

**Goal 5: Cultivating Partnerships Report:
Grants and Contract Training (Part 1)**

We will effectively respond to the educational needs of our students and communities through strategic alliances with business, government agencies and educational institutions.

Key Measures

- ❑ Grant revenue and funded proposal trends
- ❑ Contract training business partners and revenue trends
- ❑ K-16 partnerships and programs (Focus of *Cultivating Partnerships Report: Part 2*-reporting at June meeting)

Report Summary

Through programs and support services made possible due to funded grant proposals (averaging \$8.25 million each year) and by providing customized contract training to businesses and employers (average annual revenue = \$774,000), PCC supports students, community, workforce and economic development.

Supporting Detail

Grant Activity

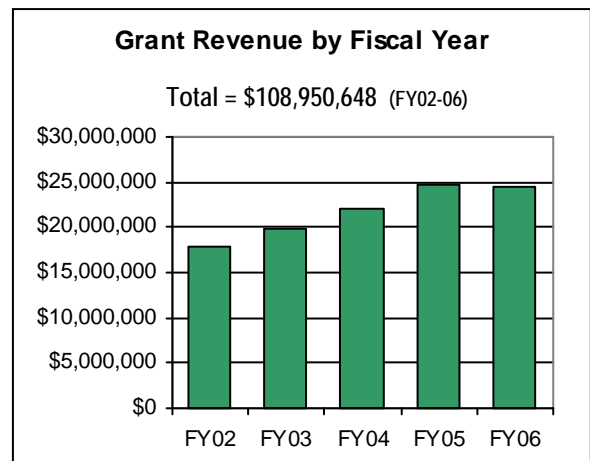
In addition to state support and student tuition/fees, funded grant proposals help the College provide services and programs to meet student and community educational needs. PCC grants include awards by local, state, federal, profit and non-profit agencies. For trending purposes, grants within the purview of the PCC Grants Office are summarized in this report.

Five priority areas drive the College’s grant seeking activities:

- Workforce/economic development,
- Needs of limited English speakers,
- College access and success for disadvantaged/underserved populations,
- Preparation of future teachers and other professionals in education,
- Technology needs ranging from district-wide initiatives to specific program delivery.

Grant seeking activities have increased in recent years as indicated by growth in revenue, numbers of active grants and funded proposals.

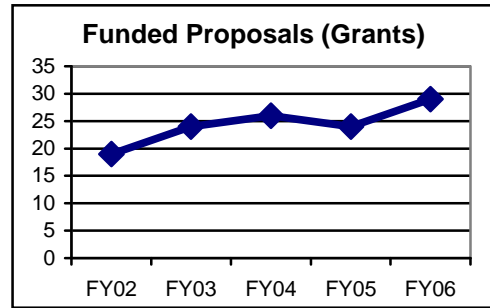
- From 2002 to 2006, grant revenue increased 38%.
Revenue reported per fiscal year includes revenue from new awards as well as grants awarded in prior years with funding continued into the following year(s).
- Active grant counts escalated in one year from 58 to 75 (FY02 to FY03) and leveled off at 77 in FY05. Grants are considered active if grant funds are expended during the fiscal year.



Grant Activity (cont.)

- The number of funded proposals increased from 19 (FY02) to 29 (FY06) with an average of \$8,250,000 awarded per year.

The \$8,250,000 represents initial award amounts and does not include additional dollars for grant renewals unless a new proposal is required. However, renewals are included in the reported grant revenue by fiscal year.



Example of an Active Grant

PCC's Sylvania ROOTS program: Funded by a four-year \$942,760 grant from the US Department of Education TRIO Student Support Services funds.

Description: ROOTS is a student support services program at Sylvania for students who demonstrate academic need and are low-income, first-generation and/or who experience a disability. The ROOTS program provides intensive student services, counseling, and other activities for 170 PCC students each year.

Student Outcomes: In 2004-05, 87% of ROOTS students persisted (enrolled at PCC, graduated or transferred), compared to 48% of students in a campus comparison group and 65% of all Sylvania degree-seeking students. ROOTS students were also in good academic standing with a cumulative GPA of 3.11.

Contract Training

Through partnerships with businesses, non-profit agencies, and local and state governments, PCC provides customized training to support workforce and economic development. These partnerships exist to address needs ranging from one-time/short-term workshops to on-going/long-term skills training and development.

This report highlights PCC's Customized and Workplace Training (CWT) Department. Other college providers of contract training (i.e. the Institute for Health Professionals, Small Business Development Center, Computer Education Program, and various campus programs) will be the focus of future partnership reports.

Over the last several years, businesses in industries such as agriculture, financial services, manufacturing (i.e. metals, high tech, and semiconductor) apparel, education, utilities, bioscience, local and state governments have contracted with CWT. Integra Telecom, D.R. Horton, General Motors, TriMet, and the City of Portland are examples of businesses clients.

From 2002-2006, CWT contract training efforts

- served an average of 33 businesses/employers each year,
- through an average of 45 contracts per year (225 total contracts) and
- generated average annual revenue of \$774,000 (\$3.87 million total).

Excerpt from a letter dated Nov 20, 2006

"Overall, we are very proud of and happy of [sic] the program that has resulted from our partnership with CWT. . . We are already reaping the benefits in terms of performance, employee growth and profitability and look forward to the continuing benefits."

Trish McNamara
Human Resource Director
Precision Wire Components

Contract Training (cont.)

Customer Satisfaction:

The Oregon Department of Community Colleges and Workforce Development requires community colleges to obtain employers' satisfaction ratings with community college training programs for the state annual performance measures report.

The following reflects the CWT administered surveys (for state reporting purposes) during 2004-05.

- Fifteen out of 50 CWT training businesses/employers responded to a customer satisfaction survey.
- Of those, 87% positively rated their satisfaction level as 4 or higher. (This is based on a scale of 1 to 5 where 5 is highest/best.)
- In addition, 93% of respondents indicated they would contract again with PCC for training.

Cultivating Partnerships: Part 2

In summary, PCC's strategic alliances help meet student and community educational needs through funded grant proposals and contract training relationships.

Next month in *Cultivating Partnerships Report: Part 2*, strategic alliances with educational institutions which

- enable high school students to concurrently complete college credits,
 - prepare youth no longer in high school to complete their high school diploma or GED, and
 - help young adults learn English and work toward their high school diploma or GED
- will be among the partnerships detailed in the report.

Notes and Resources

Grant Activity

PCC Grant Trends FY 02-FY02 Report provided by PCC Grants Office

PCC Grants Office: Internet: <http://www.pcc.edu/services/index.cfm/172.html>,

Intranet: <http://intranet.pcc.edu/grantsoffice/>

Contract Training

All CWT related data/details provided by Customized and Workplace Training Department

Customized and Workplace Training: <http://www.pcc.edu/business/workplace-training/>

CWT Brochure: <http://www.pcc.edu/business/workplace-training/documents/cwt-resource-guide.pdf>

Institute of Health Professions: <http://www.pcc.edu/business/ihp/>

Small Business Development Center: <http://www.pcc.edu/business/small-business-development/>

Computer Education Program: <http://www.pcc.edu/career/computer-education/training-certification/>