAGE BELOW AND MAKE A  
RECOMMENDATION TO THE BOARD FOR  
ADOPTION ONCE THE REVIEW HAS  
BEEN COMPLETED.

IF A CERTIFICATE IS PRINTED OUT  
OF THE PRESIDENT'S OFFICE FOR  
PUBLIC PRESENTATION, THEN  
PROTOCOL WOULD BE TO INFORM ALL  
BOARD MEMBERS THAT A  
CERTIFICATE WILL BE PRESENTED  
ON BEHALF OF THE BOARD ON SUCH  
DATE AND TIME AT SUCH MEETING.

>> SO MOVED OR APPROVED.

WHAT DO YOU WANT ME TO SAY?

>> WE'LL JUST DO -- JUST A  
DISCUSSION IF ANYBODY WANTED TO  
--

>> WELL, MAYBE TO CLARIFY, YES.

THAT WAS MY REQUEST.

QUICK QUESTION, DO WE HAVE ANY  
BOARD POLICY NOW REGARDING  
CERTIFICATES, PRESENTATIONS,  
PRINTING OF CERTIFICATES,  
REQUESTING OF CERTIFICATES?

>> WE HAVE AN OPERATIONAL  
PROCEDURE FOR THE BOARD, IT'S  
NOT BOARD POLICY AS COLLEGE,  
IT'S AN OPERATIONAL PROCEDURE  
TO REQUEST A CERTIFICATE, SO  
WHAT THIS WILL DO IS FOR THE  
BOARD TO REVIEW AND DECIDE  
WHETHER OR NOT YOU WANT TO  
MODIFY YOUR OWN PROCEDURE, IT'S  
NOT A --

>> IS IT AN UNWRITTEN PROCEDURE?

>> NO, IT'S A WRITTEN PROCEDURE.

I THINK IT WAS SENT BY CHERYL  
MAYBE LAST WEEK AGAIN AS A  
REMINDER.

WE CAN GET YOU ANOTHER COPY,  
BUT ESSENTIALLY DESCRIBE THE  
STEPS THAT ANY TRUSTEE WILL

TAKE IN ORDER TO SOLICIT A  
CERTIFICATE, WHAT IS MISSING  
OUT OF THAT AT THIS PARTICULAR  
MOMENT IS A NOTIFICATION TO  
EVERYONE, THE CERTIFICATE WAS  
PRINTED AND PRESENTED.

>> AND I GUESS THAT'S WHERE MY  
QUESTION COMES IN AND MY  
CONCERN.

THIS STEMS FROM NOT REALLY  
HAVING A PROCEDURE THAT'S  
TRANSPARENT OR INCLUSIVE OF ALL  
BOARD MEMBER, FOR EXAMPLE, AS  
IT STANDS NOW, WE HAVE BOARD  
MEMBERS WHO CAN REQUEST A  
CERTIFICATE AND PRESENT IT  
ANYWHERE, PRETTY MUCH ANYWHERE,  
AND IT DOESN'T ALLOW OTHER  
BOARD MEMBERS TO BE NOTIFIED  
THAT THERE IS GOING TO BE A  
PRESENTATION PRINTED OR SORRY,  
REQUESTED AND BEING PRESENTED  
AT -- IT COULD BE A CITY  
COUNCIL MEETING, IT COULD BE

SOME KIND OF CEREMONIAL EVENT,  
SO MY REQUEST HAD BEEN IF  
CERTIFICATES ARE PRESENTED, I  
HAVE NO PROBLEM WITH ANY BOARD  
MEMBER REQUESTING ANY  
CERTIFICATE AT ANY TIME FOR ANY  
PRESENTATION, THE ISSUE IS MORE  
OF ALLOWING THE OTHER BOARD  
MEMBERS TO BE AWARE BECAUSE IF  
THEY WOULD LIKE TO JOIN THE  
CERTAIN BOARD MEMBER IN  
PRESENTATION OF THE  
CERTIFICATE, ESPECIALLY IF IT  
INVOLVES A CITY THEY REPRESENT,  
I THINK IT WOULD BE GOOD  
COLLEGIALITY, IT WOULD BE  
TRANSPARENT, IT WOULD BE  
00:33:14  
INCLUSIVE, THAT AS PART OF  
THAT, THAT THE SECRETARY  
PRINTING OUT THE CERTIFICATE  
JUST INFORMS THE ENTIRE BOARD  
ON THIS DAY, THIS -- YOU  
KNOWER, THIS CERTIFICATE WILL

BE PRESENTED BY SUCH AND SUCH  
TRUSTEE, IF YOU WOULD LIKE TO  
ATTEND, AND THAT'S PRETTY MUCH  
THE EXTENT OF MY REQUEST, AND I  
GUESS MY CONCERN IS DOES THIS  
REALLY HAVE TO GO TO THE BOARD  
POLICY COMMITTEE, DO WE REALLY  
HAVE TO CREATE ANYTHING INSTEAD  
OF -- TO ME, IT SEEMS LIKE  
COMMON SENSE PROTOCOL  
ESPECIALLY BECAUSE IT INVOLVES  
PRESIDENT STAFF, IT'S NOT  
ANYTHING TO DO WITH US  
NECESSARILY, I KNOW THE  
QUESTION IS, I KNOW DR. FIERRO,  
YOU WANTED SOME FEEDBACK, IF WE  
POLL THE BOARD AND SEE WHAP  
THEY WANT AND WE CAN FOCUS ON  
BOARD POLICIES THAT FOCUS ON  
STUDENT SUCCESS AND WE CAN  
FOCUS ON THAT INSTEAD OF  
PROLONGING THIS AND MEANWHILE  
WE HAVE SOME BOARD  
MEMBERS THAT DON'T REALLY KNOW

THAT CERTIFICATES ARE BEING  
PRESENTED IN THEIR CITIES.

>> POINT WELL TAKEN.

IT COULD BE TWO WAYS AS I SEE  
IT, ONE, IT COULD GO FOR THE  
COMMITTEE TO REVIEW IT OR IT  
COULD BE AS EASY, THERE IS THE  
LANGUAGE I WANT, I'LL TAKE  
CHERYL TOMORROW, SHE REVISES  
THE DOCUMENT, WE SEND IT BACK  
TO YOU AND YOU CAN SAY, YES,  
YOU LIKE IT AND THAT'S ABOUT IT  
BECAUSE IT'S NOT REALLY A  
COLLEGE POLICY OR PROCEDURE, IT'S  
AN OPERATIONAL DIRECTION OF  
HOW YOU AS BOARD MEMBERS WILL  
REQUEST A CERTIFICATE, SO  
EITHER DIRECTION, WE CAN MAKE  
IT WORK.

>> BUT WE CAN'T CHANGE THE  
LANGUAGE TODAY WITH THIS ITEM,  
IT'S JUST A SIMPLE  
CONSIDERATION.

>> IT CAN BE AMENDED.

>> YEAH, YOU COULD.

>> IT'S THE SAME ITEM, YOU JUST  
GIVE ME --

>> SO, MY ONLY QUESTION IS WHEN  
DOES THE POLICY COMMITTEE MEET,  
AND THEN MY CONCERN IS MORE  
ABOUT STABILITY IN TERMS OF  
THE TURN-OVER WE MAY HAVE AS A  
BOARD, SO I THINK IF WE ADDRESS  
IT NOW, THAT'S SOMETHING THAT  
MOVING FORWARD WITH THE COLLEGE  
AND THE BOARD MEMBERS THAT  
COME ON BOARD CAN OBVIOUSLY  
AMEND IT AND CHANGE IT AS THEY  
SEE FIT BUT I THINK WE SHOULD  
HAVE SOMETHING ESTABLISHED  
BECAUSE I THINK AGAIN, IT'S A  
PROCESS, IT'S A PROCESS, SO I  
THINK IF WE'RE LOOKING AT WHAT  
IS IT THAT WE WANT TO DO, AT  
LEAST PUT IT IN WRITING, THAT  
WAY EVERYBODY KNOWS AND IT'S A  
STANDARD PROCEDURE, AND NEW  
MEMBERS AS THEY COME ON BOARD,

THEY CAN CERTAINLY LOOK AT  
THOSE AND REVISE THEM AS THEY  
SEE FIT, BUT I WOULD BE MORE  
INCLINED TO HAVE IT MOVE  
FORWARD TO THE POLICY COMMITTEE  
AND, AGAIN, [INAUDIBLE].

>> YEAH, I THINK IT'S JUST A  
PROFESSIONAL COURTESY, BUT ALSO  
I WONDERED ALSO ABOUT THE BROWN  
ACT, DO YOU HAVE TO HAVE MORE  
THAN THREE PEOPLE THERE, DO YOU  
HAVE TO NOTIFY IT AS A  
MEETING.

>> POLICY PROVISIONS.

>> WHETHER YOU GO TO PRESENT  
THE CERTIFICATE.

>> THAT'S NOT AN ISSUE.

>> THAT WAS MY QUESTION BECAUSE  
I HAVEN'T ASKED MORE THAN  
THREE, MORE THAN MYSELF AND TWO  
OTHERS TO GO TO AN EVENT  
BECAUSE I WASN'T SURE LEGALLY  
ABOUT THE BROWN ACT, HAVING THE  
MAJORITY OF THE BOARD THERE TO

PRESENT, I WAS JUST BEING  
CAUTIOUS, BUT I THINK IF  
THERE'S A WAY THAT EVERYBODY  
WANTS TO GO IF THEY WANT TO,  
WOULD BE GREAT.

>> IN THE PAST, WE'VE GONE TO  
COUNCIL MEETINGS AND YOU HAD  
CERTAIN BOARDS PRESENT AT  
CERTAIN MEETINGS.

>> I'LL LOOK AT THE BROWN ACT  
UNLESS YOU'RE ACTIVELY  
DISCUSSING THIS, BUT IN THE  
SAME ROOM AT AN EVENT IS NOT A  
PROBLEM, THAT SHOULDN'T BE AN  
ISSUE.

>> I WASN'T SURE.

>> SO, IS THERE TIED TO ANY  
BOARD POLICY THAT NEEDS TO BE  
AMENDED OR ADDED ON?

>> AGAIN, JUST TO MAKE THE  
DIFFERENTIATION OF WHAT IS  
BOARD POLICY, BOARD POLICY IS  
WHAT IT WILL RUN THE COLLEGE,  
THIS IS AN OPERATIONAL

PROCEDURE FOR YOU, THE BOARD,  
AND AS A DOCUMENT, IT WOULD BE  
TO MODIFY THAT DOCUMENT AND  
REDISTRIBUTE TO ALL OF YOU AND  
I WILL SUBJECTING TO TAKE IT A  
STEP FURTHER AND ADD IT TO THE  
NEW TRUSTEE HANDBOOK THAT MYA  
PUT TOGETHER AND THAT WE SENT  
OUT PROBABLY IN DECEMBER SO WE  
CAN ADD THAT AS AN  
INFORMATIONAL ITEM.

>> I THINK THAT'S A GREAT IDEA.  
WHY WOULD THE BOARD POLICY BE  
BOGGED DOWN WITH AN OPERATIONAL  
HANDOUT?

>> IT IS POLICY.

>> OPERATIONAL PIECE OF PAPER  
THAT TELLS YOU WHAT HAPPENS,  
THAT'S MY POINT.

MY POINT IS DO WE REALLY NEED  
TO GO THROUGH ALL THESE STEPS  
VERSUS IF YOU WANT TO ASK ALL  
THE BOARD MEMBERS IF THEY'RE IN  
AGREEMENT THAT THIS IS

00:38:13

SOMETHING PROMOTES COLLEGIALLY  
AND FRANCE PLAINER AND I, THEN  
WE AGREE MOVING FORWARD, WE DO  
THAT, THAT'S MY QUESTION.

IT'S NOT A BOARD POLICY THAT  
WE NEED TO FIX OR AMEND.

>> WHATEVER IS THE PLEASURE OF  
THE BOARD.

>> THE BOARD POLICY COMMITTEE  
HAS BEEN TASKED WITH REVIEWING  
BOARD POLICIES.

AND IT'S NOT A BOARD POLICY PER  
SE TO DO THAT, SO I WOULD TEND  
TO BE IN AGREEMENT THEN, WE CAN  
JUST DIRECT AS WE WOULD FOR ANY  
OTHER STAFF MEMBER TO SAY, YOU  
KNOW, SOMETHING ELSE ABOUT  
OTHER COLLEGES, THERE'S MORE OF  
A DIRECTION.

>> SO, I GUESS TO SAVE TIME,  
DR. , WOULD YOU LIKE TO HEAR  
FROM ALL BOARD MEMBERS IF WE'RE  
ALL IN AGREEMENT OR NOT AND

THEN WE'RE DONE.

>> IS THERE ANYBODY WISHING TO  
ADD THEIR COMMENTS TO THE  
DISCUSSION?

I WILL ADD MY OWN, SEEING THAT  
I AGREE THAT WE SHOULD BE AT  
LEAST AWARE OF WHAT OTHER BOARD  
MEMBERS ARE GOING ON, ATTEND IT  
WITH THEM BUT TO AT LEAST KNOW  
WHAT'S GOING ON SO WE CAN KEEP  
EACH OTHER ACCOUNTABLE AS TO  
WHAT'S GOING ON AND I CAN'T  
IMAGINE ANY BOARD MEMBER GIVING  
A CERTIFICATE TO SOMEONE WHO IS  
STRONGLY CONTROVERSIAL THAT WE  
WOULD HAVE STRONG OBJECTIONS  
AND SAY NO.

MOST CERTIFICATES ARE GIVEN TO  
ANNIVERSARIES OF ELEMENTARY  
SCHOOL OR A RETIRING COUNCIL  
PERSON, THAT'S SOMETHING THAT  
SHOULD BE CELEBRATED BY THE  
COMMUNITY AND JUST KEEPING  
AWARE OF WHAT'S GOING ON

INCLUDES THE TRANSPARENCY NOT ONLY FOR THE PUBLIC BUT ALSO FOR EACH OF US AS A BODY OURSELVES, SO I WOULD AGREE WITH THAT.

>> THANK YOU.

>> IS THERE ANY OTHER COMMENTS?

>> I'LL TAKE CARE OF IT TOMORROW.

>> THANK YOU.

>> FANTASTIC.

NUMBER 49, CONSIDERATION OF APPROVAL OF BOARD MEMBER COMPENSATION INCREASE, IT IS RECOMMENDED THE BOARD OF TRUSTEES APPROVE A 5% INCREASE OF THE COMPENSATION OF INDIVIDUAL BOARD MEMBERS EFFECTIVE JULY 1, 2015.

>> YES, IF I MAY, JUST TO JOG YOUR MEMORY, WHETHER WE WERE DOING THE NEGOTIATION PROCESS WITH THE DIFFERENT GROUPS, THE BOARD TOOK THE DECISION OF

POSTPONING THE SALARY INCREASE,  
IT'S PRESENTED EVERY YEAR, YOU  
TOOK THE DECISION TO POSTPONE  
IT UNTIL WE HAD SETTLED WITH  
ALL GROUPS AND WE SETTLED WITH  
ALL GROUPS, OBVIOUSLY SIX  
MONTHS AGO NOW, SO THIS IS  
ESSENTIALLY A RETROACTIVE  
ACTION THAT YOU ARE TAKING IN  
ORDER TO RECEIVE YOUR 5%  
COMPENSATION RATE AND AFTER  
THAT, YOU WILL BE ELIGIBLE TO  
THE SAME 2.5 AS EVERYONE ELSE,  
YOUR CURRENT POLICY TIES YOUR  
RAISES TO THE RAISES OF FACULTY  
AND NO HIGHER THAN 5% PER YEAR,  
SO THE 5% YOU SEE HERE IS YOUR  
RETROACTIVE INCREASE JUST LIKE  
THE RETROACTIVE INCREASE ALL  
GROUPS RECEIVED.

YES?

>> I MEANT TO TABLE THIS ITEM  
UNTIL NEXT YEAR.

>> IS THERE A SECOND?

>> BEFORE I -- YOU TALK ABOUT  
IT, I WOULD LIKE TO CLARIFY IT.  
I WILL HAVE TO CHECK IF THERE  
IS AN EXPIRATION PERIOD ON A  
RESOLUTION THAT WE PASSED IN  
ORDER TO BE ABLE TO PAY  
RETROACTIVE TO THE EMPLOYEE  
GROUPS, THE BOARD PASSED A  
RESOLUTION TO KEEP OUR BUDGET  
OPEN TO BE ABLE TO GO BACK AND  
DO THE SALARY INCREASES SO I  
WILL HAVE TO CHECK BEFORE YOU  
VOTE ON POSTPONING THE ITEM  
THAT YOU COULD VOTE YES IN THE  
FUTURE AND RECEIVE YOUR  
COMPENSATION, WE WILL HAVE TO  
CHECK.

IS THERE AN EXPIRATION TO THE  
RESOLUTION OF EXTENDING THE  
SALARY INCREASES IF THEY WERE  
TO CONSIDER THE SALARY INCREASE  
NEXT YEAR GOING RETROACTIVE TWO  
YEARS RATHER THAN ONE?  
PHILIPPE?

OKAY.

>> IS THERE A SUFFICIENT SECOND?

SEEING NO SUFFICIENT SECOND,

THE MOTION FAILS.

IS THERE ANOTHER MOTION ON THE

TABLE OR DISCUSSION ON THIS

ITEM?

>> A MOTION TO APPROVE.

>> IS THERE A SECOND?

>> I ASK FOR A ROLL CALL VOTE.

>> ROLL CALL VOTE BEING ASKED

FOR.

>> TRUSTEE PATRON?

>> ABSTAIN.

>> TRUSTEE AVALOS?

>> YES.

>> TRUSTEE CAMACHO- RODRIGUEZ?

>> YES.

>> TRUSTEE DRAYER.

>> NO.

>> TRUSTEE LEWIS?

>> AYE.

>> TRUSTEE LIU?

>> YES.

>> TRUSTEE PEREZ?

>> [INAUDIBLE].

>> TRUSTEE SALAZAR?

>> NO.

>> AND THE MOTION CARRIES.

>> ITEM NUMBER 50,

CONSIDERATION OF APPROVAL OF

BOARD ADVISORY COMMITTEE

MEMBERSHIP.

PLEASE BE NOTICED THAT THIS

ITEM HAS BEEN REVISED AS WAS

ORIGINALLY SENT OUT AND IT IS

RECOMMENDED THAT THE BOARD OF

TRUSTEES APPROVE THE MEMBERSHIP

FOR THE BOND CONSTRUCTION AND

BOARD POLICY REVIEW BOARD

ADVISORY COMMITTEES IN

ACCORDANCE WITH BP2220, NO

FISCAL IMPACT.

>> I HAVE A QUESTION.

>> IS THERE A SECOND.

>> SECOND.

>> OKAY, YOU MOVED MARTHA AND

MARISA AROUND AND SO I HAVEN'T

SERVED ON COMMITTEES WITH  
MARISA BEFORE BECAUSE OF HER  
SCHEDULE, I KNOW WE COULDN'T  
START UNTIL 3:30 BECAUSE I  
TEACH, NOW THAT WE START A  
LITTLE LATER, I DON'T KNOW IF  
MARISA CAN MEET WITH US WITH  
OUR SCHEDULES ON A WEDNESDAY IF  
THAT WOULD WORK, LIKE  
SCHEDULE-WISE, OTHERWISE, I  
KNOW CARMEN IS ON A COMMITTEE,  
SO I DON'T KNOW IF THE  
SCHEDULES WOULD MESH WITH  
[INAUDIBLE] TEACHING SCHEDULE  
AND MINE.

>> WELL, WE DO LIVE IN THE 21ST  
CENTURY AND THAT MEETING TIME  
COULD ALSO INCLUDE A  
TELECONFERENCE AND SKYPING AND  
OTHER VIDEO CALLS TO MAKE THAT  
POSSIBLE, SO THESE ARE THE  
PEOPLE THAT ARE RECOMMENDED TO  
BE APPOINTED BY THE COMMITTEE  
AND THAT CAN BE WORKED OUT BY

EACH OF THE INDIVIDUAL  
COMMITTEES THEMSELVES FOR THEIR  
SCHEDULES AND HOW OFTENER AND  
WHEN THEY DO THAT.

IS THERE A MOTION ON -- I'LL  
ENTERTAIN A MOTION.

YOU DID.

>> WE DID.

>> IS THERE ANY OBJECTION TO  
THIS MOTION?

SEEING NONE, THE ITEM PASSES.

NUMBER 51, CONSIDERATION OF  
APPROVAL OF NOMINEE FOR CCCT  
BOARD ELECTION.

IT IS RECOMMENDED THE BOARD OF  
TRUSTEES CONSIDER NOMINATING AN  
INDIVIDUAL TO SERVE ON THE  
CALIFORNIA COMMUNITY COLLEGE  
TRUSTEES BOARD, WHICH HAS AN  
ELECTION AND WHICH ONE VOTE PER  
COLLEGE BOARD THROUGHOUT THE  
STATE OF WHICH THERE ARE HOW  
MANY DISTRICTS?

>> 32.

>> 72 DISTRICTS, SO THAT VOTE  
WILL BE COMING UP AND IS THERE  
ANYBODY THAT WOULD LIKE TO  
NOMINATE ANYONE IN PARTICULAR?

>> I WOULD LIKE TO NOMINATE  
MARISA PEREZ.

>> DO YOU ACCEPT THIS  
NOMINATION, MARISA?

>> I WOULD LIKE TO NOMINATE  
MARTHA CAMACHO RODRIGUEZ?

>> SECOND.

>> ALRIGHT.

MARTHA, WOULD YOU ACCEPT THIS  
NOMINATION?

>> [INAUDIBLE].

>> OKAY.

>> HOW MANY CAN YOU NOMINATE?  
YOU DIVIDE YOUR VOTE.

>> WELL, IT'S NOT A REQUIREMENT  
THAT --

>> WE CAN NOMINATE TWO

>> ESSENTIALLY, THE CCCT IS THE  
GROUP OF BOARD OF TRUSTEES THAT  
REPRESENT ALL THE TRUSTEES IN

THE STATE AND EACH TRUSTEE  
REPRESENTING AN AREA GROUP, SO  
IT'S SIMILAR TO THE CCCEO  
BOARD THAT REPRESENTS ALL THE  
PRESIDENTS AND CHANCELLORS IN  
THE STATES SO FOR INSTANCE I  
SERVE ON THAT BOARD AND I  
REPRESENT AREA 7, WHATEVER, I  
THINK 9 DISTRICTS AND THIS WILL  
BE THE EQUIVALENT TO THAT, SO  
YOU WILL RUN AND GET THE VOTES  
OUT OF YOUR AREA, SO EACH  
COLLEGE TRADITIONALLY PUTTING  
ONE TRUSTEE FORWARD IN ORDER TO  
GET SUPPORT FROM THE OTHER  
COLLEGES TO BE ELECTED SO IF WE  
WERE TO NOMINATE TWO PEOPLE, WE  
WOULD PROBABLY WILL NOT GET  
ENOUGH TRACTION TO GET AT LEAST  
ONE OF YOU IN THE COMMITTEE AND  
IF WE CAN GET ONE TRUSTEE FROM  
THIS COLLEGE IN THE COMMITTEE,  
IT WOULD BE HELPFUL.  
YOU GET INFORMATION FIRSTHAND

AND IF I'M RE-ELECTED WHEN I  
WILL BE UP FOR ELECTION AT THE  
END OF THE ACADEMIC YEAR, IT  
WILL BE BETTER TO HAVE THAT  
SUPPORT IN THE TWO BOARDS AS WE  
MOVE DIFFERENT INITIATIVES.

>> I HAVE A QUESTION, AS I  
RECALL IN OUR PREVIOUS VOTES  
FOR CCCT, WE VOTE FOR 10 PEOPLE  
THROUGHOUT THE STATE, WE PUT  
THEIR NAMES IN OR HAVE PUT IN  
THEIR NAMES BY THE PROSPECTIVE  
BOARD, SO TECHNICALLY SPEAKING,  
IT IS POSSIBLE THAT COLLEGES  
CAN VOTE FOR TWO OF US,  
ALTHOUGH UNLIKELY PERHAPS, IT  
IS TECHNICALLY POSSIBLE SO WE  
CAN IF THE BOARD DECIDES TO  
NOMINATE TWO PEOPLE, AND SO  
INSTEAD OF GOING AS WE WOULD  
FOR BOARD OFFICERS AND  
[INAUDIBLE] OF NOMINATION, I  
WOULD LIKE TO ASK THE QUESTION  
OF THE BOARD WHETHER OR NOT YOU

WOULD LIKE TO NOMINATE TWO  
PEOPLE.

SURE, YES, PLEASE.

>> IT'S ONLY ONE PERSON PER  
COLLEGE CAN SERVE ON THE BOARD  
ACCORDING TO THE BYLAWS, EVEN  
IF WE WANTED TO NOMINATE SIX  
PEOPLE, ONLY ONE MEMBER CAN  
REPRESENT THE COLLEGE AT THE  
TIME, SO I DON'T KNOW WHAT THE  
NUMBER -- HOW MANY BOARD  
MEMBERS ARE ON THERE RIGHT NOW,  
BUT IT'S ONLY ONE PER COLLEGE.  
THAT'S JUST TO ANSWER THAT  
QUESTION.

>> BUT TECHNICALLY, WE COULD  
NOMINATE MORE.

I THINK IT WOULD SHOW A SIGN OF  
HEALING ON THE BOARD BECAUSE OF  
MAJOR CONCERNS.

I THINK FOR THE ATTEMPT OF  
HEALING, I APPRECIATE HIM  
THROWING THAT FORWARD, THAT  
WOULD BE A SIGN OF A STEP IN

THE RIGHT DIRECTION FOR THIS BOARD TO GET US READY FOR A CAMPAIGN AND FOR OTHER THINGS, SO I SUPPORT THE IDEA OF TWO PEOPLE, THAT WOULD MAKE ME FEEL A LOT BETTER.

>> IS THERE ANY OTHER COMMENTS REGARDING THIS DILEMMA THAT WE FIND OURSELVES IN?

>> AGAIN, YOU KNOW, YOU COULD AS YOU MENTIONED PUT TWO NAMES FORWARD BUT ONLY ONE OF YOU COULD ACTUALLY WIN AND GIVEN THE [INAUDIBLE] IF SOMEONE FROM THIS BOARD WANTED TO PRESENT YOUR ADS INCREASE IF YOU HAVE ONE OR MANY, SO YOU COULD GO TWO, RIGHT, BUT --

>> WE COULD NOMINATE TWO PEOPLE, BUT THE QUESTION IS WHAT IF WE BOTH WIN?

>> THEN YOU CAN'T --

>> WHO GETS THE MOST VOTES WOULD BREAK THE TIE.

>> IF I COULD SPEAK TO THAT, SO  
JUST BECAUSE PEOPLE MAY NOT BE  
FAMILIAR WITH THE PROCESS, WE  
HAVE TO RUN FOR THIS POSITION  
AND YOU HAVE TO RUN A CAMPAIGN  
IS THE BEST WAY TO DESCRIBE IT  
WITH ALL THE MEMBERS OF THE  
COMMUNITY COLLEGE LEAGUE AND,  
AGAIN, I THINK IT'S SOMETHING  
THAT IT'S EASIER IF YOU ALREADY  
HAVE SOME PEOPLE WHO ARE IN  
SUPPORT OF YOU AND WERE GOING  
TO VOTE FOR YOU, THAT'S HOW IT  
IS, I KNOW LAST TIME, WE TRIED  
TO GET TRUSTEE AVALOS ON IT AND  
IT IS AN UPHILL BATTLE BECAUSE  
WE HAVE NOT HAD SOMEBODY FROM  
CERRITOS COLLEGE ON THE BOARD  
NOW, SO I THINK WHATEVER  
CANDIDATE IS GOING TO BE ABLE  
TO -- WHOEVER WE CHOOSE IS FINE  
WITH ME, BUT THAT PERSON NEEDS  
TO BE ABLE TO RUN A CAMPAIGN TO  
GET ELECTED, IF NOT, WE'RE NOT

GOING TO BE SUCCESSFUL IN  
GETTING SOMEBODY TO REPRESENT  
THE COLLEGE AND I THINK AGAIN  
IT'S A POLICY BOARD, I GUESS  
THAT'S THE BEST WAY TO DESCRIBE  
IT, SO I THINK THAT'S WHY I  
THINK WE WOULD BENEFIT AS A  
COLLEGE TO HAVE THAT BECAUSE  
THEN WE WOULD KNOW MORE DETAILS  
OF INFORMATION ON THE POLICY  
CHANGES THAT ARE COMING FROM A  
CHANCELLOR'S OFFICE AND TO BE  
ABLE TO EDUCATE OUR BOARD ABOUT  
THAT AS WELL AS OUR COMMUNITY  
COLLEGE, SO THAT'S MY ONLY  
COMMENT ON THAT.

IT'S MORE THAN JUST PUTTING  
YOUR -- IF YOU WANT TO WIN,  
IT'S MORE THAN JUST PUTTING  
YOUR NAME ON THERE, WE NEED TO  
RUN A STRUCTURED CAMPAIGN, SO  
THANK YOU.

>> I THINK ZURICH'S THING IS A  
WIN, WIN FOR THE BOARD, DO WE

WANT TO WIN, WIN FOR A BOARD TO  
BE A 7 MEMBER MAJORITY OR 4-3  
MAJORITY, DO WE WANT A WIN, WIN  
OR WIN, LOSE AS A BOARD FIRST  
BEFORE WE GO ON TO THE STATE  
LEVEL.

ARE YOU WILLING TO COMPROMISE,  
ZURICH IS WILLING TO  
COMPROMISE, I THINK WE NEED TO  
SOLVE THAT BEFORE WE GO TO A  
HIGHER LEVEL.

>> I REALLY APPRECIATE ZURICH.

>> LET ME CLARIFY WHAT I'M  
LOOKING FOR AT THE RESOLUTION  
OF THIS ITEM IS THAT WE WANT TO  
WIN FOR THE COLLEGE.

THE BOARD CAN HAVE ITS  
CONTROVERSIES HERE AND THERE,  
BUT ULTIMATELY THE PEOPLE THAT  
WE SERVE, THE PEOPLE OF OUR  
DISTRICTS AND THE PEOPLE OF  
THIS COLLEGE NEED TO BE BEST  
SERVED BY WHATEVER HAPPENS HERE  
TONIGHT AND I THINK THAT JUST

AS MARISA POINTED OUT, WE HAVE NOT HAD CERRITOS REPRESENTATION ON THE CCCT BOARD PRESENTS AN OPPORTUNITY FOR US TO PUT OUR BEST FOOT FORWARD WITH SOMEONE WHO CAN PUT ALL OF THEIR CONNECTIONS AND PUT ALL OF THEIR EFFORTS INTO MAKING THIS CAMPAIGN HAPPEN AND GIVE US THE BEST ODDS OF WINNING SUCH A SEAT BECAUSE WHEN WE HAVE REPRESENTATION ON THE CCCT BOARD, WE HAVE THAT ONE VOICE THAT SPEAKS FOR REALLY NOT ONLY JUST OUR COMMUNITY COLLEGE BUT ALSO FOR OUR REGION AND FOR OTHER STUDENTS THAT ARE TECHNICALLY SPEAKING OUTSIDE OF OUR COMMUNITY COLLEGE DISTRICT, AND SO I WOULD THINK THAT WHILE I WOULD LOVE TO, YOU KNOW, NOMINATE BOTH OF YOU, IT IS TECHNICALLY POSSIBLE THAT WE CAN DO THAT.

I WOULD THINK THAT WE NEED TO  
CHOOSE ONE PERSON TO PUT OUR  
BEST FOOT FORWARD AND  
UNFORTUNATELY WE DO HAVE TO  
MAKE A CHOICE, BUT AT THE END  
OF THE DAY, WHOEVER WE DO  
CHOOSE FROM THIS BOARD NEEDS TO  
HAVE THE SUPPORT OF THE ENTIRE  
BOARD WHEN THE VOTING DOES COME  
AND THE SUPPORT OF THE ENTIRE  
BOARD DURING THE CAMPAIGN SO WE  
CAN SPEAK AS ONE VOICE TO OUR  
FRIENDS AND OUR COLLEAGUES IN  
OTHER COMMUNITY COLLEGES SO  
THAT THEY CAN VOTE FOR US AND  
GET US ON TO THE CCCT BOARD.

BEFORE I GET TO YOU, MR.

DRAYER, IS THERE ANYONE ELSE  
WHO WOULD LIKE TO SPEAK ON THIS  
ISSUE?

>> I WOULD RECOMMEND A ROLL  
CALL VOTE FOR THE NAM NATION.

>> WITH WE GET TO THAT.

>> OKAY.

>> WELL, TO HEAL THE BOARD OR  
TO REPRESENT THE WHOLE BOARD,  
EVERY SINGLE CANDIDATE HAS TO  
BE WILLING TO TALK TO ALL THE  
REPRESENTATIVES OF THE 7  
DISTRICTS AND THIS BOARD OPENLY  
AND HONESTLY WITH THE OPEN DOOR  
POLICY.

IF WE CAN'T HAVE THAT, THERE  
CAN'T BE 7 MEMBERS SUPPORT,  
THERE'S A CANDIDATE THAT WON'T  
SPEAK TO ALL THE BOARD MEMBERS  
SO I ASK THAT SHE DISQUALIFY  
HERSELF UNLESS SHE IS WILLING  
TO HAVE AN OPEN DOOR POLICY  
AGAIN, OR CAN I CAMPAIGN  
AGAINST --

>> THANK YOU, MR. DRAYER.

>> IF SHE'S NOT GOING TO HAVE  
AN OPEN DOOR POLICY BECAUSE  
SHE'S NOT GOING REPRESENT ALL  
OF US AND OUR COMMUNITIES.

>> I APOLOGIZE AND THIS ISN'T  
WHAT I LIKE TO DO IS TO AIR THE

BOARD'S DIRTY LAUNDRY, TRUSTEE  
DRAYER HAS ONLY BEEN DIRECTED  
TO COMMUNICATE WITH ME AT THE  
BOARD LEVEL, AND HE KNOWS WHY I  
DON'T COMMUNICATE WITH HIM, YOU  
KNOW WHAT HAPPENED AT MY HOUSE  
AND YOU KNOW WHAT THE SHERIFF  
CALLED YOU AND TOLD YOU.

I WAS THIS CLOSE TO FILING A  
RESTRAINING ORDER AGAINST YOU  
FOR CONTINUING TO HARASS ME,  
SHOWING UP AT MY HOUSE IN THE  
EVENING HARASSING MY FAMILY.

>> NEW YORK CITY I DID NOT.

>> IT WAS VERY CLEAR.

THEN I WILL BRING A COPY OF THE  
POLICE --

>> HE TOLD ME TO TALK TO YOU IF  
I HAD A CONCERN.

>> I ATTEMPTED TO --

>> NO, YOU ATTEMPTED TO HARASS  
ME, AND THE DEPUTY CALLED YOU  
AND TOLD YOU THAT ANY SORT OF  
COMMUNICATION YOU WANT TO HAVE

WITH ME HAS TO BE DONE HERE AT  
THE BOARD.

IT'S VERY CLEAR, TRUSTEE  
DRAYER, AND I KNOW YOU KNOW  
THAT BECAUSE YOU HAVE NOT  
COMMUNICATED WITH ME VIA  
E-MAIL, TEXT MESSAGE, SINCE  
THEN, SO IF YOU WANT TO TALK TO  
ME, I'M OPEN TO TALKING TO YOU  
HERE AT THE BOARD MEETING BUT I  
WILL NOT HAVE YOU COME TO MY  
HOUSE IN THE EVENING WHEN I  
HAVE THREE SMALL CHILDREN, I  
DON'T WANT YOU HARASSING THEM  
ANYMORE.

>> NO, I DID NOT, I WANTED TO  
TALK TO YOU ABOUT SOMETHING  
THAT CHANGED.

DR. ZURICH ENCOURAGED ME TO  
TALK TO BOARD MEMBERS I HAD  
CONCERNS WITH.

>> SO, I GUESS THE ONLY THING  
IS AND YOU KNOW, I WANT TO  
SUPPORT OUR NEW COLLEAGUE, MS.

CAMACHO IN THE LEARNING  
PROCESS, I WANT TO SAY ON TO BE  
ON THE CCCT BOARD, IT WOULD BE  
GREAT IF YOU HAD MORE  
EXPERIENCE IN TERMS OF HOW  
POLICY IS MADE AT THAT LEVEL  
AND WHAT HAPPENS IN TERMS OF  
JUST UNDERSTANDING THE BOARD  
DYNAMICS AND REALLY JUST  
UNDERSTANDING -- AND GAIN A  
FEEL FOR BEING A TRUSTEE AT A  
COMMUNITY COLLEGE BOARD AND  
THAT'S NOT TO BE DISRESPECTFUL,  
I'M JUST TRYING TO LOOK AT WHAT  
I THINK IS GOING TO BE ABLE  
TOED SUPPORT WHOEVER WE DECIDE  
TO MOVE FORWARD IN THIS  
PROCESS, SO YOU KNOW, I WOULD  
CERTAINLY LIKE TO MOVE FORWARD  
WITH THIS AND RECOGNIZING THAT  
MR. DRAYER HAS OTHER CONCERNS,  
THAT'S SOMETHING I DON'T HAVE A  
PROBLEM DISCUSSING AS AN ITEM  
AT A RETREAT, NOT NECESSARILY

HERE AT THE BOARD TABLE, SO YOU  
KNOW, I'M READY TO TAKE A VOTE.

>> ALRIGHT.

>> CAN I SAY SOMETHING, I WANT  
TO MAKE A REQUEST, MAYBE BOTH  
NOMINEES CAN GIVE A LITTLE COUPLE  
OF MINUTES OF HOW THEY WOULD  
CAMPAIGN OR IF THEY'RE GOING TO  
CAMPAIGN AND WHAT IS THE BEST  
CANDIDATE, AND WITH KIND OF THE  
DISPLAY WE'RE WATCHING, MAYBE  
IT'S NOT THE TYPE TIME TO HAVE  
ANY REPRESENTATION AT THE CCCT  
TIME AT THIS TIME AND MAYBE  
FOCUS ON BOARD RELATIONS SO  
INSTEAD OF FOCUSING ON  
STATEWIDE ELECTIONS, MAYBE  
FOCUS MORE ON OUR OWN BOARD,  
BUT I WOULD REQUEST THAT WE  
HEAR FROM BOTH OF THEM.

>> TRUSTEE PEREZ?

>> THANK YOU, AGAIN, I  
APOLOGIZE FOR HAVING TO SHARE  
THE BOARD'S DIRTY LAUNDRY, IT'S

NOT SOMETHING I WANT TO DO, I  
DON'T THINK IT'S PROFESSIONAL  
AT ALL BUT I'M TIRED OF TRUSTEE  
DRAYER'S ACCUSATIONS, IT NEEDS  
TO STOP, IT NEEDS TO STOP FOR  
THE GOOD OF THE BOARD, YOU KNOW.  
IT'S BEEN GOING ON FOR TOO MANY  
MONTHS NOW.

JUST GOING BACK TO CHAIR  
PRESIDENT LEWIS' REQUEST, I'VE  
BEEN ENCOURAGED BY MANY OF MY  
COLLEAGUES AND OUR NEIGHBORING  
COMMUNITY COLLEGE DISTRICTS TO  
RUN FOR THIS POSITION, IT WAS  
REALLY NOT ON MY RADAR AND A  
COUPLE OF PEOPLE SAID, HEY, YOU  
KNOW, HAVE YOU THOUGHT ABOUT  
RUNNING BECAUSE WE COULD REALLY  
USE A CANDIDATE FROM OUR  
PORTION OF L.A. COUNTY, WE DO  
HAVE SOMEBODY ALREADY I BELIEVE  
AT EL CAMINO COLLEGE AND IT  
WOULD BE NICE TO HAVE SOMEBODY  
ELSE, THAT'S THE REASON I'M

INTERESTED, EVERYBODY KNOWS MY  
DEGREE IS IN PUBLIC POLICY AND  
MASTERS IN PUBLIC POLICY, SINCE  
I GRADUATED FROM USC AND  
THAT'S MORE OF MY BACKGROUND.  
I THINK I WOULD BE ABLE TO  
BRING GOOD SUGGESTIONS FROM  
WHAT THE CCCT BOARD DOES, ABOUT  
WHAT THEY'RE DOING AT A  
POLICY LEVEL AND BRING IT BACK  
TO THE BOARD AND SEE WHAT YOU  
GUYS THINK, SEE YOUR OPINION ON  
IT AND AGAIN, I DON'T SEE IT AS  
MY ROLE, IT'S REPRESENTING  
CERRITOS COLLEGE AND  
REPRESENTING WHAT WE THINK IS  
IN THE BEST INTEREST OF OUR  
STUDENTS SO AGAIN, I'VE ALREADY  
BEEN ENCOURAGED BY MANY OF MY  
COLLEAGUES, I'M GOING TO WORK  
HARD TO GET ENOUGH VOTES TO GET  
ON THE BOARD AND THAT WILL BE  
MY JOB IS TO REPRESENT THE  
COLLEGE AND THE STUDENTS IF I'M

ELECTED.

>> TRUSTEE CAMACHO.

>> I'M NEW TO THE BOARD, I'VE  
BEEN A TEACHER FOR OVER 20  
YEARS AND I FEEL AS AN EDUCATOR  
WE ARE USUALLY THE LEAST LIKELY

01:01:43

TO SIT AT THE TABLE TO MAKE  
POLICY, SO I THINK FOR ME IT'S  
IMPORTANT IN REPRESENTING OUR  
AREAS AND OUR DISTRICTS THAT  
WE DO HAVE INDIVIDUALS  
[INAUDIBLE] AND THAT WE DO MAKE  
IT TO THAT TABLE SO THAT WE CAN  
GO AHEAD AND COME BACK INTO OUR  
COMMUNITIES AND FULFILL THEIR  
NEEDS, AND SO I FEEL ALTHOUGH  
I'M NEW HERE, I'M EXCITED, I'M  
ANXIOUS AND I FEEL THAT IF  
GIVEN THE OPPORTUNITY, THAT I  
WILL REPRESENT OUR COMMUNITY.

>> ALRIGHT, HAVING HEARD FROM  
BOTH CANDIDATES, WE WILL TAKE  
THE ROLL CALL IN ORDER OF

NOMINATIONS.

>> DOES THE [INAUDIBLE].

>> JUST AS A REMINDER, WE HAVE  
ADOPTED THE [INAUDIBLE] THE  
VOTES ARE TAKEN PER CANDIDATE,  
SO THERE'S ONLY ONE VOTE FOR  
PERSON TO ONE OF THE TWO  
CANDIDATES SIMILARLY TO HOW WE  
DO WHEN WE SELECT OFFICERS, YES.

>> WITH THAT IN MIND, COULD YOU  
PLEASE ROLL CALL.

>> TRUSTEE PATRON?

>> ABSTAIN.

>> TRUSTEE AVALOS?

>> ARE YOU ASKING FOR WHICH  
CANDIDATE?

>> THIS IS FOR TRUSTEE PEREZ?

>> YES.

>> TRUSTEE CAMACHO-RODRIGUEZ?

>> [INAUDIBLE].

>> TRUSTEE DRAYER.

>> NO.

>> TRUSTEE LEWIS?

>> AYE.

>> TRUSTEE LIU.

>> YES.

>> TRUSTEE PEREZ?

>> TRUSTEE SALAZAR?

>> NO.

>> MOTION CARRIES,

CONGRATULATIONS, MARISA, ON

YOUR NOMINATION AND BEST OF

LUCK TO YOUR CAMPAIGN AND LET

US KNOW HOW WE CAN HELP YOU GET

ON TO THAT BOARD BECAUSE IT'S

FOR THE BEST OF OUR COLLEGE,

AND THANK YOU, MARTHA, FOR YOUR

WILLINGNESS TO STEP UP.

THAT'S A BOLD THING TO DO ON

ESSENTIALLY THE FIRST MEETING TO

DO THAT AND I'M NOT SAYING

THAT'S A BAD THING NECESSARILY

BUT YOU GAVE A GREAT SPEECH AND

YOU'RE ABSOLUTELY RIGHT,

EDUCATORS ARE AMONG THE LEAST

LIKELY PEOPLE TO SIT AT THE

BOARD, BUT HERE WE ARE WITH

THREE -- WELL, FOUR EDUCATORS,

A MAJORITY OF OUR BOARD ARE EDUCATORS IN OUR COMMUNITY AT LARGE, SO I THINK WE NEED TO STEP BACK AND TAKE APPRECIATION OF THAT FACT AND THANK YOU FOR RUNNING FOR THIS BOARD IN THE FIRST PLACE AND WE LOOK FORWARD TO YOUR CONTINUED SERVICE ON THIS BOARD.

THANK YOU.

ITEM NUMBER 52, CONSIDERATION OF APPROVAL OF NON-RESIDENT TUITION FEE AND NON-RESIDENT STUDENT CAPITAL OUTLAY FEE FOR 2017-2018 AND IT IS THUS RECOMMENDED THAT THE BOARD OF TRUSTEES APPROVE THE PER UNIT NON-RESIDENT TUITION FEE OF \$234 AND THE PER UNIT NON-RESIDENT STUDENT CAPITAL OUTLAY FEE OF \$29 FOR A TOTAL OF \$263 EFFECTIVE FOR THE 2017-18 FISCAL YEAR INCLUDING THE 2017 SUMMER SESSION.

IS THERE A MOTION ON THE TABLE?

I'LL ENTERTAIN A MOTION.

IS THERE THERE'S A MOTION.

IS THERE A SECOND?

>> SECOND.

>> HAVING A SUFFICIENT SECOND,

IS THERE ANY OBJECTION TO THIS  
MOTION?

>> ABSTAIN.

>> WE HAVE ONE RECORDED

ABSTENTION.

IS THERE ANY OTHER OBJECTION OR  
ABSTENTIONS?

SEEING NONE, THE MOTION CARRIES.

NOW WE WILL MOVE ON TO REPORTS

AND COMMENTS FROM DISTRICT

OFFICIALS AND FIRST CAN WE

START WITH KAREN.

>> OKAY.

SO, I WANT TO THANK YOU TO ALL

THE TRUSTEES THAT WERE ABLE

TO MAKE IT TO OUR 2017

LEADERSHIP CONFERENCE, IT WAS

WONDERFUL BEING PRESENT THERE,

I THINK IT IT'S IMPORTANT THE  
STUDENTS MAKE A CONNECTION WITH  
THEIR LEADERS AND THOSE WHO  
ULTIMATELY DECIDE FOR THE  
COLLEGE.

I WOULD LIKE TO INTRODUCE OUR  
NEW DEAN OF STUDENT SERVICES,  
MS. ELIZABETH MILLER, IF WE CAN  
GIVE HER A ROUND OF APPLAUSE.

I KNOW I'M EXCITED THAT SHE'S  
FINALLY HERE, SO WE CAN START  
PUTTING IN SOME WORK AND START  
EXECUTES OUR INITIATIVES.

ALSO I WANT TO REMIND YOU ALL  
THAT WELCOME WEEK WILL BE  
FEBRUARY 8TH AND I WOULD  
GREATLY APPRECIATE IF YOU WERE  
PRESENT IN SUPPORTING THE CLUBS  
ON CAMPUS AND I ALSO WANT TO  
THANK YOU TO OUR PRESIDENT, OUR  
VICE-PRESIDENT AND OUR  
VICE-PRESIDENT OF HUMAN  
SERVICES FOR BEING AT THE BLACK  
HISTORY MONTH KICKOFF THIS

MORNING, I KNOW THEY ENJOYED  
THE DANCING.

AND I ALSO WANT TO THANK MYA  
WALKER AND ALL THE COUNSELORS  
AND PROFESSORS THAT WERE  
HELPING OR FACILITATING THE  
EVENT, SO THANK YOU, MYA  
WALKER, AND THAT WILL BE ALL.

THANK YOU SO MUCH.

>> I WANT TO THANK EVERYBODY  
FOR BEING HERE TONIGHT, WELCOME  
BACK FOR ANOTHER GREAT SEMESTER  
HERE AT CERRITOS COLLEGE.

THANK YOU FOR EVERYTHING YOU DO  
FOR OUR STUDENTS AND FOR OUR  
COMMUNITY.

I KNOW SO MANY OF MY FRIENDS  
ARE EXCITED TO GET BACK AND  
MANY OF THEM WERE HAPPY, THEY  
WERE GIVEN THEIR CLASSES THEY  
REQUESTED, SO THANK YOU FOR  
EVERYBODY WHO GETS READY FOR  
OUR STUDENTS.

I HAD THE PLEASURE OF

REPRESENTING CERRITOS COLLEGE  
AT THE MLK DAY ON MONDAY, IT'S  
ALSO A WONDERFUL EVENT ATTENDED  
BY MANY MEMBERS OF OUR  
COMMUNITY AND TALKED ABOUT DR.  
KING, SO I WOULD GO AHEAD AND  
CONGRATULATE THE CITY FOR  
PUTTING THIS EVENT TODD  
TOGETHER.

I ENJOYED IT AND LOOKING  
FORWARD TO CONTINUING TO  
REPRESENT THE COLLEGE AT THESE  
EVENTS, I THINK THE NEXT COUPLE  
OF MONTHS WERE VERY BUSY, WE  
HAVE [INAUDIBLE] EXCEPT FOR  
HAWAIIAN GARDENS IS LATER IN  
THE YEAR, I ENCOURAGE EVERYBODY  
TO GET OUT THERE AND HEAR ABOUT  
WHAT'S GOING ON WITH OTHER  
CITIES, I'M ALSO LOOKING GUARD  
TO THE STATE OF EDUCATION  
COMING UP NEXT FRIDAY JANUARY  
27TH SO I'M HOPING EVERYONE'S  
ABLE TO ATTEND, IT'S A

NON-STUDENT DAY FOR SCHOOL  
DISTRICT, SO I'M EXCITED ABOUT  
BEING ABLE TO ATTEND THAT EARLY  
IN THE MORNING AND I THINK  
THAT'S IT FOR TODAY.

THANK YOU, WELCOME BACK, I'M  
EXCITED TO BE THERE, AND OUR  
NEW VICE-PRESIDENT OF BUSINESS  
SERVICES, PHILIPPE, AND OUR NEW  
DEAN AS WELL, SO THANK YOU VERY  
MUCH, I LOOK FORWARD TO WORKING  
WITH YOU ON BEHALF OF OUR  
STUDENTS.

>> DO YOU HAVE ANY REPORT?

>> MR. AVALOS?

>> NO REPORT, JUST HAPPY NEW  
YEAR, WELCOME, MR. LOPEZ, TO  
CERRITOS COLLEGE, SO THAT'S IT.

>> OKAY, SO WELCOME, EVERYONE,  
THANK YOU FOR A GOOD FIRST WEEK  
OF SCHOOL, MOST THINGS WERE  
GOING WELL, NOT A LOT OF  
HICCUPS IN THE CLASSROOMS, SO  
IT WAS A GOOD FIRST WEEK.

I WANT TO THANK ALL OF OUR  
FACULTY, ADMINISTRATOR,  
CLASSIFIED THAT MADE THE FIRST  
WEEK POSSIBLE FOR THE STUDENTS.  
AS I WAS OUT AND ABOUT TALKING  
WITH THE STUDENTS LAST WEEK,  
EVEN THOUGH IT WAS RAINING,  
THEY SEEMED TO BE SATISFIED  
WITH EVERYTHING THAT WAS  
HAPPENING THE FIRST WEEK OF  
CLASS, COMMON COMPLAINT WAS  
[INAUDIBLE] BUT BEHIND THE  
SCENES, OBVIOUSLY YOU MET THE  
PERSON THAT IS TONIGHT DAVE  
THAT IS WORKING REALLY HARD TO  
MAKE SURE THE TRANSITION GOES  
WELL AND AS FAST AS POSSIBLE,  
SO WHEN I SAID HIS WORKLOAD HAS  
INCREASED DRAMATICALLY, YOU  
KNOW THAT IS CORRECT.  
THIS MORNING AND I WISH EVERY  
MORNING AS I CHECK MY E-MAILS,  
THAT WAS THE FIRST THING I SEE,  
I HAD AN E-MAIL THAT WAS

FORWARDED TO ME BY ONE OF OUR  
DEANS FROM ONE OF OUR FACULTY  
MEMBERS IN OUR DIVISION AND  
IT'S FOR A STUDENT THAT  
ATTENDED THE COLLEGE ABOUT TEN  
YEARS AGO, TRANSITIONED TO  
UCLA, GRADUATED WITH LATIN  
OWNERS AND JUST HAVE BEEN  
ACCEPTED TO UCLA LAW SCHOOL.  
WELL, THAT IS AN  
ACCOMPLISHMENT, IT'S EVEN MORE  
SO BECAUSE THIS STUDENT CAME  
FROM A CHALLENGED BACKGROUND  
AND A DIFFICULT SITUATION.  
THEY HAD MORE CHANCES OF NONE  
OF THIS HAPPENING THAN ACTUALLY  
GETTING ACCEPTED AND ATTENDING  
ONE OF THE BEST LAW SCHOOLS IN  
THE COUNTRY, SO THIS IS  
ESSENTIALLY THAT WHAT WE DO  
EVERY DAY AT CERRITOS COLLEGE  
MATTERS AND WHAT EVERY SINGLE  
ONE OF YOU HERE AND AT HOME DO  
AT THE COLLEGE IS IMPORTANT, SO

AS WE GET TO CHALLENGING  
MOMENTS, REGARDLESS OF YOUR  
POSITION AT THE COLLEGE AND  
REGARDLESS OF THE JOB YOU DO,  
REMEMBER, THIS UCLA STUDENT,  
REMEMBER ALL THOSE STUDENTS  
THAT HAVE GONE THROUGH OUR  
DOORS AND THEIR LIVES HAVE  
CHANGED.

THAT'S WHAT WE DO HERE AND I  
THINK THAT'S WHAT WE NEED TO  
KEEP IN MIND EVERY TIME WHEN WE  
GO THROUGH CHALLENGING TIMES  
AND WITH THAT, I'LL LEAVE YOU  
TO THE NEXT PERSON.

>> [INAUDIBLE].

>> NO REPORT, AND HAPPY NEW  
YEAR.

>> [INAUDIBLE].

>> HAPPY NEW YEAR, I WENT TO  
THE FIRST [INAUDIBLE] COUNCIL  
MEET, I WISH EVERYONE A HAPPY  
NEW YEAR, I WENT TO THE  
[INAUDIBLE] FLOWER LIBRARY AND

EVERYBODY CAN USE THE BUSINESS  
INCUBATOR TO HAVE CONFERENCES  
OR TELECONFERENCES, TO USE THE  
COMPUTER, THERE'S A BUSINESS  
LIBRARY, I DON'T KNOW IF WE  
HAVE SOMETHING ELSE LIKE THIS  
AT THE COLLEGE, THE WOODWORKING  
STUDENTS HAVE THEIR OWN  
BUSINESSES ON THE WEB TO SELL  
PLASTIC AND WOODWORKING  
PRODUCTS, ONE GUY LIVES IN MY  
DISTRICT IN CERRITOS BY MY  
CHURCH AND HIS WOODWORKING HAS A  
SURFER KIND OF LOOK TO IT, IT'S  
KIND OF COOL, THIS IS TO HELP  
-- I DON'T KNOW IF WE HAVE A  
BUSINESS INCUBATOR SPACE FOR  
OUR STUDENTS TO  
DEVELOP BUSINESS SKILLS OR FOR  
PEOPLE IN THE COMMUNITY, I KNOW  
WE HAVE ECONOMIC DEVELOPMENT.  
ALSO PEOPLE IN THE COMMUNITY  
HAVE RELAYED TO ME THAT PEOPLE  
HAVE BEEN SEXUALLY HARASSING ME

LIKE DURING THE CAMPAIGN AND  
SOMEBODY DID IT DIRECTLY TO ME,  
I MADE A SINCERE ATTEMPT TO  
COMMUNICATE WITH SOMEONE AND IT  
HURTS MY FEELINGS WHEN SOMEONE  
WHO WAS MY FRIEND IS NOT A  
FRIEND ANYMORE AND ASSUMES WHEN  
YOU DON'T COMMUNICATE, YOU  
ASSUME REALLY TERRIBLE THINGS  
AND THEN IF YOU SHARE THINGS,  
IT MAKES THINGS WORSE, IT'S  
BETTER TO COMMUNICATE AND HAVE  
A AN OPEN MIND, TO NOT GIVE UP  
ON ANYBODY, WE HAVE  
PERSEVERANCE, HABITS ON MIND,  
WE DON'T GIVE UP ON OUR  
STUDENTS OR ALUMNI OR OTHER  
BOARD MEMBERS, IT'S REALLY  
IMPORTANT NOT TO GIVE UP ON  
PEOPLE IN OUR COMMUNITY.  
IT'S REALLY IMPORTANT FOR BOARD  
RELATIONS, IT'S -- I FEEL VERY,  
VERY SADDENED, THE HARASSMENT  
HAS CONTINUED TO ME NOW,

SEXUALLY HARASSMENT IN THE  
COMMUNITY BECAUSE OF THIS  
CAMPAIGN OF HATRED AND IT  
DOESN'T SUPPORT THE DIVERSITY  
OF OUR CAMPUS BUT ALSO WHEN  
STAFF MEMBERS TELL ME THIS, I  
TOLD THE PRESIDENT, THIS IS  
LIKE CREATING A HOSTILE WORK  
ENVIRONMENT FOR LGBT, I'M VERY  
CONCERNED AND I ASKED FOR A  
MEETING QUICKLY TO RESOLVE THIS  
AND TO HAVE PEACE IN OUR  
COMMUNITY FOR THE LGBT  
COMMUNITY ON CAMPUS AND OUR  
COMMUNITY, IT'S NOT FAIR THAT  
THIS IS HAPPENING AND PEOPLE  
ARE CLOSE MINDED TO NOT  
BRIDGING THINGS.

IT REALLY HURTS MY FEELINGS AND  
THAT OF MY FAMILY.

>> I WANTED TO WISH EVERYONE A  
HAPPY NEW YEAR, I ATTENDED THE  
STUDENT LEADERSHIP CONFERENCE,  
THE CONFERENCES THAT -- WELL,

THE PRESENTATIONS THAT I DID  
SEE, I WAS VERY IMPRESSED.

I WANTED TO THANK EVERYONE THAT  
MADE IT HAPPEN AND ALL THE  
STUDENTS FOR ATTENDING.

>> THANK YOU, DR. SALAZAR.

IT'S BEEN A WHILE SINCE WE'VE  
HAD A BOARD MEETING, SO A  
LITTLE BIT GOING FURTHER BACK,  
GOING TO CHAMBER OF COMMERCE  
THAT HAPPENED THE FRIDAY AFTER  
OUR BOARD MEETING IN WHICH  
THERE WAS DR. ANDREA SMITH  
WHOSE >> FATHER STEPHEN SMITH  
AND HE TAUGHT US DIFFERENT  
POSTURE TECHNIQUES, THE ONE  
THAT I HAVE BEEN USING IS YOU  
PUT YOUR HAND UNDER YOUR LEG  
AND YOU TWIST YOUR SPINE OVER  
TO THE OTHER SIDE AND IT MAKES  
A HUGE DIFFERENCE IN OUR  
POSTURE.

>> AT THE COUNTED OF THREE.

[LAUGHTER].

>> YOU KNOW, IF YOU'RE HAVING A  
LOSS OF POSTURE, SITTING AT A  
DESK FOR A LOT OF THE DAY OR  
LOOKING AT YOUR PHONE A LITTLE  
TOO OFTEN WHICH I'M GUILTY OF,  
KEEPING OUR POSTURE AS BEST AS  
WE CAN DURING LONG TIMES OF  
SITTING DOWN IS ESSENTIAL TO  
KEEPING OUR WHOLESOME HEALTH  
RATHER THAN JUST LOOKING AT THE  
SPINE AS ONE PART.

SO, THERE WAS THAT.

AND THAT SAME DAY, -- OR

ANOTHER DAY WAS THE ACC

[INAUDIBLE] AWARDS BANQUET

WHICH WE HAD, IT CONTINUES

EVERY SEMESTER AND CONTINUES TO

HONOR ALL OF THE STUDENTS WHO

PUTS SO MUCH HARD WORK AND

EFFORT INTO MAKING THE COLLEGE

WHAT IT IS AND MAKING THE

COMMUNITY OF PEOPLE WHO ARE

VERY SUPPORTIVE OF EACH OTHER

AND IT'S NOT WITHOUT ITS

CONTROVERSIES BUT  
NONETHELESS IT'S STILL  
SUPPORTIVE OF ANOTHER WITH EACH  
OF THESE VARIED INTERESTS OF  
DIFFERENT CLUBS AND DIFFERENT  
VIEWPOINTS THAT COME TOGETHER  
AT A SENATE MEETING OR CABINET  
MEETING OR AT A BOARD MEETING,  
PRESIDENTS AND VICE-PRESIDENTS  
THAT WE ALL WORK TOGETHER AND  
CONTINUE TO HAVE THE SAME  
MISSION THAT WE'VE HAD FOR --  
EVER SINCE WE'VE BEEN A

01:16:55

COLLEGE, SINCE 58, SINCE 58,  
YEAH.

A LONG TIME AGO.

WE CELEBRATED OUR 60TH  
ANNIVERSARY.

ANYWAY, I ALSO ATTENDED A  
NORWALK CHAMBER OF COMMERCE  
WHITE ELEPHANT GIFT WHICH I  
RECEIVED A NECK PILLOW, WHICH  
WAS NICE, GOING WITH THE

POSTURE TYPE OF THING.

NOT REALLY A WHITE ELEPHANT  
GIFT, A LOT OF THESE WHITE  
ELEPHANT THINGS ARE NOT REALLY  
A TRUE WHITE ELEPHANT GIFT BUT  
NONETHELESS IT'S STILL A GREAT  
SUCCESS OF A PARTY FOR MANY OF  
THESE PARTIES THAT WE HAVE FOR  
SURE.

ALSO I TENDED THE NORWALK  
COUNCIL MEETING, THEY HONORED  
VIVIAN HANSON WHO WAS THE  
DIRECTIVE EXECUTIVE OF THE  
NORWALK CHAMBER OF COMMERCE FOR  
A LITTLE OVER 10 YEAR, SHE IS A  
PARAMOUNT UNIFIED SCHOOL BOARD  
MEMBER AND HER HUSBAND, I DON'T  
KNOW IF HE STILL CURRENTLY  
SERVE, HE USED TO SERVE AS A  
PARAMOUNT CITY COUNCILMAN, OF  
COURSE MAYOR, SO FOR HER TO  
COME FROM HER CITY OVER AT  
PARAMOUNT AND TO PUT SO MUCH  
EFFORT AS FULL TIME JOB INTO

THE CITY OF NORWALK AND GROWING  
OUR BUSINESSES THERE, THEN IN  
TURN NOT ONLY IS THE CHAMBER OF  
COMMERCE BUT ALSO DOES  
INDIVIDUAL BUSINESSES  
CONTRIBUTES MUCH TO OUR COLLEGE  
IN A VARIETY OF ASPECTS SO  
REPRESENTED TO HER ON BEHALF  
OF THE BOARD A CERTIFICATE OF  
OUR APPRECIATION FOR HER HARD  
WORK IN INVESTING IN THE  
NORWALK AND THE CERRITOS  
COLLEGE COMMUNITY.

ALSO ATTENDED IN NORWALK A  
SIGNING OF A PARTNERSHIP  
BETWEEN TOWN NEWS WHICH IS ONE  
OF THE LARGEST KOREAN  
NEWSPAPERS IN OUR SOUTHERN  
CALIFORNIA REGION OWNED AND  
OPERATED BY MY GOOD FRIEND,  
CHANG HION, ALSO A RESIDENT OF  
LA MIRADA, THEY SIGNED A  
PARTNERSHIP WITH GEORGE MASON  
UNIVERSITY KOREA WHICH IS

LOCATED IN [INAUDIBLE] AND  
KOREA AND THEY SIGNED A  
PARTNERSHIP WHICH ESSENTIALLY  
SAYS THAT THE NEWSPAPER, THE  
TOWN NEWSPAPER WILL HAVE A  
DEDICATED SPOT FOR ANYTHING  
THAT GMUK WANTS TO COMMUNICATE  
WITH THE KOREAN POPULATION AND  
SOUTHERN CALIFORNIA AND IN  
TURN, GMUK WILL ALSO GET THAT  
FACILITATION THROUGH ONE OF HER  
TOWN NEWS, WE'LL BE SENDING IT  
ALL THE WAY OVER THERE, NOT  
JUST FOR THE JOURNALISTIC  
DEGREES THAT THEY HAVE OVER  
THERE BUT ALSO OTHERS THAT MAY  
COME THROUGH SUCH A  
PARTNERSHIP, SO IT WAS TRULY AN  
HONOR TO BE A PART OF THAT  
SIGNING CEREMONY IN NORWALK  
BETWEEN THE PRESIDENT OF GMUK  
AND SHANGHAI ON THE OWNER AND  
PUBLISHER OF THE TOWN  
NEWSPAPER, SO CONGRATULATIONS

ON THEIR PARTNERSHIP AND  
LOOKING FORWARD TO CONTINUING  
THEIR SERVICE TO THE COMMUNITY  
AND CONTINUE TO INTEGRATE MANY  
DIVERSE CULTURES, NATIONALITIES  
AND ETHNICITIES INTO THIS  
ALREADY DIVERSE COLLEGE.

ALSO ATTENDED THE LEADERSHIP  
CONFERENCE AS WELL WHICH IS  
SOME WONDERFUL [INAUDIBLE] AND  
LOOKING FORWARD TO THE NEXT ONE  
IF IT'S THERE OR WHETHER IT'S  
ANYWHERE ELSE.

AND ALSO I WANT TO WELCOME  
PHILIPPE TO OUR CERRITOS  
COLLEGE FALCON FAMILY, I'M  
LOOKED FORWARD TO WORKING WITH  
YOU AND HEARING A LOT OF  
NUMBERS COMING FROM YOUR  
REPORTS, FOR SURE, AND FINALLY,  
I WILL SEE MOST OF THE BOARD  
MEMBERS AND OF COURSE DR.  
FIERRO AND MYA AT SACRAMENTO AT  
THE END OF THE MONTH, AND WITH

THAT, THAT CONCLUDES -- JUST  
KIDDING, IT DOES NOT CONCLUDE.  
I WOULD ALSO LIKE TO ANNOUNCE  
AS IS BEING PRESENTED TO ME  
RIGHT NOW THE FAR BIZARRE AT  
CERRITOS COLLEGE WHICH IS AN  
ART COLLECTIVE FESTIVAL ON  
JANUARY 28TH THROUGH THE 29TH  
AT 10 A.M. TO 10 P.M. IN WHICH  
THERE WILL BE OVER 30 THOUSAND  
SQUARE FEET OF ART SPACE AND 50  
ROOMS FEATURES ART EXHIBIT  
PANELS AND LIVE PERFORMANCES  
WITH FOOD TRUCKS OF COURSE,  
THAT'S ESSENTIAL, AND AN ART  
BOOK PRINT FAIR WILL ALSO BE  
ON-SITE AND WE HAVE SOME FLYERS  
AT THE BOARD TABLE IF ANYBODY  
IN THE AUDIENCE IS INTERESTED  
IN OBTAINING ONE, OTHERWISE YOU  
CAN FIND SUCH INFORMATION ON  
THE COLLEGE WEBSITE, AND THAT  
CONCLUDES THE BOARD MEETING FOR  
TODAY.

THANK YOU.