

AGENDA

ST. PETERSBURG COLLEGE BOARD OF TRUSTEES October 17, 2023

EpiCenter (1-452)
13805 58th Street N
Clearwater, FL

SPECIAL MEETING: 9:00 A.M.

I. CALL TO ORDER

- A. Invocation
- B. Pledge of Allegiance

II. RECOGNITIONS

- A. Presentation of Retirement Resolutions
 - 1. Kimberly Corry (*Attending*)
- B. SPC Spotlights

III. COMMENTS

- A. Board Chair
- B. Board Members
- C. President
- D. Public Comment pursuant to §286.0105 FS

IV. REVIEW AND APPROVAL OF MINUTES

Board of Trustees' Meeting of September 19, 2023 (*Action*)

V. MONTHLY REPORTS

- A. General Counsel

VI. STRATEGIC FOCUS

A. WORKFORCE DEVELOPMENT

- 1. Economic Development – Dr. Cynthia Johnson, Director, Pinellas County Economic Development (*Presentation*)

B. STRATEGIC PRIORITIES

- 1. Innovating our Future 2024 – Dr. Matthew Liao Troth, Vice President, Academic Affairs (*Presentation*)

VII. CONSENT AGENDA

- A. OLD BUSINESS (items previously considered but not finalized) - None
- B. NEW BUSINESS
 - 1. ADMINISTRATIVE MATTERS
 - a. Human Resources
 - i. Personnel Report (*Action*)
 - b. Barnes & Noble College Booksellers, LLC-Agreement Extension (*Action*)
 - 2. GRANTS/RESTRICTED FUNDS CONTRACTS
 - a. Veteran's Florida- Entrepreneurship Program (*Action*)
 - b. Tampa Bay Estuary Program (TBEP)- Mini Bay grant (*Action*)
 - c. National Association for Community College Entrepreneurship (NACCE)- Pitch for the Trades (*Action*)
 - d. Florida Department of Education- Prepping Institutions, Programs, Employers and Learners Through Incentives for Nursing Education (PIPELINE) (*Action*)
 - e. Florida Department of Education- Open Door (*Action*)
 - f. Florida Department of Education- Entrepreneurship Education and Training (EET) (*Action*)
 - 3. CAPITAL OUTLAY, MAINTENANCE, RENOVATION, AND CONSTRUCTION
 - a. Project Authorization for Deferred Maintenance Roof Projects (*Action*)
 - b. Authorization to Close on Coliseum Parking Lot (*Action*)
- C. AUDITS AND OTHER STATUTORY REQUIREMENTS OF DIRECT SUPPORT ORGANIZATIONS, APRIL 2022, THROUGH MARCH 31, 2023 (St. Petersburg College Foundation, and Institute for Strategic Policy Solutions) (*Action*)

VIII. INFORMATIONAL REPORTS

- A. Direct Support Organization
 - 1. Institute for Strategic Policy and Solutions (*Information*)
 - 2. St. Petersburg College Foundation (*Information*)
- B. Palladium at St Petersburg College (*Information*)
- C. Leepa-Rattner Museum of Art (*Information*)
- D. Fiscal Year 2023-2024 College General Operating Budget Report with Tuition Revenue (*Information*)
- E. Removal of Certain Assets from Property Inventory (*Information*)
- F. Quarterly Informational Report of Exempt and Non-Exempt Purchases (*Information*)

IX. PRESIDENT'S REPORT

X. NEXT MEETING DATE AND SITE

November 14, 2023, SPC EPI CENTER

XI. ADJOURNMENT

*ST. PETERSBURG COLLEGIATE HIGH SCHOOL GOVERNING BOARD MEETING
TO IMMEDIATELY FOLLOW – Presenter: Mr. Ryan Halstead, Principal SPCHSNP and Ms.
Raquel Hairston, Principal SPCHSTEM, and Dr. Ian Call Principal SPCHS (see separate agenda)*

If any person wishes to appeal a decision made with respect to any matter considered by the Board at its meeting October 17, 2023, he or she will need a record of the proceedings. It is the obligation of such person to ensure a verbatim record of the proceedings is made, §286.0105, Florida Statutes.

Items summarized on the Agenda may not contain full information regarding the matter being considered. Further information regarding these items may be obtained by calling the Board Clerk at (727) 341-3241.

***No packet enclosure**

Date Advertised: October 6, 2023

Pinellas County Economic Development

Education: The Key to Unlocking Economic Growth in Pinellas County

October 17, 2023

Dr. Cynthia Johnson
Director
Pinellas County
Economic Development



About Us

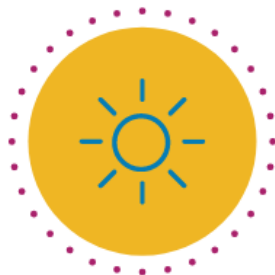
Pinellas County, FL – The Ideal Business Climate

Pinellas County Economic Development (PCED) works with existing businesses to encourage expansion and seeks to attract new companies with high-wage careers to Central Florida's Gulf Coast. Through investment tools, professional courses and business counseling sessions, trade missions to open new markets, as well as local, regional and statewide partnerships, PCED fosters a pro-business climate in Pinellas County, Florida.



3rd

Largest manufacturing base of
employment in Florida



360+

Average days
of sunshine



7,000+

Aviation
& aerospace industry
professionals



946,848+

Population



2

International
Airports



Guiding Principles

- Responsiveness
- Resourcefulness
- Respectful Engagement
- Resilience



What We Do

- Retain and help expand existing businesses.
- Attract new high-wage primary employers.
- Facilitate access to capital.
- Facilitate new business start-ups.
- Improve business climate.
- Foster partnerships to support business.
- Identify, promote and improve Pinellas County sites for employers.

Target Industries

Pinellas County's target industries

- Advanced Manufacturing
- Aviation & Aerospace
- Business & Financial Services
- Defense & Homeland Security
- Information Technology
- Life Sciences & Med Tech



Higher Ed & Economic Development

PCED's keen focus on workforce and talent development is key to our competitive position.

- Economic mobility pathways supports wage growth and quality of life.
- Sharing data, research, and engaging collaboratively and purposefully across educational institutions provides opportunities to leverage resources and lead to informed decision making.
- Identifying and supporting the creation of academic and Career and Technical Education Programs supports industry training needs.
- Assisting businesses with degree and certificate pathways to place students directly into the local workforce to help support and grow Pinellas' economy.

Addressing Local Business Needs

Industry Partnerships with universities and colleges to advance talent innovation

- Short term training and marketing place readiness
- Identifying internships and apprentice programs
- **Examples:**
 - **SPC's Electrical Line worker program, in partnership with Duke Energy, provides fundamental knowledge and basic skills needed for careers in the electric utility industry as a line worker trainee.**
 - **USF's Fintech Center at the Kate Tiedemann School of Business and Finance was established to be the leading university-based fintech center to harness the growing energy from tech startups and entrepreneurs to encourage research, teaching and innovation.**



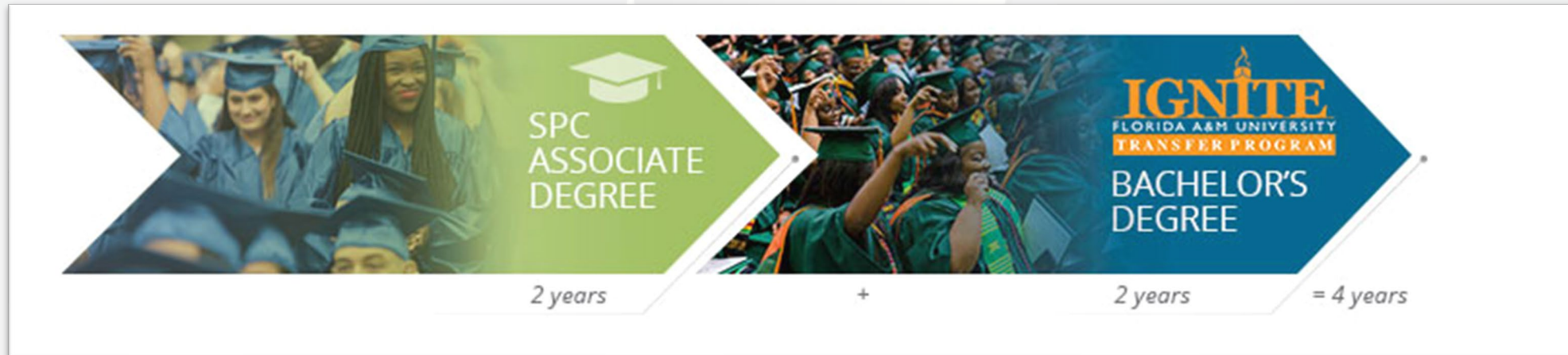
Degree and Certificate Pathways

Degree and certificate pathways, with input from local industry, can directly shape local workforce placement.

- **Examples:**
 - **The Corporate Training & Professional Education offers a broad array of programs with digital credentials in areas from technology to human resources, law, project management, and more.**
 - **SPC Workforce Education and SPC's Corporate College's accelerated program for Certified Clinical Medical Assistants is employer-driven.**
 - **National Aviation Academy's Aviation Maintenance Technician Pathway Program with SkyWest Airlines creates opportunity for education assistance, reimbursement, moving expense reimbursements, guaranteed interviews, and enhanced company seniority for benefits.**

Degree and Certificate Pathways (continued)

- **Examples:**
 - **SPC's IGNITE program guarantees SPC Students admission to specific Florida A&M University bachelor's programs after successfully earning an associate degree from St. Petersburg College.**



Pinellas County Investment in Talent: New Employment Sites

Pinellas County is addressing industry needs for new industrial and office facilities for the jobs of today and tomorrow through the Employment Sites Program.

- **The Employment Sites Program (ESP) commits funds from Penny for Pinellas for Economic Development Projects.**
- **ESP helps to fund, in part, construction and redevelopment of industrial and office buildings to build the next generation of modern spaces for the jobs that employ Pinellas' workforce.**



Pinellas County Investment: Incubator for Entrepreneurship

Building a regional business incubator: supporting entrepreneurship and innovation.

- **Pinellas County constructed The ARK Innovation Center, a new, 45,000 square foot regional, business incubator operated by the Tampa Bay Innovation Center (TBIC) in St. Petersburg.**
- **The project is a partnership between the U.S. Economic Development Administration, Pinellas County, the City of St. Pete, TBIC, and ARK Invest.**
- **Participants will focus on preparing technology ventures, learn to scale their company, will receive coaching and more.**



Pinellas County Investment: Technology and Research at the STAR Center

Planning for the future of the STAR Center.

- Pinellas County's 96-acres of Opportunity.
- Property offers competitive production and manufacturing space for lease.
- PCED is leading planning efforts for re-use of this site for a transformational project that will provide economic development for the region and jobs for Pinellas' workforce.

FY 2021-2022

87%

Occupancy Rate

\$1,607,400

Direct Earnings

1,767

Total Employment



SPC Collaboratives

- SPC President's Executive Advisory Council
- PCED support and engagement with SPC's Workforce Development and Corporate Partnership
- Regional Target Occupation List
- Joint grant applicant with College of Business
- Industry roundtables and collaborative labs
- Promoting and sharing industry data updates and opportunities
 - [How Pinellas County, Florida is Accelerating the Talent Pipeline for Industry 4.0](#)
- PCED Countywide Strategic Plan

Thank you!

Pinellas County, Florida The Ideal Business Climate

Dr. Cynthia Johnson, Director
cjohnson@pinellas.gov

www.PCED.org



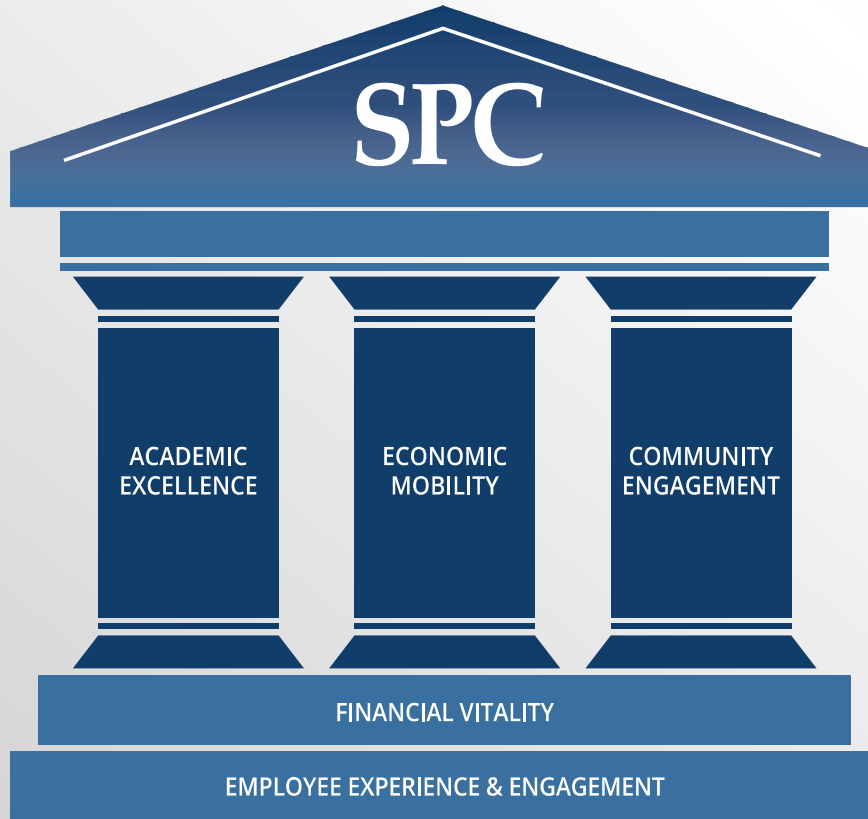
SPC St. Petersburg
College

Innovating Our Future 2024

Educate • *Empower* • *Engage*

Board of Trustees Meeting October 2023





MISSION STATEMENT

The mission of St. Petersburg College is to empower our students and community to achieve success and economic mobility through academic excellence and engagement.

VISION STATEMENT

A premier college enriching and strengthening lives through a community of care.

VALUES

Student Success | Equity | Integrity
Community Focus | Growth & Empowerment
Communication

OUR COMMITMENT

- **WE ARE** innovative and engaged in improving the learning environment within a supportive, collegial culture. We have the responsibility to create conditions for all to succeed.
- **WE CREATE** opportunities for our students to be prepared for high-wage, high-need careers and professional growth. We recognize that equality of opportunity does not equate to equality of outcome.
- **WE INVEST** in the well-being and growth of our community and cultivating a culture of care for our employees and those we serve.



ACADEMIC EXCELLENCE

Closing achievement gaps through excellence in teaching and ensuring students are learning.



Support Faculty
for Student
Success

Embed High Impact Teaching
and Learning Practices

Elevate Equity-Mindedness and
Engagement in the Classroom



Foster Student
Progression,
Completion and
Transition

Strengthen Holistic Support Services

Build Clear Educational Pathways



ECONOMIC MOBILITY

Preparing students for in-demand careers and driving economic growth in the community.



Prepare Students For the Workforce

Strengthen Corporate Partnerships

Assess and Align Programs to Workforce Needs

Improve Equitable Access and Transition to College

Enhance Job Placement and Workforce Readiness

COMMUNITY ENGAGEMENT

Serving as a catalyst for positive change in our community through key partnerships, civic engagement, and service learning.



Increase Engagement Opportunities for Community Impact

Leverage Community and Corporate Partnerships

Branding SPC as a Convener and Thought Leader for Community Improvement

EMPLOYEE ENGAGEMENT & EXPERIENCE

Building an inclusive culture of care and sense of belonging to strengthen employee engagement, productivity, and growth.



Strengthen Employee Involvement

Promote Employee Equity, Growth and Creativity

Improve Communication and Inclusion



FINANCIAL VITALITY

Delivering the strategic vision using financially sustainable and entrepreneurial practices while maintaining affordability for students.



Reinforce
Transparent and
Sound Financial
Model

Budget to Strategic Plan Priorities

Utilize Entrepreneurial Practices Informed by Data

Optimize Property and Technology Assets



BY FOCUSING ON:

- Closing Achievement Gaps
- Increasing Attainment
- Increasing Job Placement



WE WILL ACHIEVE:

- Becoming a strong candidate for the Aspen Prize
- Achieving Carnegie Classification Recognition for Community Engagement
- Being Nationally Recognized for Closing Achievement Gaps
- Becoming the #1 Workforce Institution

Annual Accountability Dashboard

Academic Excellence

Close Black Retention Gap to 5%

YEARS	ALL SPC	BLACK	GAP
F19-F20	64.1%	57.1%	-7.0%
F20-F21	65.2%	59.0%	-6.2%
F21-F22	63.9%	56.7%	-7.2%
F22-F23	65.2%	59.5%	-5.7%
F23-F24	%	%	%

Close 150% Grad Rate Gap to 2%

YEARS	NATION	SPC	GAP
2016-19	28.2%	24.4%	-3.4%
2017-20	29.3%	23.1%	-6.2%
2018-21	30.2%	24.8%	-5.4%
2019-22	29.0%*	23.8%	-5.2%
2020-23	%	27.4%*	%

Close Success Gap to 8% 2022-23

ALL	80.5%
BLACK	70.0% -10.6%
HISPANIC	78.3% -2.3%
WHITE	83.0% 2.5%
21-22 +0.1%	22-23 +0.9%

Note: Nation 2-year FTFT / SPC First Time FT and PT

Community Engagement

Community and Civic Engagement Goal: \$1M Volunteer Economic Impact - 2021-22

Year	Hours	Economic Impact
2020-21	28,790	\$732,135
2021-22	51,436	\$1,530,410
2022-23	527,664	\$15,803,537
2023-34		

Employee Engagement and Experience

Goal: Time to Fill Vacancies <45 weekdays

F19-F20	70.0
F20-F21	67.6
F21-F22	67.9
F22-F23	82.11
F23-F24	

Goal: Increase Employee Training Hours (15 hrs each)

F19-F20	0
F20-F21	1.2
F21-F22	13.4
F22-F23	11.9
F23-F24	

Goal: First Year Turnover <10%

F19-F20	22.5%
F20-F21	21.6%
F21-F22	11.3%
F22-F23	17.1%
F23-F24	

Economic Mobility

2025 Goal: 60% Pinellas Degree Attainment

2019	54.3%
2020	N/A COVID
2021	57.5%
2022	



Goal: Top 4 in FCS

92%
Job &
Continuing
Ed Placement
2021-22

Ranking:
7
of
28
FCS

19-20 -5% Rank ↓ 11

20-21 7% Rank ↑ 11

Financial Vitality

Goal: Primary Reserve Ratio >40%

2020-21	51.0%
2021-22	64.6%
2022-23	70.96%*
2023-24	

- Second Annual Accountability Update – Fall 2023
- Board Champion Committee Meetings – October and March

Aspen Prize Updates

	Performance				
	First-Year Retention Rate	Three-Year Graduation and Transfer Rate (First-time, full-time students)	Eight-Year, Full-time Completion Outcomes	Completers per 100 FTE Students	Eight-year, Part-time Completion Outcomes
2026 Cohort Data (2022 completion data, 2019 and 2014 start years) estimates					
St. Petersburg College	58.4%	53.7%	44.8%	50.3%	27.7%
National Average	Fall 2023	Fall 2023	Fall 2023	N/A	Fall 2023

2025 Cohort Data (2021 completion data, 2018 and 2013 start years) estimates					
St. Petersburg College	60.9%	46.0%	47.5%	51%	29.5%
National Average	54.2%	46.1%	38.8%	N/A	23.1%

2024 Cohort Data (2020 completion data, 2017 and 2012 start years) estimates					
St. Petersburg College	60.5%	39.9%	44.2%	44%	26.7%
National Average	53.5%	46.0%	36.5%	N/A	22.4%

2023 Cohort Data (2019 completion data, 2016 and 2011 start years) for Aspen Prize					
St. Petersburg College	58.8%	42.6%	43.3%	58.3%	27.0%
Top 150	62.0%	46.1%	54.3%	49.4%	31.1%
National Average	54.7%	45.2%	34.2%	42.5%	21.8%

2021 Cohort Data (2017 completion data, 2014 start year) for Aspen Prize 2019					
St. Petersburg College	54%	39%	N/A	55%	N/A
Top 150	60%	52%	N/A	51%	N/A
National Average	54%	42%	N/A	41%	N/A



Questions?



October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College

FROM: Dr. Tonjua Williams, President

SUBJECT: Personnel Report

Approval is sought for the following recommended personnel transactions:

HIRE Budgeted Administrative & Professional			
Name	Title	Department/Location	Effective Date

CHAVOUS, TIMOTHY L	Career & Academic Advisor	Counseling & Advisement DT	9/5/2023
Coto, Maria	Reference & Instruction Librn	Learning Resources	9/5/2023
Horner, Alissa B	Annual Giving & Engag Coord	Resource Development DO	9/5/2023
Marfongella, Steven	PublicSafety/Train&CareerDevDir	SE Public Safety Institute AC	9/5/2023
Perez, Lynn A	Budget Specialist	Budgeting & Compliance	9/11/2023
Sumner, Anne	Scholarship Specialist	Resource Development DO	9/5/2023

TRANSFER/PROMOTION Budgeted Administrative & Professional			
Name	Title	Department/Location	Effective Date

Donald, Ann C	Manager of Org Development	Human Resources	9/23/2023
Nguyen, Phi T	Associate Director OES	Human Resources Training	9/9/2023
Reid, Ralph O	HR Director	Human Resources	9/9/2023
Aumack Jr, Albert W	Student Support Manager	Associate Provost Office CL	9/16/2023
Sutton, Molly S	Student Support Manager	Provost Office SE	9/16/2023

HIRE Budgeted Career Service			
Name	Title	Department/Location	Effective Date

Amarinnawa, Chaimongkol	Custodian	Custodial Services HC	9/5/2023
Cron, Jeffrey R	Security Officer	Campus Security SE	9/18/2023
Figueroa Gomez, Victor M	Custodian	Custodial Services SE	9/5/2023
Belanger, Karen S	Administrative Svcs Specialist	Academic Affairs	9/5/2023
Correa, Amelia	Security Officer	Campus Security SPG	9/25/2023
Moore, Andrew J	Technology Support Specialist	Desktop Software Support	9/5/2023
Musco, Mercedes B	Technology Support Specialist	Desktop Software Support	9/5/2023
Chandler, Oscar	Student Support Specialist	Financial Assistance Services	9/11/2023
Ervin, Sean F	Sr Library Svcs Technician	Learning Resources	9/18/2023
Gonzalez, Luis B	Senior Facilities Specialist	Maintenance Services HC	9/18/2023
Leonard, Marguerite	Administrative Svcs Specialist	NTPI/WMD Grant - AC	9/18/2023
Morgan, Joan C	Administrative Svcs Assistant	Admissions & Central Records	9/4/2023

TRANSFER/PROMOTION Budgeted Career Service			
Name	Title	Department/Location	Effective Date

Parisi, Joy L	Sr Library Svcs Technician	Learning Resources	9/2/2023
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RENEWAL CONTRACT Budgeted Administrative & Professional			
Name	Title	Department/Location	Effective Date

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FACULTY			
Name	Title	Department/Location	Effective Date

Rosenberg, Aaron W	Faculty	Academic Affairs	9/1/2023
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SUPPLEMENTAL Temporary			
Name	Title	Department/Location	Effective Date

Berg, Mary L	Adjunct Faculty	Veterinary Technology	9/5/2023
Ford, Deborah D	Faculty - supplemental	Speech - Letters CL	9/5/2023

Liebert, David T	Faculty - supplemental	Social & Behavioral Science SP	9/5/2023
Molinaro, Kimberly L	Faculty - supplemental	Social & Behavioral Science SP	9/5/2023
Newsom, Tara	Faculty - supplemental	Ethics SPG	9/5/2023
Olson, Leah H	Project Deliverable-Flat Amt	Workforce/Professnl Developmnt	9/25/2023
Pryby, Felicia K	Faculty - supplemental	Nursing HC	9/4/2023
Rampolla, Kathleen D	Adjunct Faculty	Communications CL	9/11/2023
Bell, Brian D	Project Deliverable-Flat Amt	Academic EffectivenessAssesmt	9/22/2023
Loureiro, Roberto V	Project Deliverable-Flat Amt	Academic EffectivenessAssesmt	9/6/2023
Rodriguez, Rosa E	Faculty - supplemental	Communications CL	9/11/2023
Staples, Janie K	Professional Trainer-OPS	CJI AA/AS DOC AC	9/5/2023
Vege, Ratna	Adjunct Faculty, Bach	College of Computer & InfoTech	9/4/2023
Vonderheide, Nathan T	Adjunct Faculty, Bach	Ethics CL	9/4/2023
Byrd, Meghan P	Adjunct Faculty, HTF for HEC	Nursing HC	9/18/2023
Gratta, Alfred	Adjunct Faculty	Humanities & Fine Arts SPG	9/11/2023
Nguyen, Kathy	Adjunct Faculty	Natural Science CL	9/18/2023
Bennett, Rachel B	Adjunct Faculty, Bach	Ethics CL	9/18/2023
Concepcion, Iris N	Adjunct Faculty, HTF for HEC	Nursing HC	9/11/2023
Duff Jr, John A	Adjunct Faculty	College of Computer & InfoTech	9/5/2023
Duff Jr, John A	Adjunct Faculty, Bach	College of Computer & InfoTech	9/18/2023
Hawkins-Johnson, Jacqueline	Adjunct Faculty, Bach	Nursing HC	9/18/2023
O'connor, Shannon M	Adjunct Faculty, Bach	Dental Hygiene HC	9/18/2023
Butts, Robert	Professional Trainer-OPS	Workforce/Professnl Developmnt	9/18/2023
Glass, Denise A	Adjunct Faculty	College of Health Sciences	9/5/2023
Lutz, Linda	Professional Trainer-OPS	Workforce/Professnl Developmnt	9/18/2023
Musheza, Mariza	Adjunct Faculty, HTF for HEC	Nursing HC	9/5/2023
Welch, John H	Faculty - supplemental	Social & Behavioral Science CL	9/18/2023

HIRE Temporary			
Name	Title	Department/Location	Effective Date
Rich, Kelly G	OPS Career Level 4	Early College/Dual Enrollment	9/5/2023
Inglese, Jacob P	OPS Career Level 2	Engineering Technology CL	9/25/2023
Ramirez, Hunter	OPS Career Level 2	Natural Science SPG	9/5/2023
Veizi, Ariola	OPS Career Level 8	New Initiative Program - HC	9/18/2023
Peirson, Susan E	OPS Career Level 7	Workforce/Professnl Developmnt	9/11/2023
Martin, Edgar A	OPS Career Level 5	Athletics	9/25/2023
Watts Waterman, Tonya D	OPS Career Level 5	Admissions & Central Records	9/5/2023
White, Rosie A	OPS Career Level 5	Admissions & Central Records	9/5/2023

Darryl Wright-Greene, Chief Human resources and Talent Officer, bringing the actions forward, recommends approval.

DB 10/09/2023

October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College

FROM: Tonjua Williams, Ph.D., President 

SUBJECT: Barnes & Noble College Booksellers, LLC-Agreement Extension

Approval is sought to enter into an Amendment to extend the Agreement with Barnes & Noble College Booksellers, LLC to continue to provide bookstore management services. The Amendment will continue the Agreement, which was originally executed on April 9, 2012, and renewed through June 30, 2023, for a period of 6 months through December 31, 2023. This extension allows for a period of time to negotiate a long-term agreement.

St. Petersburg College utilizes Barnes & Noble College Booksellers, LLC for all bookstore services provided to our students. Commission revenue provided by bookstore sales is calculated on a percentage of gross sales per the Agreement. Approximate revenue to the College during the extension period is \$300,000.

Janette Hunt, Vice President, Finance & Business Operations; Mike Meigs, Associate Vice President, Accounting, Business & Financial Services; and Karen Reynolds, Director of Procurement and Asset Management; recommend approval.

**Amendment No. 2 to
Contracted Bookstore Management Agreement
Between
Board of Trustees of St. Petersburg College
And
Barnes & Noble College Booksellers, LLC**

Effective July 1, 2023 (“Effective Date”), this Amendment No. 2 (“Amendment”) to the Contracted Bookstore Management Agreement dated July 1, 2012, (hereinafter referred to as “Agreement”) is hereby entered into by and between the Board of Trustees of St. Petersburg College (hereinafter referred to as “COLLEGE”) and Barnes & Noble College Booksellers, LLC (hereinafter referred to as “BARNES & NOBLE”), according to the following terms and conditions. All capitalized terms used but not defined herein shall have the meanings ascribed to them in the Agreement.

The parties have agreed and do hereby agree to amend the Agreement as follows:

1. The term of the Agreement hereby extended for (6) months from July 1, 2023, through December 31, 2023.
2. **Section 4.4, Annual Textbook Scholarships** shall be amended by adding the following language at the end of such section: “For avoidance of doubt, BARNES & NOBLE shall not provide Annual Textbook Scholarships in any contract year that is less than a complete calendar year.”
3. **Section 4.5, Textbook Credit Program** shall be amended by adding the following language at the end of such section: “For avoidance of doubt, BARNES & NOBLE shall not provide Textbook Credit Program payments in any contract year that is less than a complete calendar year.”
4. **Section 4.6, Course Materials Value Ratio / Penalty Payment** shall be amended by adding the following language at the end of such section: “For avoidance of doubt, BARNES & NOBLE shall not provide Course Material Value Ratio / Penalty Payments in any contract year that is less than a complete calendar year.”
5. **18. Inventory Purchase and Payment** under **Exhibit A Operational Requirements** of the Agreement is hereby amended by deleting the last four bullets in their entirety and replacing them with the following:
 - In the event of termination of this Agreement for any reason, the COLLEGE shall provide (1) a secure space in or near the Bookstore during the last two weeks of the then-current term or semester to allow BARNES & NOBLE to collect from students outstanding textbooks on consignment owned by the publishers and (2) reasonable support related to such returns, including but not limited to communications to students. Alternatively, if the COLLEGE chooses not to provide such space and support, the COLLEGE shall assume and be wholly responsible for all of BARNES & Noble’s liability to the publishers related to the textbooks on consignment during the applicable term or semester, including but not limited to financial obligations with regard to the returns or non-returns of textbooks.
 - Should COLLEGE change logo or contracted athletic apparel provider/licensee, COLLEGE will either give BARNES & NOBLE six (6) months written notice or will buy from BARNES

& NOBLE all unsold emblematic merchandise at cost with payment due via ACH within seven (7) days of the change being effective.

6. Except as expressly modified above, all other terms and conditions of the Agreement shall remain the same.
7. This Amendment may be signed and sent electronically by the parties. All signed counterparts will be deemed originals and together shall constitute the entire Amendment.

Agreed as of the Effective Date:

Board of Trustees of St. Petersburg College

Barnes & Noble College Booksellers, LLC

Name: _____

Name: _____

Title: _____

Title: Vice President, Stores

Date: _____

Date: _____

October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College

FROM: Tonjua Williams, Ph.D., President

SUBJECT: Veterans Florida 

Confirmation is sought for a proposal that was submitted, subject to Board of Trustees' approval, to Veterans Florida by St. Petersburg College for the Entrepreneurship Program. Permission is also sought to accept an estimated \$51,500 in funding over a seven-month period for this proposal and enter into any amendments, extensions or agreements as necessary, within the original intent and purpose of the grant.

Veterans Florida is a non-profit organization created by the State of Florida to help military veterans transition to civilian life and to promote tools for veterans to connect them with employers and provide the knowledge to successfully launch and operate businesses. SPC has submitted a proposal to support two cohorts of Start Up entrepreneurs to offer entrepreneurial training which will build the skills necessary to begin a new business and also help build a talent development entrepreneurship ecosystem that lead to high-paying careers for veterans.

Through a partnership with St. Petersburg's Greenhouse, which will provide the facilitated on-site training, SPC will recruit participants, determine eligibility, conduct assessment, track outcomes, provide support resources and services and market the entrepreneurship program through a collaboration between the Workforce Institute, the College of Business and the Veterans Office. This interdepartmental training approach will allow each entity to leverage their strengths in the support of veteran entrepreneurial training.

Funding will support project coordination; supplies and curriculum development; scholarships for tuition and fees for participants; vendor costs and marketing.

The period of performance will be from November 1, 2023 through June 30, 2024. The total project budget is projected to be \$51,500 over a seven-month period, of which the College anticipates receiving the full amount.

Jackie Skryd, Vice President, Workforce Development and Corporate Partnerships; Mia Conza, General Counsel; and Belinthia Berry, Dean of Workforce Development, recommend approval.

Attachment
gms091923

**BOT INFORMATION SUMMARY
GRANTS/RESTRICTED FUNDS CONTRACTS**

Date of BOT Meeting: October 17, 2023
Funding Agency or Organization: Veterans Florida
Name of Competition/Project: Entrepreneurship Program
SPC Application or Sub-Contract: SPC Application
Grant/Contract Time Period: **Start:** 10/01/23 **End:** 06/30/24

Administrator: Belinthia Berry

Manager: Marie Couch

Focus of Proposal:

The Veterans Florida Entrepreneurship Program is a comprehensive entrepreneurship program implemented across a network of Florida-based partner entities throughout the state of Florida. Veterans Florida’s objective is for veterans to finish the program with the skills and confidence to become successful business owners or grow their businesses. The program offers a pipeline for veteran entrepreneurs to take a business idea from conception through execution and scalability with participants recognizing the entrepreneurial process and how to put their newly learned entrepreneurial skills to work. Participants must be veterans of the United States military, an active-duty member of the United States military within 12 months of separation or retirement, a member of the National Guard or United States Reserves, or a spouse who attends with another participant of a qualifying category, and who resides in Florida.

SPC will partner with the St. Petersburg Greenhouse in offering two facilitated 8-week in person Start Up entrepreneurial programs with a cohort of 10-15 participants each based upon the Business Model Canvas which includes components on Validity and Marketability, Building Your Value Proposition, Infrastructure and Channels, Revenue Streams and Cost Structures. Participants will have access to wrap around supports, motivational guest speakers, opportunities to network with St. Petersburg Chamber of Commerce members, workshops and pitches and attendance at the annual Veterans Florida Expo. The program will build professional connections and business growth for the veteran entrepreneur to last a lifetime.

Budget for Proposal:

(Only Major categories—This is an estimated budget description based on expected funding and services. Specific budget categories may vary as the funding amount and/or services change.)

Coach Mentors	\$	6,000
Supplies	\$	2,500
Vendors	\$	12,500
Marketing	\$	5,000

Community Engagement/Events	\$ 9,000
Workforce Business Programs	\$ 15,000
Other (Expo Attendance)	\$ 1,500
Total Budget	\$51,500

Funding:

Total proposal budget: (includes amount requested from funder, cash and in-kind matches listed below)	\$ 51,500
Total amount from funder:	\$ 51,500

Amount/value of match:

Required match or cost sharing:	No	<input checked="" type="checkbox"/>	Yes
Voluntary match or cost sharing:	No	<input checked="" type="checkbox"/>	Yes
Source of match/cost sharing:			

College Values, Strategic Initiatives and Activities Addressed:

Value(s):	1. Economic Mobility
	2. Student Success
Strategic Initiative(s):	1. Community Engagement
	2. Academic Excellence

October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College

FROM: Tonjua Williams, Ph.D., President 

SUBJECT: Tampa Bay Estuary Program (TBEP) - Bay Mini Grant

Confirmation is sought for a proposal that was submitted, subject to Board of Trustees' approval, to the Tampa Bay Estuary Program by St. Petersburg College for the Bay Mini Grant. Permission is also sought to accept an estimated \$4,000 in funding over a one-year period for this proposal and enter into any amendments, extensions or agreements as necessary, within the original intent and purpose of the grant.

Funded by the Tarpon Tag, the Tampa Bay Estuary Program's Bay Mini-Grants are competitive awards that fund environmental restoration and education projects in the Tampa Bay watershed. This community-driven funding program stimulates environmental stewardship and science literacy. SPC's proposal will allow the College to purchase a *PlanktoScope*, a flow-through microscope, which is an open platform scope that the community may use to collaborate and increase the understanding of the web of life and how we are impacting plankton.

SPC will engage the community in lessons on plankton through hands-on activities and opportunities to use the scope and become part of the open-source platform whereby others can also begin building PlanktoScopes.

Funding will support the cost of the equipment. The period of performance is from January 1, 2024 to December 31, 2024. The total project budget is projected to be \$4,000 over a one-year period, of which the College anticipates receiving the full amount.

Matthew Liao-Troth, Vice President, Academic Affairs; Mia Conza, General Counsel; and Natavia Middleton, Dean of Natural Science and Engineering, recommend approval.

Attachment
gms092023

**BBOT INFORMATION SUMMARY
GRANTS/RESTRICTED FUNDS CONTRACTS**

Date of BOT Meeting: October 17, 2023

Funding Agency or Organization: Tampa Bay Estuary Program

Name of Competition/Project: Bay Mini Grants

SPC Application or Sub-Contract: SPC Application

Grant/Contract Time Period: **Start:** 01/01/24 **End:** 12/31/24

Administrator: Natavia Middleton

Manager: Linae Boehme Terrana

Focus of Proposal:

Funded through the Tampa Bay Estuary Program’s Bay Mini Grants/Tarpon Tag, the project will support the dissemination of knowledge on plankton, one of the most diverse communities in our oceans. With the impacts of shoreline erosion, pollution, and habitat changes, these microscopic life forms are being harmed and in turn, reduce the amount of oxygen that they can make. Connecting opportunities for students, scientists, educators and the local community to understand how important the plankton community is needed is the primary goal of the Bay Mini Grant.

With most of our important fishery resources beginning their lifecycle in the planktonic phase, it is crucial that we create programming around the plankton community, its lifecycles and role in the ecosystem. Purchasing the Planktoscope, an open platform scope, the community will be able to collaborate and increase their understanding of the web of life and how we impact it or conversely how it impacts us. SPC’s project will engage the community in lessons on plankton through hands on activities, opportunities to use the scope and ways to become part of the open source platform where others can begin building their own PlankoScopes.

The Planktoscope will be assembled and used by SPC Biology students and faculty, with engagement activities and public outreach events such as the USF Science Festival, Community Days and All College Day activities. Pre and post knowledge assessment will measure the success of engaged students, researches and community events.

Budget for Proposal:

(Only Major categories—This is an estimated budget description based on expected funding and services. Specific budget categories may vary as the funding amount and/or services change.)

Equipment	\$ 4,000
Total Budget	\$ 4,000

Funding:

Total proposal budget: (includes amount requested from funder, cash and in-kind matches listed below) \$ 4,000

Total amount from funder: \$ 4,000

Amount/value of match: Cash: N/A
In-kind: N/A

Required match or cost sharing: No X Yes
Voluntary match or cost sharing: No X Yes
Source of match/cost sharing: N/A

College Values, Strategic Initiatives and Activities Addressed:

Value(s): 1. Student Success
2. Community Engagement

Strategic Initiative(s): 1. Community Impact
2. Academic Excellence

October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College

FROM: Tonjua Williams, Ph.D., President 

SUBJECT: National Association for Community College Entrepreneurship (NACCE) - Pitch for the Trades Grant

Confirmation is sought for a proposal that was submitted, subject to Board of Trustees' approval, to the National Association for Community College Entrepreneurship by St. Petersburg College for the Pitch for the Trades Grant. Permission is also sought to accept an estimated \$27,000 in funding over an eighteen-month period for this proposal and enter into any amendments, extensions or agreements as necessary, within the original intent and purpose of the grant.

The National Association for Community College Entrepreneurship in partnership with the Philip E. and Carole R. Ratcliffe Foundation are sponsoring a Pitch for the Skilled Trades competition. The goal is to pitch innovative project ideas that foster job creation while integrating entrepreneurship and the entrepreneurial mindset. SPC has submitted a proposal to support a *Titan Cybersecurity Summer Academy*, which will build a talent development ecosystem that leads to high-paying careers and tech-entrepreneurship opportunities.

SPC will create a non-credit Information Technology program by developing new free self-paced courses with live coaches' assistance that will provide a low barrier to entry into the cybersecurity industry by removing affordability challenges. The combination of self-paced courses with cybersecurity and entrepreneurial coaches will help students learn about the application of new skills towards both this career and entrepreneurial ventures.

Funding will support a workforce instructor, development of courses, articulation agreements for college credit and marketing.

The period of performance will be from December 1, 2023 through May 31, 2024. The total project budget is projected to be \$27,000 over a one and a half-year period, of which the College anticipates receiving the full amount.

Matthew Liao-Troth, Vice President, Academic Affairs; Mia Conza, General Counsel; and Emmanuel Hernandez-Agosto, Dean of Business, recommend approval.

Attachment
gms092023

**BOT INFORMATION SUMMARY
GRANTS/RESTRICTED FUNDS CONTRACTS**

Date of BOT Meeting: October 17, 2023

Funding Agency or Organization: National Association of Community College Entrepreneurship & The Philip E. and Carole R. Ratcliffe Foundation

Name of Competition/Project: Pitch for the Trades Grant

SPC Application or Sub-Contract: SPC Application

Grant/Contract Time Period: **Start:** 12/01/23 **End:** 05/31/24

Administrator: Emmanuel Hernandez-Agosto

Manager: TBD

Focus of Proposal:

Within the Information Technology (IT) industry, there is a fast-growing demand for professionals with specialized skills in cloud computing, especially within the cybersecurity field. The National Association of Community College Entrepreneurship and The Philip E. and Carole R. Ratcliffe Foundation are supporting such employment needs through The Pitch for the Trades grant supporting job creation and entrepreneurial mindsets. SPC will develop a new non-credit Titan Cybersecurity Summer Academy, including free self-paced courses and cybersecurity and entrepreneurial coaches to support student success and this workforce need.

Students will learn skills in network security basics, firewall implementation and management, auditing tools, basics of cryptography, biometrics and file encryption, data interpretation and report writing and fundamentals of Linux/Unix operating systems. The training will prepare students for entry-level positions in the IT/cybersecurity field. With a goal of serving approximately 100 students, launching 10 businesses and securing 85 jobs, the Summer Academy’s interdisciplinary approach of blending business and IT with articulated credit opportunities will create a model of workforce success.

The initiative will focus on three main objectives: 1) develop and implement the courses and coach support for the Cybersecurity Summer Academy; 2) develop articulation for short-term courses and college credit; and 3) enhance STEM fields by including outreach to unemployed and underemployed individuals, and underserved populations including women and minorities.

Funding will support curriculum development, coaches, supplies and marketing and recruitment outreach.

Budget for Proposal:

(Only Major categories—This is an estimated budget description based on expected funding and services. Specific budget categories may vary as the funding amount and/or services change.)

Personnel: Coaches	\$ 10,000
Curriculum Development	\$ 10,000
Marketing and Recruitment	\$ 5,500
Supplies	\$ 1,500
Total Budget	\$ 27,000

Funding:

Total proposal budget: (includes amount requested from funder, cash and in-kind matches listed below)	\$ 27,000
Total amount from funder:	\$ 27,000

Amount/value of match:	Cash: N/A
	In-kind: N/A
Required match or cost sharing:	No <input checked="" type="checkbox"/> Yes
Voluntary match or cost sharing:	No <input checked="" type="checkbox"/> Yes
Source of match/cost sharing:	N/A


College Values, Strategic Initiatives and Activities Addressed:

Value(s):	1. Economic Mobility
	2. Student Success
Strategic Initiative(s):	1. Community Engagement
	2. Academic Excellence

October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College

FROM: Tonjua Williams, Ph.D., President 

SUBJECT: Florida Department of Education – Prepping Institutions, Programs, Employers, and Learners Through Incentives for Nursing Education (PIPELINE)

Confirmation is sought for a grant that was awarded, subject to Board of Trustees' approval, to St. Petersburg College by the Florida Department of Education for the Prepping Institutions, Programs, Employers, and Learners Through Incentives for Nursing Education (PIPELINE) grant program. Permission is also sought to accept an estimated \$2,073,253 in funding over a one-year period for this award and enter into any amendments, extensions or agreements as necessary, within the original intent and purpose of the grant.

The Florida Department of Education is rewarding performance and excellence among nursing education programs at the Florida College System Institutions and school district postsecondary technical career centers through the passage of Senate Bill 2524. These PIPELINE funds have been allocated based upon recent performance in nursing education programs including the number of nursing education program completers, by program; first-time National Council of State Boards of Nursing Licensing Examination (NCLEX) passage rate of the institution's nursing education program completers, by program; and excellence among nursing education programs with an average first-time NCLEX passage rate above the national average.

The expenditure of these funds is not limited in the statute to only nursing programs; however, SPC's PIPELINE non-competitive allocation will support continuing nursing program excellence. This will be accomplished by supporting the expanded nursing program at the Clearwater campus through necessary teaching tools and equipment to outfit the labs; the purchase of biology teaching equipment for the libraries which support student success, professional development stipends for full-time associate degree nursing faculty and scholarships for nursing students.

The period of performance will be from July 1, 2023 through June 30, 2024. The total project allocation is \$2,073,253.

Matthew Liao-Troth, Vice President, Academic Affairs; Mia Conza, General Counsel; and Louisiana Louis, Dean, College of Nursing, recommend approval.

Attachment
gms092123

**BOT INFORMATION SUMMARY
GRANTS/RESTRICTED FUNDS CONTRACTS**

Date of BOT Meeting: October 17, 2023

Funding Agency or Organization: Florida Department of Education

Name of Competition/Project: Prepping Institutions, Programs, Employers, and Learners Through Incentives for Nursing Education (PIPELINE)

SPC Application or Sub-Contract: SPC Application

Grant/Contract Time Period: **Start:** 07/01/23 **End:** 06/30/24

Administrator: Matthew Liao-Troth

Manager: Clare Owen

Focus of Proposal:

Senate Bill 2524 created section 1009.897, Florida Statutes, to create the Prepping Institutions, Programs, Employers, and Learners through Incentives for Nursing Education (PIPELINE) Fund where district career centers, charter technical career centers, Florida College System (FCS) institutions, and State University System (SUS) institutions are allocated funds based on the performance of their nursing education programs. Performance metrics for these programs included the number of nursing education program completers and the first-time National Council of State Boards of Nursing Licensing Examination (NCLEX) passage rate of the institution's nursing education program completers. Additionally, allocations rewarded programs with first-time average NCLEX passage rates above the national average. The Florida Legislature appropriated \$40 million for Florida College System institutions with St. Petersburg College awarded the fourth highest allocation among the 28 FCS institutions.

While these funds are provided based upon recent performance in nursing education programs, the expenditure of these funds are not limited in the statute to only nursing programs. SPC's focus for this non-competitive allocation is to support the continuing nursing program excellence through student enrollment and retention initiatives, including Assessment Technologies Institute (ATI) remediation; the purchase of equipment for teaching and student retention; faculty stipends and professional development; student scholarships; and supplies to support the evening and weekend nursing program at the Clearwater Campus.

Budget for Proposal:

(Only Major categories—This is an estimated budget description based on expected funding and services. Specific budget categories may vary as the funding amount and/or services change.)

Materials & Supplies	\$ 328,180
Program Outreach	\$ 15,000
Other Services	\$ 78,650

Scholarships	\$ 600,000
Equipment	\$ 570,023
Professional Development (incl A&P PD stipends)	\$ 39,000
Faculty Stipends	\$ 300,000
Personnel Overtime	\$ 16,000
Fringe	\$ 126,400

Total Budget \$ **2,073,253**

Funding:

Total proposal budget: (includes amount requested from funder, cash and in-kind matches listed below)	\$ 2,073,253
Total amount from funder:	\$ 2,073,253

Amount/value of match:	Cash: N/A
	In-kind: N/A
Required match or cost sharing:	No X Yes
Voluntary match or cost sharing:	No X Yes
Source of match/cost sharing:	N/A
Negotiated indirect cost:	N/A
(Fixed) administrative fee:	N/A
Software/materials:	N/A
Equipment:	N/A
Services:	N/A
Staff Training:	N/A
FTE:	N/A
Other:	N/A

College Values, Strategic Initiatives and Activities Addressed:

Value(s):	1. Student Success
	2. Growth and Empowerment
Strategic Initiative(s):	1. Community Engagement
	2. Academic Excellence

October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College

FROM: Tonjua Williams, Ph.D., President 

SUBJECT: Florida Department of Education - Open Door Grant Program

Confirmation is sought for a grant awarded, subject to Board of Trustees' approval, to St. Petersburg College from the Florida Department of Education for the Open Door Grant Program. Permission is also sought to accept an estimated \$1,319,131 in funding over twelve months for this proposal, if awarded, and enter into any amendments, extensions or agreements as necessary, within the original intent and purpose of the grant.

The Florida Department of Education is offering its Open Door Grant Program to incentivize current and future workers to enroll in career and technical education programs that lead to a credential, certificate or degree. Open Door grant funds were allocated as a financial aid program for students at a school district postsecondary technical career center, Florida College System institution, or a charter technical career center.

SPC's Open Door program will focus on recruitment and enrollment in programs that lead to high demand occupations in Information Technology, Public Safety, Engineering, and Healthcare. SPC's Open Door program will provide scholarships for eligible students in credit and non-credit programs that lead to in-demand industry certifications, such as Certified Clinical Medical Assistant, Patient Care Tech, Phlebotomy, Web Design, CompTIA A+, Google IT and Computer Aided Design. Funding will provide tuition, exam fees, books and materials to expand affordability and help individuals gain mid to high wage careers.

The estimated period of performance will be from July 1, 2023, through June 30, 2024. The total project budget is projected to be \$1,319,131 over a twelve-month period, of which the College anticipates receiving the full amount.

Jackie Skryd, Vice President, Workforce Development & Corporate Partnerships; Mia Conza, General Counsel; and Belinthia Berry, Dean of Workforce Development, recommend approval.

Attachment
gms091923

**BOT INFORMATION SUMMARY
GRANTS/RESTRICTED FUNDS CONTRACTS**

Date of BOT Meeting: October 17, 2023

Funding Agency or Organization: Florida Department of Education

Name of Competition/Project: Open Door Grant Program

SPC Application or Sub-Contract: SPC Application

Grant/Contract Time Period: **Start:** 7/1/2023 **End:** 06/30/24

Administrator: Belinthia Berry

Manager: Marie Couch

Focus of Proposal:

The Florida Department of Education is providing Open Door grant funds to support student completion of high-demand career and technical education (CTE) programs. SPC has been allocated \$1,319,131 to provide scholarships for credit and non-credit workforce training to help individuals gain skills that lead to high demand, high wage jobs. Students must enroll in eligible programs that directly align with credentials on the FDOE Master Credential List.

Under the Open Door program, students who are Florida residents will be eligible to receive a maximum award equal to the amount needed to cover 100 percent of tuition and fees, exam or assessment costs, books and related materials for eligible programs after all other federal and state financial aid is applied. In addition, a student may receive a stipend of up to \$1,500, per academic year to cover other expenses related to the institutional cost of attendance. Awards subject to availability of funding and returning students must be given priority over new students.

Budget for Proposal:

Scholarships **\$ 1,319,131.00**

Funding:

Total proposal budget: (includes amount requested from funder, cash and in-kind matches listed below) **\$ 1,319,131.00**

Total amount from funder: **\$ 1,319,131.00**

Amount/value of match: **Cash: N/A**
In-kind: N/A

Required match or cost sharing:	No	X	Yes
Voluntary match or cost sharing:	No	X	Yes
Source of match/cost sharing:	N/A		
Negotiated indirect cost:	N/A		
(Fixed) administrative fee:	N/A		
Software/materials:	N/A		
Equipment:	N/A		
Services:	N/A		
Staff Training:	N/A		
FTE:	N/A		
Other:	N/A		

College Values, Strategic Initiatives and Activities Addressed:

Value(s):	<ol style="list-style-type: none"> 1. Community Focus 2. Student Success
Strategic Initiative(s):	<ol style="list-style-type: none"> 1. Community Engagement 2. Academic Excellence

October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College

FROM: Tonjua Williams, Ph.D., President 

SUBJECT: Florida Department of Education - Entrepreneurship Education and Training Grant

Confirmation is sought for a proposal that was submitted, subject to Board of Trustees' approval, to the Florida Department of Education by St. Petersburg College for the Entrepreneurship Education and Training Grant. Permission is also sought to accept \$99,255 in funding over a one-year period for this proposal, if awarded, and enter into any amendments, extensions or agreements as necessary, within the original intent and purpose of the grant.

The Florida Department of Education is seeking to fund innovative Entrepreneurship Education and Training (EET) projects that cultivate entrepreneurial mindsets and capabilities for Career and Technical Education (CTE) students. Programming cultivates the mindset, capability, and socio-emotional skills in support of a successful entrepreneurial venture, as well as instruction in corporate responsibility, safe commercial food handling, legal aspects, marketing, accounting, and financial modeling.

SPC has submitted a proposal in support of its Entrepreneurship initiative to develop and implement the Titans Venture Experiential Learning Program (XLP) project at Gibbs High School Business Entrepreneurial and Technological Academy (BETA) Incubator, along with articulation agreements towards SPC's Business Administration A.S. degree. The XLP will develop a pathway for secondary students for career and technical entrepreneurial education including co-curricular activities such as speaker events and/or workshops, as well as the college-wide PITCH and Business Plan Competitions. Overall, the project will help increase entrepreneurial mindsets and capabilities for students, increase awareness of entrepreneurial academic and workforce pathways, and cultivate skills that are in-demand for employers.

Funding will support personnel, travel and contracts and services. The estimated period of performance will be from July 1, 2023, through June 30, 2024. The total project budget is projected to be \$99,255 over an eleven-month period, of which the College anticipates receiving the full amount.

Matthew Liao-Troth, Vice President, Academic Affairs; Mia Conza, General Counsel; and Emmanuel Hernandez-Agosto, Dean, College of Business, recommend approval.

Attachment
gms092023

**BOT INFORMATION SUMMARY
GRANTS/RESTRICTED FUNDS CONTRACTS**

Date of BOT Meeting: October 17, 2023

Funding Agency or Organization: Florida Department of Education

Name of Competition/Project: Entrepreneurship Education and Training Grant (EET)

SPC Application or Sub-Contract: SPC Application

Grant/Contract Time Period: **Start:** 07/01/23 **End:** 06/30/24

Administrator: Emmanuel Hernandez-Agosto

Manager: Emmanuel Hernandez-Agosto

Focus of Proposal:

The Florida Department of Education’s Entrepreneurship Education and Training (EET) grant seeks to cultivate entrepreneurial mindsets and capabilities for Career and Technical Education (CTE) students. The goal of SPC’s Entrepreneurship initiative is to increase students’ awareness, understanding, and knowledge of entrepreneurship as a means to attaining a career and economic self-sufficiency. The project pilots a partnership with the Pinellas County district magnet program at Gibbs High School for post-secondary articulated credits, as well as continuing to enhance entrepreneurship programming in existing CTE programs. Programming supplements what students are learning in the classroom, broadens their awareness of entrepreneurial concepts, and fosters innovation, creativity, leadership, critical thinking, problem-solving and communication skills.

The initiative will focus on three activities: 1) Pilot Titans Venture XLP project at Gibbs High School Business, Entrepreneurial and Technological Academy (BETA) Incubator, along with articulation agreements toward Business Administration A. S. degree within SPC; 2) Enhance the College of Business’ annual Business Plan and Elevator Pitch Competition by increasing outreach and partnership participation; and 3) Develop co-curricular entrepreneurship activities such as speaker events and/or workshops open to secondary, post-secondary, and certificate students. The initiative will increase opportunities for students to network with business partners and increase their workforce readiness skills. The project will also provide broad exposure to SPC’s entrepreneurship training programs for students across the Pinellas County school district, College, and community. Funding will support faculty deliverables and digital platform services and certifications.

Budget for Proposal:

(Only Major categories—This is an estimated budget description based on expected funding and services. Specific budget categories may vary as the funding amount and/or services change.)

Personnel	\$ 55,610
Fringe	\$ 27,010
Travel	\$ 1,500
Contracts and Services	\$ 14,300
Indirect Costs	\$ 835
Total Budget	\$ 99,255

Funding:

Total proposal budget: (includes amount requested from funder, cash and in-kind matches listed below)	\$ 99,255
Total amount from funder:	\$ 99,255

Amount/value of match:	Cash: N/A
	In-kind: N/A
Required match or cost sharing:	No <input checked="" type="checkbox"/> Yes
Voluntary match or cost sharing:	No <input checked="" type="checkbox"/> Yes
Source of match/cost sharing:	N/A
Negotiated indirect cost:	N/A
(Fixed) administrative fee:	N/A
Software/materials:	N/A
Equipment:	N/A
Services:	N/A
Staff Training:	N/A
FTE:	N/A
Other:	N/A

College Values, Strategic Initiatives and Activities Addressed:

Value(s):	1. Community Focus 2. Student Success
Strategic Initiative(s):	1. Community Engagement 2. Academic Excellence

October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College

FROM: Tonjua Williams, Ph.D., President 

SUBJECT: Project Authorization for Deferred Maintenance Roof Projects

Authorization is sought to approve the proposals and to issue all necessary purchase orders to Garland/DBS, Inc. for Deferred Maintenance Roof Projects

Garland/DBS, Inc. was selected through an Omnia Cooperative Purchasing Program to solicit roofing proposals for roof repairs and replacements collegewide. The funding for these scopes of work constitutes a portion of the previously approved overall budget for Deferred Maintenance (as approved by the Board memo in May 2023).

Facilities Planning and Institutional Services are requesting the authority to approve the proposals and issue all necessary purchase orders.

The total requested authorization will not exceed the cost estimates listed below without additional Board approval.

Project Number	Project Name	Building	Cost Estimate
337-F-23-3PA	Palladium Life Safety DFR, PAL	Palladium	\$55,000
337-E-23-15	Downtown Center Reno, DFR DT	Downtown Center	\$605,000
337-G-23-1	EpiCenter Reno DFR, EPI	Services	\$955,000
337-G-23-1	EpiCenter Reno DFR, EPI	JWB	\$1,105,000
337-B-23-3	St Pete/Gibbs Campus DFR, SPG	Natural Science	\$1,205,000
337-B-23-3	St Pete/Gibbs Campus DFR, SPG	Technical Building	\$905,000
337-B-23-3	St Pete/Gibbs Campus DFR, SPG	Language Arts	\$440,000
337-C-23-4	Seminole Campus Reno DFR, SE	Dental	\$230,000
337-C-23-4	Seminole Campus Reno DFR, SE	Technology Learning	\$580,000
337-C-23-4	Seminole Campus Reno DFR, SE	University Partnership	\$955,000


337-D-23-5	Tarpon Springs Campus Reno DFR, TS	Administration	\$305,000
337-D-23-5	Tarpon Springs Campus Reno DFR, TS	Agora	\$355,000
337-D-23-5	Tarpon Springs Campus Reno DFR, TS	Lyceum	\$480,000
337-D-23-5	Tarpon Springs Campus Reno DFR, TS	Sigma	\$90,000
337-L-23-8	Health Edu Ctr Reno DFR, HEC	HEC (Lower Canopy)	\$175,000

Previously Approved - April 2023			
337-A-23-2	Clearwater Campus DFR, CL	Business Technologies	\$627,000
337-B-23-3	St Pete/Gibbs Campus DFR, SPG	Humanities	\$636,000
500-DFR-23-5	Tarpon Springs Campus Reno DFR, TS	Bilirakis Building	\$1,840,000
Total			\$11,543,000

Janette Hunt, Vice President, Finance and Business Operations; and Adam Colby, Associate Vice President, Facilities Planning and Institutional Services, recommend approval.

October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College
FROM: Tonjua Williams, Ph.D., President 
SUBJECT: **Authorization to Close on Coliseum Parking Lot**

Approval is sought for a Resolution of the College's Board of Trustees authorizing the President to sign all necessary documentation, including the deed, to close the transaction of the sale of the Coliseum Parking Lot in accordance with the Sales Contract. The sale is anticipated to close on October 31, 2023, through Seminole Title.

Janette Hunt, Vice President, Finance & Business Operations; and Mia Conza, General Counsel, recommend approval.

Attachment



Resolution

WHEREAS, St. Petersburg College is a state college in the Florida College System, organized pursuant to 1001.60, Fla. Stat. and governed by a Board of Trustees, and

WHEREAS, the Trustees are granted the authority to purchase and dispose of property of the St. Petersburg College, Board of Trustees, pursuant to 1001.64(25) and (26) Fla. Stat., and to authorize the College President, or her designee, to act on behalf of the Board,

NOW THEREFORE, be it resolved that the Board authorizes the College President, Dr. Tonjua Williams, to transact all business and sign all closing documents related to the sale of the College's Coliseum Parking Lot which is the described property as detailed on the attached Exhibit "A", and pursuant to the Sales Contract dated July 20, 2023, which provides for the sale in the amount of \$695,000.00, to Robot Risers LLC, a Florida Corporation. It was specifically found that the transaction is in the best interest of the Florida College System.

IT IS HEREBY RESOLVED that the undersigned does certify that this Resolution has been adopted by the Board of Trustees of St. Petersburg College pursuant to, and in accordance with, its authority this 17th day of October, 2023.

Board of Trustees of St. Petersburg College

By: _____

Jason Butts

Its: Chairman of the Board

LEGAL DESCRIPTION OF
PROPERTY

Tract 1: A portion of Lots 2 and 3, RUBIN ICOT CENTER, according to the plat thereof recorded in Plat Book 88, Pages 79 through 85 inclusive, of the Public Records of Pinellas County, Florida, and being more particularly described as follows: Beginning at the Northwest corner of Lot 2 of said RUBIN ICOT CENTER for a POINT OF BEGINNING; thence N. 00° 16' 17" W., and along the East right of way line of 58th Street North, 87.01 feet; thence N. 89° 43' 43" E., 403.98 feet; thence S. 30° 52' 54" W., 67.41 feet; thence S. 02° 27' 46" E., 105.46 feet; thence S. 24° 30' 19" W., 15.34 feet; thence S. 89° 43' 43" W., 143.60 feet; thence N. 00° 16' 17" W., 12.00 feet; thence S. 89° 43' 43" W., 223.11 feet to the East right of way line of 58th Street North; thence N. 00° 16' 17" W., 77.99 feet to the POINT OF BEGINNING.

and

Tract 2: A portion of Lot 3 of RUBIN ICOT CENTER as recorded in Plat Book 88, Pages 79 through 85 inclusive, of the Public Records of Pinellas County, Florida, and being more particularly described as follows: Beginning at the Southwest corner of Lot 3, RUBIN ICOT CENTER as a point of reference; run thence N. 00° 16' 17" W., along the East right of way line of 58th Street North, a distance of 87.01 feet; thence N. 89° 43' 43" E., 274.75 feet to the POINT OF BEGINNING; thence N. 00° 16' 17" W., 23.00 feet; thence N. 89° 43' 43" E., 143.13 feet; thence S. 30° 52' 54" W., 26.87 feet; thence S. 89° 43' 43" W., 129.22 feet to the POINT OF BEGINNING.

Programs

September 27th, 2023 @ Hillsborough Community College Ybor City Campus – Ybor Room 124 (1:00 pm to 2:00 pm)

Hispanic Heritage Month

Join ISPS, the Hispanic Chamber of Commerce of Tampa Bay, Hillsborough Community College, and a group of Tampa Bay Area Hispanic leaders as they share about the role their heritage has played in their personal and professional lives.

September 28th, 2023 @ SPC Downtown Center Community Room 141 (1:00 pm to 2:30 pm)

Keeping Community in Community College

Join ISPS, the Downtown Neighborhood Association, and the St. Petersburg Downtown Partnership for presentation by writer and urbanist Peter Kageyama as he explores ways that state colleges can activate their surrounding communities.

News

- Board Updates
 - ISPS will host a [quarterly](#) Board of Directors' meeting on November 13th at the SPC Gibbs Campus.
 - [Jo-Lynn Brown](#) and [Valerie Ellis Lavin](#) were featured as Catalyst Influencers.
 - Nikki Gaskin-Capehart was [appointed](#) as President and CEO of the Pinellas County Urban League.
- Team Updates
 - ISPS presented at the Florida College System Student Government Association's (FCSSGA) Presidents' Assembly virtual meeting.
 - ISPS interviewed former Senator Dennis Jones, Congressman Young's former District Director (and former Clearwater Mayor) George Cretkos, Congressman Young's family and former SPC President Bill Law as part of our documentary on the history of the organization.
 - ISPS published its [August](#) and [September](#) newsletters.
 - Matthew Lee, ISPS Communication Coordinator, [interviewed](#) Julie Marcus, Pinellas County Supervisor of Elections, for our [Voter Education Series](#).
- Staff Updates
 - Matthew Lee was promoted to Communications Coordinator. The *St. Pete Catalyst* highlighted his promotion in the [Shuffle](#).
 - Aron Bryce was accepted onto the 2023-2024 Tampa Bay Watch Leadership Council.
 - Sam Jenkins co-created a new Young Professionals Group with SPC's College of Business and the Treasure Island & Madeira Beach Chamber of Commerce.



Thank you for the acknowledgement at September's BOT meeting. Kindly follow us on:

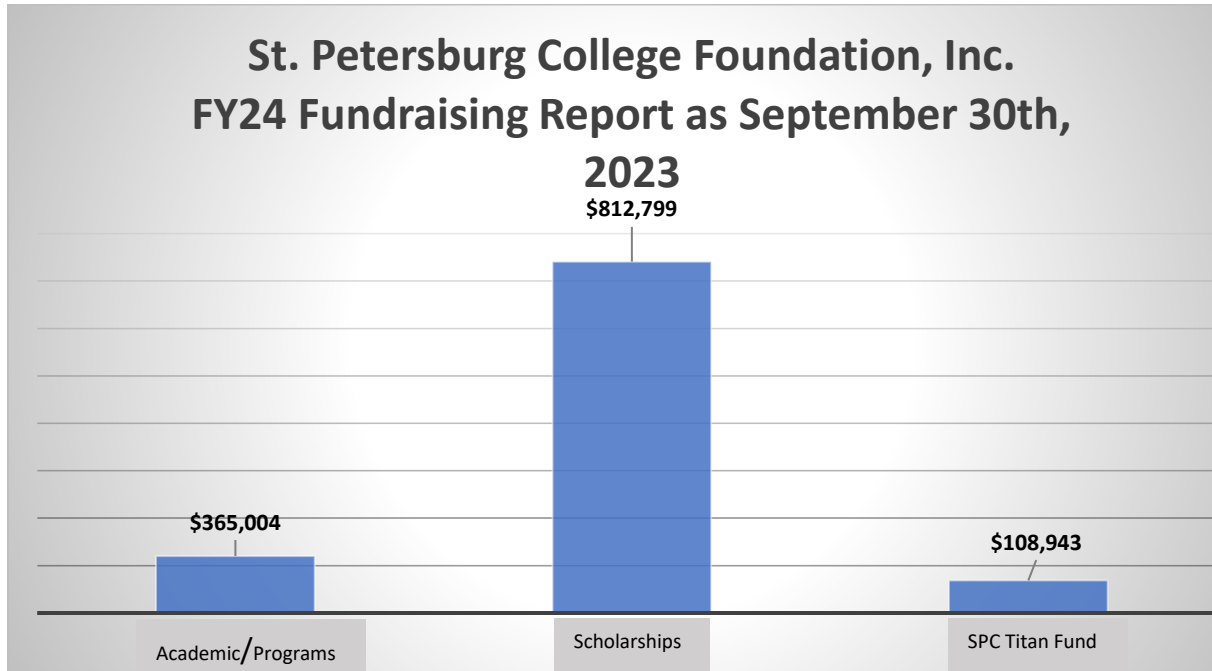


Kimberly G. Jackson, Esq.
Executive Director
ISPS

Foundation Report

BOT September 2023 Update

Dashboard



Fund Category	FY24	FY23
Academic/Student Programs	\$ 365,004	\$ 1,102,433
Scholarships	\$ 812,799	\$ 5,491,838
SPC Titan Fund	\$ 108,943	\$ 492,795
Total:	\$ 1,286,746	\$ 7,087,066

Expense Report:

As of September 30th, the Foundation provided the following support to SPC:

- **\$855K** in scholarships to SPC students.
- **\$1.2M** in program support, providing support to such programs as
 - Alumni Association
 - Academic Affairs Department
 - African American Male Initiative
 - Athletic Boosters
 - Black Girl Magic Event
 - Business Plan & Elevator Pitch Competition
 - College of Education
 - College of Nursing

- Dental Hygiene Department
- Fall Enrollment Initiative
- Grants Department
- Humanities & Fine Arts Department
- Learning Resources Centers
- College Marketing & Communications
- Mental Health Awareness/Allied Health
- Natural Sciences
- Palladium Theater
- Social Justice Initiative
- SPC Collegiate High School
- Veterinary Technology Program
- Welcome Back Titans Event
- Women on the Way & Keys to Manhood
- Workforce Development

Topic of the Month

- Our Helen K. Leslie Luncheon on December 1st, 2023.

Palladium Board Report

October 2023

1. The Palladium's first season was 1998. Our 2023 season marks the theater's 25th anniversary. We will celebrate the anniversary and kick off the \$10 million Capital Campaign for theater renovation on Oct. 25 with a donor dinner in Hough Hall and the Side Door. Entertainment will be provided by some of our favorite Palladium entertainers.
2. The design contract for the Palladium Renovation was approved. The design team spent two full days at the Palladium on September 6 and 7 meeting with the SPC facilities team and our staff to get a scope of work.
3. Our longstanding partnership with WEDU continues. On Wednesday, Sept. 20 the public TV station rented the Palladium's main hall for a sold-out evening with America's Test Kitchen, a popular PBS show. WEDU officials praised our staff as "outstanding."
4. The Palladium's business continues to thrive in the post-COVID environment. The theater calendar is very close to capacity through June of 2024. The majority of those shows are community rentals, in keeping with our mission.
5. Applications for our 2023-24 class of Creative Fellows are in and we had the most applicants in the program's three-year history. A Palladium committee will select the new class in October, and we will make the announcement this fall. Through this program, the Palladium has put almost \$100,000 in direct and in-kind support into the pockets of top Tampa Bay talent. The program pays them to make new shows for the Palladium. The Palladium then pays them again for the show and provides marketing, tech support and full wrap-around services to make those shows a success. This program is unique in the Tampa Bay area. These funds are generated from the Palladium and our donors. We started it in 2020 to help our performers who were devastated financially by the pandemic. It proved so popular that we have continued it.
6. In doing research for our Capital Campaign, we were able to determine that the Palladium puts \$600,000 directly into the local economy in the form of payments to performers and local arts organizations who do shows here. Most performing arts venues do shows with touring

Palladium Board Report

October 2023

performers and all that money leaves the community. That's not the case with the Palladium, which focuses on local talent and local organizations.

7. Palladium Event Calendar: <https://mypalladium.org/event-listing/>
8. Next Palladium Board Meeting: Thursday, October 19th, 11:30am – 1:30pm at The Palladium.

**Leepa-Rattner Museum of Art (LRMA)
October 2023 Report of SPC BOT**

LRMA Updates

AAM Reaccreditation – Executive Director Christine Renc-Carter is working with Dr. Davis, LRMA Advisory Committee and volunteer subcommittees, staff, and stakeholders on LRMA’s Strategic Plan and Core Documents for Phase 1 (Self-Study) updated due date November 8, 2023. Other supporting documents will include acknowledgement of support and financials from SPC as parent organization. Phase 2 site visit with peer reviewers March-April 2024.

LRMA Exhibitions - Fall 2023

This Fall, LRMA celebrates the arts in education with three exhibitions that highlight SPC’s award-winning Fine Arts, Humanities, and Digital Arts faculty, unveils new acquisitions by Donald Saff and Robert Rauschenberg, who were innovators in arts and higher education, and debuts *Visual Metaphors Pinellas County High School Student Exhibition*, which was previously hosted by the Museum of Fine Arts, St. Pete for the past 40 years. LRMA also celebrates Hispanic Heritage with a series exhibitions and programs:

- ***SPC Visual Arts Faculty Exhibition 2023*** (September 16-December 17, 2023)
This biannual exhibition highlights new work by 14 faculty from SPC’s Fine Arts, Humanities and Digital Arts programs and honors 2 Professor Emeriti for their contributions to multiple generations of students at SPC. LRMA will host a series of gallery talks with faculty throughout the semester.
- ***Donald Saff: Constellation Series*** (September 16-December 17, 2023)
LRMA unveils this recent major acquisition of 16 etchings by Donald Saff and 2 color photographs by Robert Rauschenberg. Saff is an educator, innovator, author, artist, and horologist who founded Graphicstudio at USF. Saff’s Constellation Series explores the perception of time and space through the symbolism of mapping the stars.
- ***New Acquisition Spotlight - Robert Rauschenberg: The China Series*** (September 16-December 17, 2023)
Saff worked with internationally renowned artist Robert Rauschenberg who was the first Western contemporary artist to exhibit in the People’s Republic of China. Together, they launched a serial project of international exhibitions as a catalyst for positive social change.
- ***The Hurricane Within: Vibrancy and Resilience of Hispanic Heritage*** (September 9-December 17, 2023)
LRMA commemorates Hispanic Heritage month with reverence to Hispanic arts and culture through the eyes of Cuban and Chilean artists from the collection. Programs include Hispanic Poetry readings and artist talks.
- ***Visual Metaphors: Pinellas County Schools High School Show*** (October 28 – December 10, 2023), opening reception & awards ceremony November 9, 2023. Includes 55 works by Pinellas high school students.

LRMA Education/Programs – LRMA has a robust fall program schedule and is collaborating with SPC Faculty on a series of Lunch & Learn gallery talks to support the 2023 SPC Visual Arts Faculty Exhibition.

Please visit <https://leeparattner.org/calendar/>

- Weekly **Docent tours:** Wednesdays & Sundays at 2:00 p.m.
- Monthly **Focus Friday lecture series**, first Fridays at noon. *February-May, September-December
 - October 6, 2023 Bosco Sodi, *Muro*, 2019, Clay timber/video (Hispanic Heritage Month)
- Monthly **Leap into Art: Monthly children’s story/art hour.** Partner with Palm Harbor Library, 3-4pm.

October Programs

- Thurs Oct. 12 6:00-8:00 p.m. Film Screening: “This Blessed Plot, This Earth” by Elizabeth Indianos
- Tues Oct. 24 1:00-3:00 p.m. Gallery Talk SPC Visual Arts Faculty Show: Krishna Sadasivam
- Wed Oct. 25 6:00-8:00 p.m. Gallery Talk SPC Visual Arts Faculty Show: Barton Gilmore
- Fri Oct. 27 4:00-8:00 p.m. Event SPOOKTACULAR - SPC Community Halloween Event

Highlight in November

- Thurs Nov. 16 12:00-2:00 p.m. Japanese Performance Art Event with visiting artists from Japan, LRMA partnership with Student Life& Leadership, International Programs, Learning Resources Center.


LRMA in the News – October 2023

- Creative Pinellas Arts Coast Journal reviewing *The Hurricane Within* exhibition, written by Yuly Restrepo to be published October 15, 2023.

October 17, 2023

MEMORANDUM

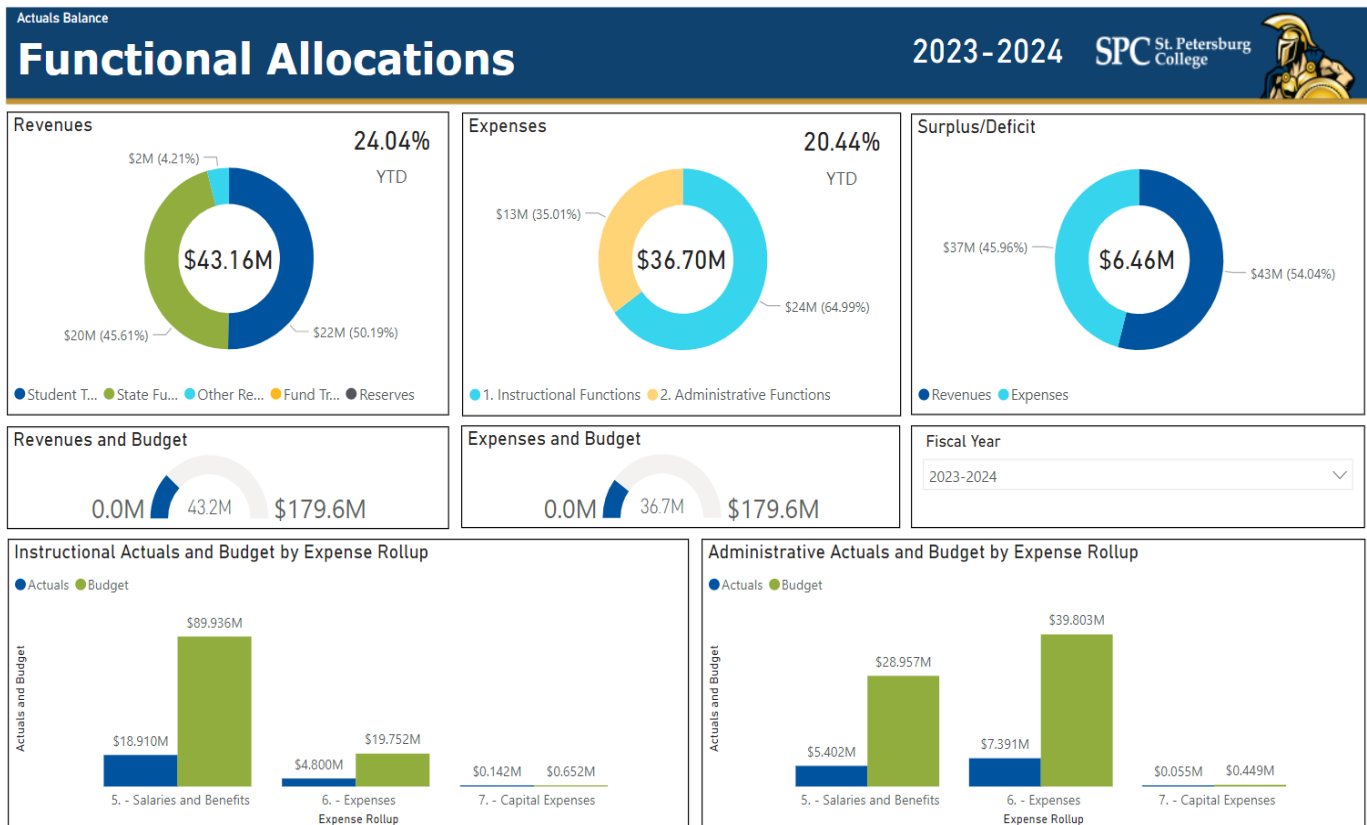
TO: Board of Trustees, St. Petersburg College

FROM: Tonjua Williams, Ph.D., President 

SUBJECT: Fiscal Year 2023-2024 College General Operating Budget Report with Tuition Revenue

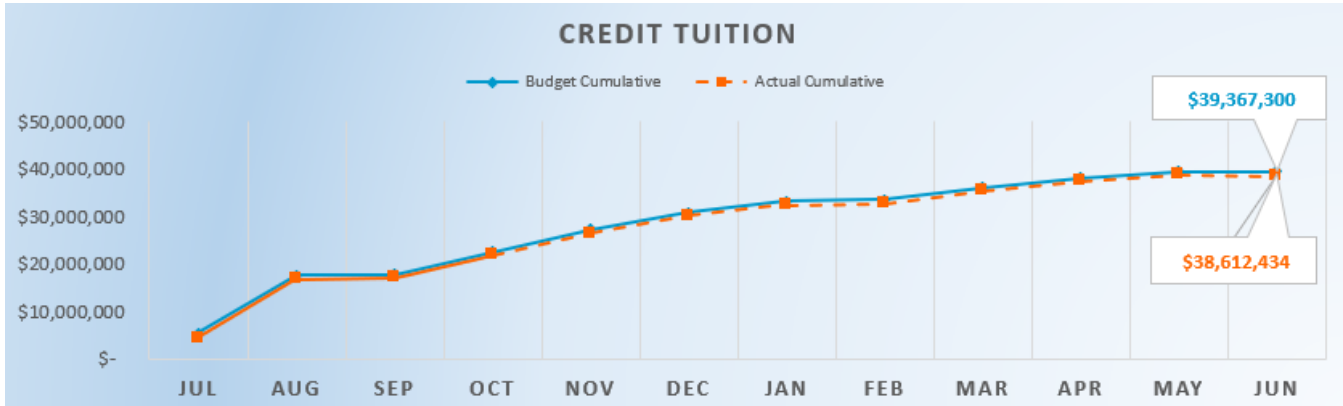
The FY23-24 fund 1 operating budget report through September 30, 2023, is attached.

As of September 30, 2023, the overall revenue was \$43.16M, which represents 24.04 % of the operating budget. The overall expense was \$36.70M, which represents 20.44 % of the operating budget. Personnel expenses represent 74.11 % of the annual operating budget. As of this report date, personnel expenses total \$24.3M or 20.4 % of the total budget of personnel expenses. Instructional personnel expenses account for \$18.9M and \$5.4M for Administration personnel expenses. Current and Capital expenses total \$12.4M. The net balance of revenue less expense is \$6.46M; which excludes net pension adjustments.

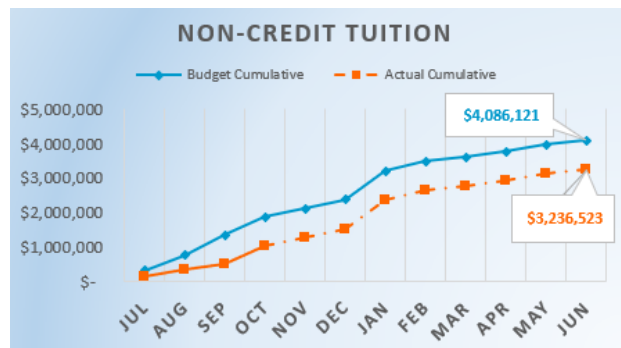


Displayed below are charts for projected tuition revenue. There are three types of tuition revenue: credit tuition, non-credit tuition, and postsecondary adult vocational tuition.

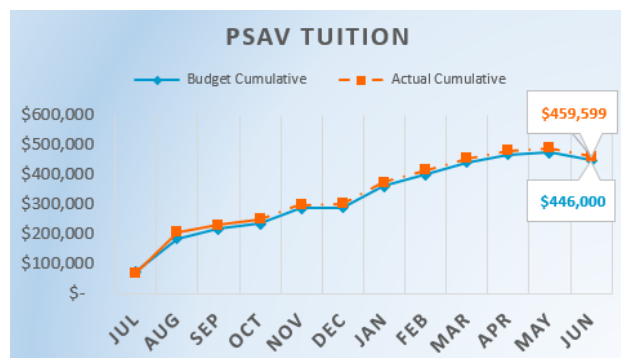
Credit Tuition Revenue – The chart below displays the credit tuition portion of the budget to the actual amount. As of September 30, 2023, the tuition actual is \$754K below the budgeted amount.



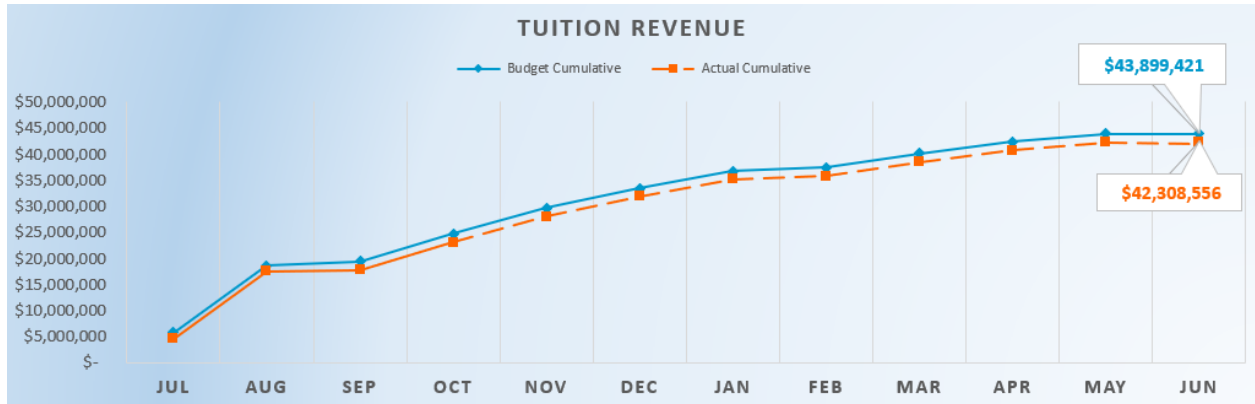
Non-Credit Tuition Revenue – The chart to the right displays the non-credit portion of the budget to the actual amount. As of September 30, 2023, the tuition actual is \$849K below the budgeted amount.



Postsecondary Adult Vocational Tuition Revenue – The chart to the right displays the Postsecondary Adult Vocational (PSAV) portion of the budget to the actual amount. As of September 30, 2023, the tuition actual is \$13K above the budgeted amount.



Total Tuition Revenue - The chart below displays the total operating tuition budget to the actual amount. As of June 30, 2023, the overall tuition actual is \$1.5 M below the budgeted amount.



Dr. Hector Lora, Associate Administrative Vice President, Budgeting and Strategic Execution

Attachment



**Operating Budget Report
September 30, 2023**

	Budget		Actual		% of YTD
Revenue					
Student Tuition & Fees	\$ 54,321,149	\$	21,658,947		40%
State Funding	\$ 96,184,765	\$	19,682,606		20%
Other Revenues	\$ 8,304,325	\$	1,814,888		22%
Fund Transfers In	\$ 1,600,000	\$	-		0%
Reserve	\$ 19,140,000	\$	-		0%
Total Revenue	\$ 179,550,239	\$	43,156,441		24%
	Budget		Actual		% of YTD
Expenses					
Instruction	\$ 61,647,786	\$	14,707,550		24%
Public Service	\$ -	\$	-		0%
Academic Support	\$ 26,674,788	\$	4,944,861		19%
Student Support	\$ 22,017,747	\$	4,199,640		19%
Total Instructional	\$ 110,340,322	\$	23,852,051		22%
Institutional Support	\$ 28,669,383	\$	6,482,580		23%
Physical plant Operation and Maintenance	\$ 20,186,666	\$	5,081,576		25%
Student Financial Assistance	\$ 2,341,848	\$	1,096,837		47%
Contingency, Transfer, Etc	\$ 18,012,021	\$	187,691		1%
Total Administrative	\$ 69,209,918	\$	12,848,684		19%
Total Operating Expenses	\$ 179,550,239	\$	36,700,735		20%
Balance		\$	(0)	\$	6,455,707

*FY2023-24 excludes Net Pension adjustments.

October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College

FROM: Tonjua Williams, Ph.D., President 

SUBJECT: Removal of Certain Assets from Property Inventory

This Memo is for informational purposes and fulfills the requirement of Florida Statute 274.07 for the recording of the disposition of government property into the Board Meeting minutes. The following assets have been approved by the Survey Committee for removal from the inventory and have a current Net Book value of \$0.


Tag Number	Description	Acq Date
04988	Repeater: Ch D-1: Emcee	9/1/1981
11837	Camera: Minolta	7/15/1997
19553	Rack # 3	8/14/2001
19554	Rack #7	8/14/2001
20307	Rack #8	8/6/2001
20308	Rack 4	8/6/2001
20310	Rack # 5	8/6/2001
26707	Camera: Hitachi	8/19/2003
26709	Camera: Hitachi	8/19/2003
27924	Bus: Flexible	5/4/2004
28632	Security Cart: Villager 4 Passe	10/13/2004
28634	Security Cart: Villager 4 Passe	10/13/2004
29887	Camera Head: Sony	5/12/2005
29888	Camera Head: Sony	5/12/2005
30524	Touchscreen: Panasonic Overlay	6/16/2006
30775	WallView Camera: Vaddio	4/6/2006
30776	WallView Camera: Vaddio	4/6/2006
30777	WallView Camera: Vaddio	4/6/2006
31746	Printer: HP DesignJet 42"	1/27/2006
34088	UPS: APC Smart	8/22/2006
35476	Bed, Birthing Affinity	11/3/2006
38495	Demodose MedDispense Cart	5/25/2010
38864	Freezer 2-Door	1/12/2009
38868	Refrigerator 2 Door	1/15/2009
39436	Med Dispenser Cart	9/15/2009
39761	MSG 4 Station Press	8/23/2010
40288	High Def Projector	1/18/2011
40868	Multi Function Mat Platform	8/1/2011

Tag Number	Description	Acq Date
41581	Biological Safety Cabinet Oven	2/14/2013
42142	Costar Network Server	1/17/2013
42367	Costar NVR	9/24/2013
43573	Apple MacBook Pro	6/18/2015
43601	Costar NVR	11/13/2015
44966	2016 Yamaha Golf Cart	5/20/2019

Janette Hunt, Vice President, Finance & Business Operations; Mike Meigs, Associate Vice President, Accounting, Business & Financial Services; and Karen Reynolds, Director of Procurement and Asset Management; recommend approval.

October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College
FROM: Tonjua Williams, Ph.D., President 
SUBJECT: Quarterly Informational Report of Contract Items

This informational report includes executed contracts and/or items that have been approved by either the President or designee during the preceding Quarter and are being reported to the Board pursuant to Board of Trustees' Rule 6Hx23-5.903.

Section A: Program Related Contracts

1. Affiliation Agreement with **BayCare Health System, Inc.** to continue to provide clinical experience to students in various health related and other programs. The renewal Agreement will add the Biology program and continue the Agreement for another two years through October 11, 2025. There is no cost to the College. This item was approved by Matthew Liao-Troth on August 7, 2023. Departments—College of Health Sciences and College of Nursing
2. Affiliation Agreement with **BluePearl Management, LLC** to provide clinical experience to students in the Veterinary Technology Program. The Agreement will commence as soon as possible and continue for the period of one year. There is no cost to the College. This item was approved by Matthew Liao-Troth on September 27, 2023. Department—Veterinary Technology
3. Agreement with **The School Board of Broward County** to provide student internship, practicum, and observation experience for College of Education students. The Agreement will commence as soon as possible and continue for the period of three years. There is no cost to the College. This item was approved by Matthew Liao-Troth on August 7, 2023. Department—College of Education
4. Affiliation Agreement with **Community Dental Clinic** to provide clinical experience to students in the Dental Hygiene Program. The Agreement will commence as soon as possible and continue for the period of one year. There is no cost to the College. This item was approved by Matthew Liao-Troth on August 7, 2023. Department—Dental Hygiene
5. Agreement with **Gulfcoast North Area Health Education Center, Inc.** whereby the College agrees to incorporate tobacco prevention and cessation content throughout the Dental Hygiene, Nursing, and Respiratory Therapy curriculums and require students to

participate in the AHEC Tobacco Training and Cessation program. Under this agreement, SPC Dental Hygiene, Nursing and Respiratory Therapy students will learn about tobacco and develop professional skills necessary to address its use with their patients. Students will also be prepared to serve as role models and educate youth about the dangers of tobacco. The Agreement will commence upon execution and will continue for one year. The College will receive \$25 per student. This item was approved by Matthew Liao-Troth on August 22, 2023. Departments—Dental Hygiene, Nursing, Respiratory Therapy

6. Affiliation Agreement with **HCA West Florida Division** to continue to provide clinical experiences to students enrolled in various health-related programs. This Agreement provides for clinical experiences in various HCA West Florida Division hospitals. The Agreement will commence as soon as possible and continue for the period of two years. There is no cost to the College. This item was approved by Matthew Liao-Troth on August 22, 2023. Departments—College of Nursing and College of Health Sciences
7. Agreement with the **City of Jacksonville** to provide Veterinary Technology program student the opportunity to provide volunteer veterinary services to the City as interns to obtain learning experiences in veterinary technology as part of their undergraduate studies. The Agreement will commence as soon as possible and continue for the period of one year. There is no cost to the College. This item was approved by Matthew Liao-Troth on August 22, 2023. Department—Veterinary Technology
8. Affiliation Agreement with **Johns Hopkins All Children's Hospital, Inc. f/k/a All Children's Hospital, Inc.** to continue to provide clinical experience to students enrolled in various allied health programs. The renewal adds the Surgical Services program to the Agreement and continues the Agreement for a period of two years. There is no cost to the College. This item was approved by Matthew Liao-Troth on August 14, 2023. Department—College of Health Sciences
9. Affiliation Agreement with **Orlando Health, Inc.** to provide clinical experience to students enrolled in Nursing, Health Services Administration BAS, and Health Services Administration BAS – Respiratory Care programs. The Agreement will commence as soon as possible and continue through June 28, 2025. There is no cost to the College. This item was approved by Matthew Liao-Troth on July 11, 2023. Departments—Nursing and College of Health Sciences
10. Amendment to the Affiliation Agreement with **Sarasota County Public Hospital District, dba Sarasota Memorial Hospital** and the **Sarasota Memorial Health Care System** to provide clinical experience to students in the Health Services Administration Program. This modification adds the Health Information Technology Program to the Agreement under the same terms and conditions. The Amendment will commence as soon as possible and continue for the same period as the current Agreement, which auto renews annually. This item was approved by Matthew Liao-Troth on September 27, 2023. Department—College of Health Sciences

11. Affiliation Agreement with the **University of South Florida** that will allow USF students to obtain internship experience in the College's Humanities and Fine Arts Department to meet their requirements for graduation. The Agreement will commence as soon as possible and continue for a one-year period. Thereafter, the Agreement will automatically renew for one-year periods unless terminated by either party. There is no cost to the College. This item was approved by Matthew Liao-Troth on September 18, 2023. Department—Humanities and Fine Arts

Section B: Contracts above \$100,000 (\$100,001-\$325,000)

12. Agreement with **The Arc Tampa Bay, Inc. (ARC)** to continue to provide Supported Employment services for students in the Titans Up program. ARC delivers services in two Phases—Phase I: hands-on, person-centered discovery sessions and Phase II: job placement. The funding for the Titans Up program is through the University of Central Florida grant designed to support program development and implementation for a comprehensive transition and postsecondary (CTP) program supporting students with intellectual disabilities seeking a postsecondary experience leading to gainful employment. The ARC is reimbursed for its services, per student, as delineated in the Agreement. This renewal Agreement will commence upon execution and continue through June 30, 2026. The anticipated cost to the College during this period is estimated to be \$306,775. This item was approved by the President on August 15, 2023. Department—Retention Services
13. Agreement with **CurriQunet** to continue to use the CurriQunet system for automated curriculum development and approval tracking. The renewal Agreement will commence October 1, 2023 and continue for the period of three years. The renewal Agreement includes the CurriQunet META SaaS (with course and program management and digital catalog), a META license, training, bi-monthly updates, support and hosting. The cost to the College is \$2,778.50 per month for the first year and \$3,056.35 per month for years two and three. The total cost to the College for the three-year period will be \$106,694.40. This item was approved by Matthew Liao-Troth on August 22, 2023. Department—Curriculum Services
14. Amendment to the Agreement with **Dimension Systems, Inc.** to provide additional remote PeopleSoft (PS) Support Services for PS system tasks. The Amendment extends the services for another month or until project hours are used and adds 100 hours of support at a cost of \$14,500 to the Agreement. The total cost to the College for the Agreement, including this Amendment, is \$178,930. This item was approved by the President on September 15, 2023. Department—Information Technology
15. Agreement with **EdCERT dba ACUE** for the Platform Subscription, Level 2 and services to deliver micro credential cohorts and training towards the ACUE faculty certification. The subscription license will commence as soon as possible and continue for the period of one year. This Agreement, which is governed by the terms of the existing Master Services Agreement (MSA) with EdCERT dba ACUE, will also extend the MSA through December 31, 2024. The cost to the College for this Agreement is \$138,000. This item was approved by Matthew Liao-Troth on July 31, 2023. Department—Academic Affairs

16. Agreement with **Melissa Iris Gonzalez** to provide professional services as an independent contractor to perform duties of a Strategic Initiatives Executive for the College. The cost to the College for this Agreement is \$160,000. This item was approved by the President on August 28, 2023. Department—President’s Office
17. Agreement with **Insurance Office of America** to provide consulting services regarding employee health insurance benefits. Services will be provided in the following areas: Financial Management; Vendor Analysis and Renewal Management; Bid Specifications and Analysis; Plan Design and Health Management Support; Day-to-Day Client and Vendor Issues; Regulatory and Compliance; Employee Communication and Education; and Claims Support and Issue Resolution. The Agreement will commence as soon as possible and continue through June 30, 2024. The cost to the College during this period is estimated to be \$131,147.50. This item was approved by Darryl Wright-Greene on August 4, 2023. Department—Human Resources
18. Agreement with **IonTuition CP f/k/a i3 Group Services, LLC** to continue to provide the College with student loan management services to student borrowers. IonTuition will use its best efforts to keep student borrowers in a current repayment status and remove delinquency to help student borrowers repay loans and deliver the lowest possible cohort default rate. Specifically, IonTuition will provide services such as student loan assistance; telephone, email and direct mail student borrower communications; reporting package information regarding repayment status; student borrower access to IonTuition and Webchat through the College’s intranet portal; access to Presto (IonTuition’s Income Driven Repayment tool); and loan record detail report analysis. The Agreement is for the period of one year. The cost to the College for services under this Agreement is anticipated to be \$15,103 per month for a total anticipated cost of \$181,236. This item was approved by the President on July 31, 2023. Department—Financial Assistance Services
19. Agreement with **Moore Communications Group, Inc.** to provide specific integrated communications services such as Public Relations Counsel, Public Relations, Strategic Communications Planning, Branding, Creative/Design, Graphic Design, Web Design, Community Relations, Cooperative Programs, Crisis Communication, Direct Mail, Governmental Relations, Marketing, Public Affairs, Market Research, Media Relations and Tracking, Promotional Materials, Special Events and Social Media services as requested by the College. The Agreement will commence as soon as possible and continue through December 30, 2023. The cost to the College for this Agreement is \$300,000. This item was approved by the President on August 8, 2023. Department—Grants Development
20. Agreement with **Oracle America, Inc.** for the renewal of the Oracle Enterprise Performance Management Cloud Service subscription. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$168,000. This item was approved by the President on July 21, 2023. Department—Information Technology – Enterprise Systems & Budgeting
21. Agreement with **Performance Architects** to develop and implement additional business processes on the previously developed Enterprise Planning and Reporting solution used in the Budgeting office. Performance Architects will build the following processes to expand

the capabilities of the solution: 1) current year projection; 2) strategic modeling; 3) HR lapse reporting; 4) general report and dashboard development; 5) budget enhancements; and 6) orientation to “Narrative Reporting” tool. The Agreement will commence as soon as possible and continue through project completion. The cost to the College for this Agreement is \$220,000. This item was approved by the President on August 9, 2023. Department—Budgeting

22. Agreement with **Pinellas County School Board (PCSB)** to continue the existing Dual Enrollment, Early College Program agreement and to provide the necessary staffing resources and support services for students. In addition to SPC providing space, furniture, equipment, supplies, and utilities, SPC shall share in the expenses associated with providing three full-time guidance counselors and one full-time senior data management technician. SPC shall contribute \$250,000 toward the expense of these PCSB Early College personnel. Other Early College personnel employed by SPC include one program director and two program coordinators. The Agreement will commence July 1, 2023 and continue through June 30, 2024. This item was approved by the President on August 7, 2023. Department—Dual Enrollment/Early College

Section C: Contracts above \$50,000 (\$50,001-\$100,000)

23. Agreement with **Augusoft, Inc., a Modern Campus Company** to continue the Augusoft Lumens License and subscriptions for the Lumens Integrated Entrepreneur (iENT), Lumens API, Lumens Entrepreneur (ENT), and database/customization. This renewal Agreement will commence August 1, 2023 and continue through July 31, 2024. The cost to the College for this period is \$76,522.11. This item was approved by Patrick Rinard on July 25, 2023. Department—Information Technology
24. Agreement with **Bayview Public Relations, Inc. dba B2 Communications** to continue the development of a strategic communications plan for the College. The Agreement will commence as soon as possible and continue through June 30, 2024. The cost to the College for this Agreement is \$90,000. This item was approved by Jesse Turtle on August 7, 2023. Department—Marketing & Strategic Communications
25. Agreement with **Blackbaud, Inc.** to continue the use of Blackbaud’s RE NXT database management software which is used by the College’s Foundation. The Agreement will commence as soon as possible and continue through approximately June 29, 2027. The cost to the College for this period is \$66,749.65. This item was approved by Jesse Turtle on August 7, 2023. Departments—SPC Foundation/Information Technology
26. Agreement with **Blackbaud, Inc.** to continue the annual subscription to the Award Management Community College Connect/e-Library that is used for scholarship management in the College’s Foundation. The Agreement will commence as soon as possible and continue for the period of three years. The cost to the College for this Agreement is \$61,354.95. This item was approved by Jesse Turtle on July 19, 2023 and Patrick Rinard on July 21, 2023. Departments—SPC Foundation/Information Technology

27. Agreement with **Ford Harrison, LLP** to continue to provide legal services to the College through June 30, 2024. The firm will provide services at an hourly rate of \$300 for attorneys and \$150 for paralegals. This firm provides legal services to the College associated with employment law issues. Although the total amount of this Agreement cannot be determined at this time, the expenditure approval sought is within the College's approved budget amount for Fiscal Year 2023-24. This item was approved by the President on July 5, 2023 and Mia Conza on July 11, 2023. Department—General Counsel's Office
28. Agreement with **Gallery Systems, Inc.** to provide an upgrade of the software used by the Leepa-Rattner Museum of Art (LRMA). The upgrade will move LRMA from its current TMS for Windows to the TMS Collections software and include the Pro License to eMuseum and Pro Maintenance and Support as well as managed hosting services. The Agreement will commence as soon as possible and is ongoing unless terminated by either party. The cost to the College for the first year of the Agreement is \$53,170; thereafter, the annual recurring cost for hosting and eMuseum Pro Maintenance and Support is \$26,225. This item was approved by Patrick Rinard on August 11, 2023. Department—Leepa-Rattner Museum of Art
29. Agreement with **Info-Tech Research Group** for a one-year membership that provides access to powerful diagnostic tools and key research to help the College systematically improve IT department's performance. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$79,254.41. This item was approved by Patrick Rinard on July 5, 2023. Department—Information Technology
30. Agreement with **International Center for Leadership in Education (ICLE)** to provide professional learning and coaching for district and school leaders during the 2023-25 school years. The Agreement will commence as soon as possible and continue through June 30, 2025. The cost to the College for this Agreement is \$58,860. This item was approved by Matthew Liao-Troth on July 27, 2023. Department—St. Petersburg Collegiate High Schools—SP/G & TS
31. Agreement with **Pro Education Solutions, LLC** to provide access to its ProDoc electronic e-sign document portal for use by students and parents to complete and e-sign school documents. The Agreement will commence as soon as possible and continue for the period of one year. The anticipated cost to the College for this Agreement is \$66,000. This item was approved by Jamelle Conner on July 6, 2023. Department—Financial Assistance Services

Section D: Contracts above \$10,000 (\$10,001-\$50,000)

32. Agreement with **Access Interpreting Services, LLC** to provide interpreting services for students in the Accessibility Services department. The Agreement will commence as soon as possible and continue through December 31, 2023. The anticipated cost to the College for this Agreement is \$13,000. This item was approved by Jamelle Conner on July 28, 2023. Department—Retention Services

33. Agreement with **Blackbaud, Inc.** to continue the use of Blackbaud's Financial Edge Accounting and Reporting software which is used by the College's Foundation. The Agreement will commence as soon as possible and continue through August 21, 2026. The cost to the College for this period is \$40,848.59. This item was approved by Jesse Turtle and Patrick Rinard on August 11, 2023. Department—SPC Foundation/Information Technology
34. Agreement with **BlueAlly Technology Solutions, LLC** to provide consulting services to the Center for Public Safety Innovation (CPSI) to assist with the migration of CPSI servers and networks to a separate Azure tenant. The Agreement will commence as soon as possible and continue through project completion. The cost to the College for this Agreement is \$12,815. This item was approved by Matthew Liao-Troth on July 18, 2023. Department—Center for Public Safety Innovation
35. Agreement with **Campus Kaizen, LLC** for the implementation and use of its Guardian Case Management software for student conduct file management and Title IX case management. The Agreement will commence as soon as possible and continue for the period of five years. The cost to the College for the five-year period is \$50,000. This includes licensing, setup, training and technical requirements (data exports/conversion, cloud hosting, and IT support). This item was approved by Jamelle Conner on May 18, 2023. Department—Associate Provost Office
36. Agreement with **CareerSource Pinellas** to provide employability skills workshops to Career Source Pinellas clients as part of the Employ Florida initiative. The College will receive \$500 per workshop offered. Based on an estimate of 1 workshop to be offered per week during the contract period, the total revenue is expected to be approximately \$26,000. The Agreement will commence as soon as possible and continue through June 30, 2024. This item was approved by Jackie Skryd on July 7, 2023. Department—Workforce Education
37. Agreement with **Clear Channel Outdoor, Inc.** to provide bulletin advertising in Pinellas County for a period of twelve weeks through January 14, 2024. The cost to the College for this Agreement is \$49,450. This item was approved by Jesse Turtle on September 13, 2023. Department—Marketing & Strategic Communications
38. Agreement with **Diversified Business Machines, Inc.** to continue to provide maintenance on the College's 9 photo ID printers used collegewide. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this period will be \$12,150. This item was approved by Jamelle Conner on August 2, 2023. Department—Student Affairs
39. Agreement with **FBMC Benefits Management** to provide set-up and monthly services associated with retiree and billing administration. FBMC will provide the set-up, which includes onboarding SPC's retirement population within FBMC's Direct Billing software platform, analysis, group load, system configuration, testing and production activities associated with new client onboarding. The one-time cost for set-up will be \$5,000. FBMC will thereafter initiate and provide ongoing billing administration for the College's benefit

plans that are not sponsored by the Florida College System Risk Management Consortium. The Agreement will commence as soon as possible with the intent to have the set-up completed and ready for roll-out by January 1, 2024. The estimated monthly cost for FBMC's billing administration services (which is based on the number of retirees) is \$1,148.62 for an annual cost to the College of approximately \$13,783.44. Based on the foregoing, the cost to the College through December 31, 2024 (including the set-up and billing administration for one year) is \$18,783.44. Thereafter, should the Agreement be continued, additional expenditure approval will be sought at that time. This item was approved by Darryl Wright-Greene on July 20, 2023. Department—Human Resources

40. Agreement with **The Gordian Group (VFA, Inc.)** for a license to continue to access its VFA Facility Standard (VFA—FS) software. VFA—FS software enables the College to transform facility condition assessment data into actionable, effective, and responsible capital plans. To minimize IT and support burdens, VFA—FS is delivered using a Software as a Service (SaaS) model. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this one-year period is \$19,657.06. Thereafter, the Agreement shall automatically renew at the then current fees, unless terminated by either party. This item was approved by Hector Lora for Janette Hunt on August 2, 2023. Department—Facilities Services
41. Agreement with **KnowBe4** for a subscription to its PhishER component that will reduce the response time for remediation of malicious emails that are reported. This Agreement is an addition to the College's current agreement for Security Awareness Training and will provide simulated phishing tests to end users. This Agreement will commence as soon as possible and continue through March 1, 2025. The cost to the College for this component is \$26,205.24 for a total Security Awareness Training agreement cost of \$80,216. This item was approved by Patrick Rinard on July 24, 2023. Department—Information Technology – Security
42. Agreement with **The Lamar Companies** to provide Pinellas Suncoast Transit Authority bus advertisement space from August 18, 2023 through February 1, 2024. The cost to the College for this Agreement is \$22,500. This item was approved by Jesse Turtle on August 31, 2023. Department—Marketing & Strategic Communications
43. Agreement with **LexisNexis, a division of RELX, Inc.**, for a subscription to LexisNexis legal research service to support the Paralegal and Business Programs. The Agreement will commence as soon as possible and through June 30, 2026. The cost to the College for the three-year period is \$36,843.12. This item was approved by Matthew Liao-Troth on July 11, 2023. Department—Learning Resources
44. Agreement with **MyPhoto, LLC** for the purchase of MyPhoto software, including a perpetual License for the use of the software. MyPhoto will also create a custom branded web site/application that will streamline the student ID photo upload process. Uploaded photos are then available to import into any card system for physical or card less photo IDs. The Agreement will commence as soon as possible and continue for the period of three years. The cost to the College for this Agreement is \$32,551. This item was approved by Jamelle Conner on August 30, 2023. Department—Student Affairs

45. Agreement with **Joe A. Nelson dba Medical Direction Consultants, Inc.** to continue to provide medical direction for the College's Emergency Medical Services credit and non-credit programs. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement will be \$30,000. This item was approved by Matthew Liao-Troth on July 24, 2023. Department-Emergency Medical Services
46. Agreement with **Pro Education Solutions** to continue to provide consulting services for Financial Assistance Services to assist in the processing of student files selected for federal verification and SAP reviews. The Agreement is for the period of one year through June 30, 2024 at a cost to the College of \$29,000. This item was approved by Jamelle Conner on July 6, 2023. Department—Financial Assistance Services
47. Agreement with **Qualys, Inc.** to continue to provide external vulnerability scanning services to meet Board of Trustee's policy requirements regarding auditing and assessment of critical SPC systems. The renewal Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this period is \$14,427. This item was approved by Patrick Rinard on August 6, 2023. Department—Information Technology
48. Agreement with **Shutterfly, Lifetouch, LLC** to provide services as the publisher for the Yearbook for the St. Petersburg Collegiate High School, St. Petersburg/Gibbs for the 2023-24 through 2025-26 School Years. The cost to the College for this Agreement over the three-year period is anticipated to be \$15,041.64. This item was approved by Matthew Liao-Troth on September 6, 2023. Department—St. Petersburg Collegiate High School, St. Petersburg Gibbs
49. Agreement with **Shutterfly, Lifetouch, LLC** to provide services as the publisher for the Yearbook for the St. Petersburg Collegiate High School, Tarpon Springs for the 2023-24 through 2025-26 School Years. The cost to the College for this Agreement over the three-year period is anticipated to be \$15,097.50. This item was approved by Matthew Liao-Troth on September 6, 2023. Department—St. Petersburg Collegiate High School, Tarpon Springs
50. Agreement with **Sierra-Cedar, Inc.** to provide remote application management services associated with the College's PeopleSoft Human Resources, Financial, and Campus Solutions applications. The cost to the College under this Agreement is \$33,600. The Agreement will commence as soon as possible and continue for six months. This item was approved by Patrick Rinard on September 5, 2023. Department—Information Technology – Campus Solutions
51. Agreement with **Gordon F. Snyder, Jr.** to provide third-party evaluation services associated with the National Science Foundation Advanced Technological Education grant. The Scope of Work for this Agreement includes pre-proposal development of the evaluation plan to be included in the grant proposal submission, as well as formative and summative evaluative services during the program period, if the grant is awarded. If

awarded, the cost for Mr. Snyder’s services, over the three-year grant period, will not exceed \$32,400. If the grant is not awarded, there is no cost to the College for the pre-proposal development services. The Agreement will commence upon execution and continue for the three-year program period, provided the grant is funded each year. This item was approved by Matthew Liao-Troth on September 5, 2023. Departments—Engineering Technology and Institutional Research & Effectiveness

52. Agreement with **Stryder Corporation dba Handshake** to provide a subscription to the Career Center Management platform, “Handshake” and other software tools for the management and optimization of career services. The Agreement includes additional services including premium support, reporting, payment integration, and implementation. The cost to the College for this Agreement will be \$42,997.50. The Agreement will commence as soon as possible and continue through June 30, 2026. This item was approved by Jackie Skryd on July 7, 2023 and Patrick Rinard on July 10, 2023. Department—Career Connections
53. Agreement with **Vertiv Corporation** to continue to provide maintenance services for two Liebert Precision Cooking systems used in the Information Technology Department. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$10,370.14. This item was approved by Patrick Rinard on August 11, 2023. Department—Information Technology

Section E: Contracts \$10,000 and below

54. Agreement with **AMC Theatres** that will allow approximately 50 CROP participants and parents to attend the showing of the *Gran Turismo* movie at the Sundial location in St. Petersburg on August 18, 2023. The cost to the College for this Agreement will be \$1,267.40. This item was approved by Jamelle Conner on August 15, 2023. Department—College Reach-Out Program
55. Agreement with **American Society of Composers, Authors and Publishers** to continue the Music Licensing Performance Agreement for an additional year through June 30, 2024. The cost to the College to continue this Agreement for this period is estimated to be approximately \$6,000. This item was approved by Jamelle Conner on July 21, 2023. Department—Business Services – Accounting
56. Agreement with **APG Electric, Inc.** to provide 24-hour monitoring of the Library building security system dialer, on the Seminole Campus, including associated cellular fees. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$456. This item was approved by Janette Hunt on September 26, 2023. Department—Facilities Planning and Institutional Services – In-house Construction
57. Agreement with **APG Electric, Inc.** to provide security panel replacement for the Apparatus building located at 5005 126th Avenue North, Clearwater, Florida. The Agreement will commence as soon as possible and continue through project completion. The cost to the College for this Agreement is \$1,935. This item was approved by Janette

Hunt on August 31, 2023. Department—Facilities Planning and Institutional Services – In-house Construction

58. Agreement with **APG Electric, Inc.** to provide security panel replacement for the Apparatus building portables located at 5005 126th Avenue North, Clearwater, Florida. The Agreement will commence as soon as possible and continue through project completion. The cost to the College for this Agreement is \$2,595. This item was approved by Janette Hunt on August 31, 2023. Department—Facilities Planning and Institutional Services – In-house Construction
59. Agreement with **APG Electric, Inc.** to provide 24-hour monitoring of the Apparatus building (5005 126th Avenue North, Clearwater, FL) security system dialer, including associated cellular fees. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$456. This item was approved by Janette Hunt on August 31, 2024. Department—Facilities Planning and Institutional Services – In-house Construction
60. Agreement with **APG Electric, Inc.** to provide 24-hour monitoring of the Apparatus building portables (5005 126th Avenue North, Clearwater, FL) security system dialer, including associated cellular fees. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$456. This item was approved by Janette Hunt on August 31, 2024. Department—Facilities Planning and Institutional Services – In-house Construction
61. Agreement with **APG Electric, Inc.** to provide security panel replacement for the Pharmacy building at the Seminole Campus. The Agreement will commence as soon as possible and continue through project completion. The cost to the College for this Agreement is \$4,500. This item was approved by Janette Hunt on August 31, 2023. Department—Facilities Planning and Institutional Services – In-house Construction
62. Agreement with **APG Electric, Inc.** to provide 24-hour monitoring of the Pharmacy building (9200 113th Street, Seminole, FL) security system dialer, including associated cellular fees. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$456. This item was approved by Janette Hunt on August 31, 2023. Department—Facilities Planning and Institutional Services – In-house Construction
63. Agreement with **Articulate Global, Inc.** to continue to access Articulate 360 Teams software to be used in Institutional Research & Effectiveness. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$2,796. This item was approved by Matthew Liao-Troth on September 28, 2023. Department—Institutional Research & Effectiveness
64. Agreement with **Artists Rights Society** for display rights that will allow the Leepa-Rattner Museum of Art to continue to display the *Challenge of Modern Art* exhibit for a period of five years. The Agreement commenced August 1, 2023 and will continue through July 31,

2028. The cost to the College for this Agreement is \$5,000. This item was approved by Jamelle Conner on August 31, 2023. Department—Leepa-Rattner Museum of Art
65. Agreement with **Augusoft, Inc., a Modern Campus Company**, for a subscription and license to its ed2go Integration software that will allow ed2go to resell classes to the community as revenue for the College’s Workforce, Community and Corporate Partnerships division. The cost to the College for this Agreement is \$2,275. The Agreement will commence as soon as possible and continue for 13 months. This item was approved by Jackie Skryd on August 7, 2023. Department—Workforce, Community and Corporate Partnerships
66. Agreement with **Belfor USA, Group** to continue to provide disaster recovery and remediation services to the College. The renewal Agreement will commence as soon as possible and continue through June 30, 2025. The Agreement is a result of a solicitation created in collaboration with the Florida College System Risk Management Consortium for the benefit of the 28 colleges in the Florida College system (RFP 17-20C). Under the Agreement SPC may use disaster recovery and remediation services when desired to comply with the solicitation and performance requirements of FEMA. Although the costs to the College are unknown, any costs would be consistent with the rates delineated in RFP 17-20C. This item was approved by Janette Hunt on July 13, 2023. Department—Facilities Planning/Institutional Services
67. Agreement with **BioDigital, Inc.** to continue the license to its BioDigital Human Platform with certain features enabled for College use in class lectures, the D2L Learning Management System, and via direct access by students and faculty. The software will be used in online Natural Science courses to depict models in a 3D space format for students enrolled in Anatomy and Physiology classes. The Agreement will commence as soon as possible and continue for the period of one year at a cost to the College of \$600. This item was approved by Matthew Liao-Troth on August 7, 2023. Department-Natural Science
68. Agreement with **Blooket, LLC** for the Blooket Plus – Friend Plan, which is a learning information software tool, used by teachers in the St. Petersburg Collegiate STEM High School, to review for tests and quizzes. The software provides an innovative way to encourage and challenge students to be actively engaged. The Agreement will commence as soon as possible and continue for one year. The cost to the College for this Agreement is \$250. This item was approved by Matthew Liao-Troth on August 22, 2023. Department—Collegiate STEM High School
69. Agreement with **BrenCO, LLC** to continue to provide disaster recovery and remediation services to the College. The Agreement will commence as soon as possible and continue for the period of two years. The Agreement is a result of a solicitation created in collaboration with the Florida College System Risk Management Consortium for the benefit of the 28 colleges in the Florida College system (RFP 17-20C). Under the Agreement SPC may use disaster recovery and remediation services when desired to comply with the solicitation and performance requirements of FEMA. Although the costs to the College are unknown, any costs would be consistent with the rates delineated in RFP

- 17-20C. This item was approved by Janette Hunt on July 18, 2023. Department—Facilities Planning/Institutional Services
70. Agreement with **Brittany Nicole LLC** to provide professional services associated with conducting an assessment of students across campuses to better understand campus engagement experiences. Services will include project and strategy consultation; focus group facilitation; and data analysis, report preparation, and delivery. The Agreement will commence as soon as possible and continue through December 31, 2023. The cost to the College for this Agreement is \$9,999.50. This item was approved by Jesse Turtle on September 12, 2023. Department—Organizational Culture & Engagement
71. Agreement with **Broadcast Music, Inc.** to continue the Music Licensing Performance Agreement for an additional year through June 30, 2024. The cost to the College to continue this Agreement for this period is estimated to be approximately \$6,000. This item was approved by Jamelle Conner on July 25, 2023. Department—Business Services – Accounting
72. Agreement with **ChalkTalk Solutions, Inc. (CTS)** to provide services related to the SAT/ACT program for 200 students at the St. Petersburg Collegiate High School – SP/G. Services include access to the CTS student platform; access to the CTS teacher platform; testing and reporting; and professional development opportunities. The Agreement will commence as soon as possible and continue through July 30, 2024. The cost to the College for this Agreement is \$8,400. This item was approved by Matthew Liao-Troth on July 18, 2023. Department—St. Petersburg Collegiate High School-SP/G
73. Agreement with **Coast Professional, Inc.** to continue to provide collection services related to delinquent student accounts. Fees associated with the Agreement are paid by students. The renewal will commence as soon as possible and continue through June 30, 2025. This item was approved by Janette Hunt on September 15, 2023. Department—Business Services
74. Agreement with **The Chronicle of Higher Education** to continue the site license to access news, analysis and insight in higher education. The Agreement will commence as soon as possible and continue through August 31, 2024. The cost to the College for this Agreement is \$5,316. This item was approved by Matthew Liao-Troth on August 2, 2023. Department—Learning Resources
75. Agreement with **Community Health Centers, Inc. (CHC)** for the College to develop and provide a customized 12-week Certified Medical Assistant (CMA) training program for CHC employees which will include virtual and face-to-face curriculum. The College will receive \$3,695.75 per student from CHC for its services under this Agreement. Although the total number of students is unknown at this time, based on an estimate of 6 students per cohort, the College anticipates expenses per student to be approximately \$2,023. The Agreement will commence upon execution and continue for the period of one year. This item was approved by Jackie Skryd on April 28, 2023. This item is being included on this Report as it did not appear on the previous report. Department—Workforce, Community & Corporate Partnerships

76. Agreement with **Competitive Edge Software, LLC** to continue to provide College security staff with a Report Writing database. The Agreement will commence on July 10, 2023 and continue through July 9, 2024. The cost to the College for this Agreement is \$7,696.15. This item was approved by Janette Hunt on July 18, 2023. Department—Security Services
77. Agreement with **Concord Theatricals** to provide a license and materials for the musical *Wonderful Town*, to be performed by the Humanities & Fine Arts Department from June 28—30, 2024. The cost to the College for this Agreement is \$2,318.54. This item was approved by Matthew Liao-Troth on September 27, 2023. Department—Humanities & Fine Arts
78. Agreement with **ConvergeOne** to provide maintenance for the NETLAB/VE+64 software used in the College of Computer & Information Technology. The Agreement will commence on July 1, 2023 and continue through June 30, 2024. The cost to the College for this Agreement is \$5,995. This item was approved by Matthew Liao-Troth on August 1, 2023. Department—College of Computer & Information Technology
79. Agreement with **Critical Mention, Inc.** to continue to provide media monitoring and analysis services to the College. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$9,725. This item was approved by Jesse Turtle on August 16, 2023. Department—Marketing & Strategic Communications
80. Agreement with **CustomGuide, Inc.** to continue to provide a license to access the CustomGuide Enterprise Library for use by Workforce Education. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement will be \$7,490. This item was approved by Jackie Skryd on July 31, 2023. Department—Workforce Education
81. Agreement with **Decision Partners, Inc.** to continue to provide its Financial Literacy 101 course used for students in the College's Student Support Services Program. Students learn about budgeting management, credit card debt, personal finances, interest rates and financial aid. The renewal period will commence as soon as possible and continue for the period of one year. The cost to the College will be \$500. This item was approved by Jamelle Conner on August 31, 2023. Department—Student Support Services Program/Student Affairs
82. Agreement with **Elsevier, Inc.** to provide access to its exam preparation and testing skills with the HESI Dental Hygiene Examination testing package. The cost to the College for 22 students through May 31, 2024 will be \$2,750. This item was approved by Matthew Liao-Troth on July 5, 2023. Department—Dental Hygiene
83. Agreement with **Robert Entel, MD** to continue to provide services as Medical Director for the Radiography Program through June 30, 2024. The cost to the College for this

- Agreement is \$1,500. This item was approved by Matthew Liao-Troth on August 31, 2023.
Department—Radiography
84. Agreement with **Envisionware, Inc.** to continue the annual system maintenance for PC Reservation Enterprise for the joint-use computers in the St. Petersburg/Gibbs and Seminole campus libraries. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement will be \$1,260.40. This item was approved by Matthew Liao-Troth on August 22, 2023.
Department-Learning Resources
 85. Agreement with **Geotab USA, Inc.** to provide monthly service for 5 geotabs which are installed in College vehicles for tracking purposes. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$612. This item was approved by Hector Lora for Janette Hunt on August 3, 2023. Department—Facilities Services
 86. Agreement with **Hartmann & Keys** that will all the College’s Theater Department to perform *Macabaret* for eight performances from October 12-22, 2023. The cost to the College for this Agreement is \$320. This item was approved by Matthew Liao-Troth on July 24, 2023. Departments—Fine Arts and Humanities Theater
 87. Agreement with **The President and Fellows of Harvard College** (Harvard) and **Addgene** to obtain biological materials from Harvard that are stored at Addgene. The materials are to be used in SPC’s Biotechnology class. The cost to the College to obtain materials is \$110. This item was approved by Matthew Liao-Troth on August 22, 2023. Department—Natural Science
 88. Agreement with **Instructional Empowerment, Inc. dba Learning Services International dba Marzano Education Center** to continue the subscription to its iObservation Marzano (Building) License for use in all three collegiate high schools. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$3,333.33. This item was approved by Matthew Liao-Troth on July 27, 2023. Departments—Collegiate High Schools—Gibbs, Tarpon, and STEM
 89. Agreement with **Integrated Imaging, Inc.** to provide annual maintenance on the x-ray equipment used in the Veterinary Technology department. The cost to the College for this Agreement is \$5,000. The Agreement will commence as soon as possible and continue for the period of one year. This item was approved by Matthew Liao-Troth on July 5, 2023.
Department—Veterinary Technology
 90. Agreement with **MacDonald Training Center** to provide soft skills lessons for students, as part of the Titans Up program, which will focus on communication skills, financial literacy, and interpersonal skills. The lessons will be for a period of 8 weeks through October 30, 2023. The cost to the College for this Agreement is \$2,400. This item was approved by Jamelle Conner on August 31, 2023. Department—Retention Services

91. Agreement with **Malwarebytes, Inc.** to provide a Malwarebytes for Teams license for the use in the Information Technology department. The license will commence as soon as possible and continue for three years. The cost to the College for this Agreement over three years is \$2,399.40. This item was approved by Patrick Rinard on July 6, 2023. Department—IT – Technical Support Service
92. Agreement with **McGraw-Hill Global Education, LLC** for a subscription to access its Achieve3000 web-based solution for the Collegiate STEM High School. Achieve3000 delivers a comprehensive learning platform that accelerates learning in areas such as literacy, math, science, and social studies. The Agreement includes setup, professional learning services, and Achieve3000’s Literacy with Boost for Intervention for English Language Learning and Spanish Literacy. The Agreement will commence as soon as possible and continue through July 31, 2024. The cost to the College for this Agreement is \$5,632.28. This item was approved by Matthew Liao-Troth on August 31, 2024. Department—Collegiate STEM High School
93. Agreement with **National Credit Management** to provide collections services to the College related to the College’s delinquent student accounts. Since the costs for collection are paid by the student, there is no cost to the College associated with entering into this Agreement. The Agreement will commence as soon as possible and continue through June 30, 2025. Thereafter, the Agreement may be renewed for an additional two-year term contingent upon satisfactory performance evaluation of the Agency. This item was approved by Janette Hunt on August 31, 2023. Department—Business Services
94. Agreement with **Niche.com, Inc.** to provide marketing services for the St. Petersburg Collegiate High School—TS. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$4,990. This item was approved by Matthew Liao-Troth on July 17, 2023. Department—St. Petersburg Collegiate High School—TS
95. Agreement with **Orkin Pest Control** to provide pest service for the HEC Campus. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$2,192.50. This item was approved by Janette Hunt on July 25, 2023. Department—Custodial Services
96. Agreement with **Orkin Pest Control** to provide pest service for the SP/G Campus Chiller Plant. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$1,481.25. This item was approved by Janette Hunt on September 15, 2023. Department—Custodial Services
97. Agreement with **Orkin Pest Control** to provide pest service for the Bilirakis Building and Warehouse at the Tarpon Springs Campus. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$2,196. This item was approved by Janette Hunt on August 25, 2023. Department—Custodial Services

98. Agreement with **Dr. Anthony Ottaviani** to provide physician input and related clinical expertise regarding pulmonary medicine during Sessions I & II, 2023-24. The cost to the College for this Agreement is \$2,000. This item was approved by Matthew Liao-Troth on August 1, 2023. Department—Respiratory Care
99. Agreement with **Ovid Technologies, Inc.** for the purchase of site licenses for new editions of e-books to support the Nursing Program. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$2,281. This item was approved by Matthew Liao-Troth on August 14, 2023. Department—Learning Resources
100. Agreement with **Pasco-Hernando State College (PHSC)** that will allow PHSC students to participate in SPC’s Study Abroad program(s) to obtain credit for courses offered associated with the program(s). The Agreement will commence as soon as possible and continue for the period of five years. There is no cost to the College. This item was approved by Matthew Liao-Troth on August 1, 2023. Department—International Programs
101. Agreement with **Dr. John Peters** to provide services as Medical Director of the Respiratory Care Program at the College. The Program is required to have a Medical Director to meet the terms of accreditation. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$5,400. This item was approved by Matthew Liao-Troth on July 17, 2024. Department—Respiratory Care
102. Renewal of Agreement with **Pinellas Police Standards Council (PPSC)** for the use of space at the Allstate Center to provide the Police Applicant Screening Service (PASS). Since all recruits entering the law enforcement and corrections academies must be cleared through PASS, the housing of PASS at the Allstate Center continues to be a major advantage to the College's academy programs. Given the foregoing benefits to the College, there is no charge to PPSC for the use of the space. The College also provides janitorial services, four desktop computers and computer support services. The Agreement will commence on October 1, 2023 and continue for the period of one year. The Agreement may be terminated with 90-days’ notice. This item was approved by Janette Hunt on September 12, 2023. Department—Provost Office/AC
103. Agreement with **Professional Learning Services, LLC (PLS)** to partner with the College to provide a Dental Hygiene Refresher course through Workforce Development. The 40-hour course is designed to update licensed dental hygienists, clinically prepare exam candidates, and/or assist in the re-instatement requirement of a dental hygienist with an expired license. PLS will provide 20 hours of training/supervision at the College’s Dental Hygiene Program; advertise/screen candidates for enrollment; and provide training materials, equipment, course agenda, Dental Hygiene training webinars, hands-on clinical practice, and two dental hygiene clinical educators. The College will provide instructors, facility, marketing and security/custodial services. Under the terms of the Agreement, participants will pay \$3,195 for the course, PLS will retain \$2,595 for its services and the College will receive \$600 per participant. The Agreement will commence as soon as

- possible and continue for the period of one year. This item was approved by Jackie Skryd on August 31, 2023. Department—Workforce, Community and Corporate Partners
104. Agreement with **Remind 101, Inc.** to continue to provide phone message services to students and families for the St. Petersburg Collegiate High School—SPG. The Agreement commenced August 14, 2023 and will continue for the period of one year. The cost to the College for this Agreement is \$958.32. This item was approved by Matthew Liao-Troth on September 11, 2023. Department—St. Petersburg Collegiate High School—SPG
 105. Agreement with **Scoir, Inc.** for a subscription to its Cloud-Based College Guidance Management System (High School Edition) for use in the DT STEM Collegiate High School. The Agreement will commence as soon as possible and continue through June 30, 2024. The cost to the College for this Agreement is \$596.50. This item was approved by Matthew Liao-Troth on August 14, 2023. Department—Collegiate STEM High School
 106. Agreement with **Screenvision Direct, Inc.** to produce two 30-second commercial ads for the St. Petersburg Collegiate High Schools (SPG and DT STEM) that will run for 10 weeks in 3 AMC theaters from October 9, 2023 through December 3, 2023. The cost to the College for this Agreement is \$6,353. This item was approved by Matthew Liao-Troth on September 19, 2023. Department—St. Petersburg Collegiate High Schools (SPG and DT STEM)
 107. Agreement with **Screenvision Direct, Inc.** to produce two 30-second commercial ads for the St. Petersburg Collegiate High School (TS) that will run for 10 weeks in 3 AMC beginning October 16, 2023. The cost to the College for this Agreement is \$1,550. This item was approved by Matthew Liao-Troth on September 27, 2023. Department—St. Petersburg Collegiate High School (TS)
 108. Modification to the Agreement with **Sierra-Cedar, Inc.** to provide consulting services associated with the College’s PeopleSoft Campus Solutions system. The cost to the College under this Agreement is \$70,300 as previously approved. This modification is to extend the Agreement through October 31, 2023 at no additional cost. This item was approved by Patrick Rinard on July 17, 2023. Department—Information Technology – Campus Solutions
 109. Agreement with **Society of European Stage, Authors and Composers** to continue the Music Licensing Performance Agreement for an additional year through June 30, 2024. The cost to the College to continue this Agreement for this period is estimated to be approximately \$2,500. This item was approved by Jamelle Conner on July 24, 2023. Department—Business Services – Accounting
 110. Agreement with **Sprout Social, Inc.** to continue to provide its Professional Plan Platform access which includes publishing, engagement, analytics, and listening. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College will be \$3,826.32. This item was approved by Jesse Turtle on August 31, 2023. Department-Marketing & Strategic Communications

111. Agreement with **Stanly Community College (SCC)** to continue the affiliation whereby SCC provides essential operational support to the Academy at SPC, which provides Cisco training through the College of Computer & Information Technology. SCC will provide unlimited support via email, telephone, and web format. SCC will also provide Netlab access for Academy instructors for their professional development opportunities. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$600. This item was approved by Matthew Liao-Troth on August 2, 2023. Department— College of Computer & Information Technology
112. Agreement with the **City of St. Petersburg** for a license from the City to continue to use of the land surrounding Eagle Crest Lake on the St. Petersburg/Gibbs Campus. The Agreement will commence on October 1, 2023 and continue through September 30, 2026. The cost to the College for the three-year period is \$36. This item was approved by Janette Hunt on August 22, 2023. Department—Design and In-house Construction
113. Amendment to the Agreement with **TFR Enterprises, Inc.** to continue to provide disaster recovery and remediation services to the College. The Agreement is a result of a solicitation created in collaboration with the Florida College System Risk Management Consortium for the benefit of the 28 colleges in the Florida College system (RFP 17-20C). Under the Agreement SPC may use disaster recovery and remediation services when desired to comply with the solicitation and performance requirements of FEMA. This amendment will extend the Agreement under the same terms and conditions through June 30, 2025. Although the costs to the College are unknown, any costs would be consistent with the rates delineated in RFP 17-20C. This item was approved by Janette Hunt on July 25, 2023. Department—Facilities Services
114. Agreement with **Topgolf** to establish terms and conditions that would apply for various golf events to be held during the 2023-24 school year by the Retention Services department. Costs for individual events are unknown at this time; however, individual events and associated costs would be handled through the Purchasing approval process. This item was approved by Jamelle Conner on August 22, 2023. Department—Retention Services
115. Agreement with **Trend Magazine, Inc. (Florida Trend)** for a full-page advertisement in the Florida Trend's Florida 500 edition. The Agreement will commence as soon as possible and continue through September 30, 2023. The cost to the College for this Agreement is \$9,750. This item was approved by the President on August 18, 2023. Department—Marketing & Strategic Communications
116. Agreement with **Trend Magazine, Inc. (Florida Trend)** for a two-page advertisement in the Workforce Solutions section of Florida Trend's NEXT Magazine. The Agreement will commence as soon as possible and continue through October 31, 2023. The cost to the College for this Agreement is \$6,500. This item was approved by Jesse Turtle on August 11, 2023. Department—Marketing & Strategic Communications
117. Agreement with **UpToDate, Inc. f/k/a Wolters Kluwer Clinical Drug Information, Inc.** to renew the subscription to the Dentistry e-Book collection to commence as soon as

possible and continue through July 14, 2024 at a cost to the College of \$2,585. This item was approved by Matthew Liao-Troth on July 5, 2023. Department—Dental Hygiene

118. Agreement with **U.S. Ecology** for the removal of mercury from a broken thermometer in a hydrocollator used in the Physical Therapist Assistant program. The Agreement will commence as soon as possible and continue through project completion. The cost to the College for this Agreement is \$6,435.35. This item was approved by Janette Hunt on August 22, 2023. Department—College of Health Sciences
119. Agreement with the **University of South Florida** and seven other Florida College System institutions to continue the partnership to work together to expand the two-plus-two baccalaureate graduation path model known as the FUSE Program. The Agreement will commence as soon as possible and continue for the period of three years. There is no cost to the College. This item was approved by Jamelle Conner on September 19, 2023. Department—Student Affairs
120. Agreement with the **University of South Florida, College of Marine Science**, to provide hands-on research and internship experience to students in the Biology, Environmental Science (BMET) program. The Agreement will commence as soon as possible and continue unless terminated by either party. There is no cost to the College. This item was approved by Matthew Liao-Troth on August 22, 2023. Department—Natural Science, Environmental Science, and BMET Programs
121. Agreement with **Vocabulary.com** to provide a site license for up to 125 students for access to its learning platform; teacher tools; vocab jams, detailed reporting and teacher licenses. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$850. This item was approved by Matthew Liao-Troth on September 21, 2023. Department--Collegiate STEM High School
122. Agreement with **Wayne Automatic Fire Sprinklers, Inc.** to repair deficiencies found during the last fire sprinkler inspection at the Allstate Center and provide the five-year inspection on fire riser and components in the Main Building at the Allstate Center. The Agreement will commence as soon as possible and continue through project completion. The cost to the College for this Agreement is \$2,026. This item was approved by Hector Lora on behalf of Janette Hunt on August 11, 2023. Department—Facilities Services
123. Agreement with **XLeap, LLP f/k/a Meetingsphere, Inc.** to continue the subscription to XLeap software for Collaborative Labs meetings. The Agreement will commence as soon as possible and continue for the period of one year. The cost to the College for this Agreement is \$9,900. This item was approved by Jackie Skryd on July 19, 2023. Department—Collaborative Labs

Pamela S. Smith, Legal Services Coordinator, prepared this Quarterly Informational Report on contract items, including those with expenditures not exceeding \$325,000.

Mia Conza, General Counsel, recommends approval.

ps092823

October 17, 2023

MEMORANDUM

TO: Board of Trustees, St. Petersburg College

FROM: Tonjua Williams, Ph.D., President 

SUBJECT: Quarterly Informational Report of Exempt and Non-Exempt Purchases

This informational report includes purchases above Category 3 (\$65,000.) but not exceeding Category 5 (\$325,000.) as specified in Board of Trustee’s Rule 6Hx23-5.12. These transactions during the preceding quarter have been approved by the President’s designee and may be exempt from the bidding procedure pursuant to the State Board of Education Procurement Requirements 6A-14.0734.

Because each transaction stands on its own and does not occur in sequence with other transactions, a cumulative dollar amount is not implied when the same vendor appears more than once on the report. A summary appears at the end of the report, grouping vendors that appear on the report more than once, showing a total for each during the period.

The acronyms “SBE”, “BOT” and “ITB” stand for the State Board of Education, the St. Petersburg College Board of Trustees, and Invitation to Bid, respectively.

The listing is by Purchase Order Number:

- 1. P.O. #117776– Modern Campus USA INC.** – This is in the amount of \$76,522.11 for Lumens software licensing. **Authority:** SBE & BOT Rule 6Hx23-5.12, F: “Services or commodities...” **Recommended** by John Goodfellow, Executive Director of IT Infrastructure.
- 2. P.O. #117805 – Oracle America INC.** – This is in the amount of \$168,000.00 for Oracle cloud service licensing. **Authority:** SBE & BOT Rule 6Hx23-5.12, H: “Information technology ...” **Recommended** by John Goodfellow, Executive Director of IT Infrastructure.
- 3. P.O. #117841– Acue** – This is in the amount of \$138,000.00 for training and certification licensing. **Authority:** SBE & BOT Rule 6Hx23-5.12, H: “Services or commodities” **Recommended** by Rachel Bennett, Assistant Dean for CETL.
- 4. P.O. #117853–Insurance Office of America INC.**– This is in the amount of \$131,147.50 for health care services review consulting. **Authority** SBE & BOT Rule 6Hx23-5.12, G:

“Professional services ...” **Recommended** by Darryl Wright-Greene, Chief HR & Talent Officer.

5. **P.O. #117855– Blackboard INC**– This is in the amount of \$229,447.00 for distance learning software. **This is grant funded. Authority:** SBE & BOT Rule 6Hx23-5.12, G: “Professional services ...” **Recommended** by Eileen LaHaie, Director of CPSI.
6. **P.O. #117896– B2 Communications** – This is in the amount of \$90,000.00 for a strategic communications plan through June 2024. **Authority:** SBE & BOT Rule 6Hx23-5.12, G: “Professional services ...” **Recommended** by Rita Farlow, Associate Administrative VP Marketing & Strategic Communications.
7. **P.O. #117898 – PC Solutions & Integration INC.**– This is in the amount of \$103,377.02 for annual Extreme network licensing renewal. **Authority:** State of Florida contract: 43220000-NASPO-19-ACS. **Recommended** by John Goodfellow, Executive Director of IT Infrastructure
8. **P.O. #117926– Gulf Coast Jewish Family & Community Services INC.**– This is in the amount of 100,000.00 for case management services for the St. Pete Works program. **Authority:** RFC 36501 **Recommended** by Belinthia Berry, Dean of Workforce Development.
9. **P.O. #117930– Concordance Healthcare Solutions LLC.** – This is in the amount of \$221,894.47 for medical testing training equipment. **This is grant funded. Authority:** ITB 01-23-24 **Recommended** by Belinthia Berry, Dean of Workforce Development.
10. **P.O. #117931– Performance Architects INC.**– This is in the amount of \$220,000.00 for Oracle EPM implementation. **Authority:** SBE & BOT Rule 6Hx23-5.12, H: “Information technology ...” **Recommended** by Hector Lora, Associate Vice President of Budgeting.
11. **P.O. #117933– Tutor.com INC.** This is in the amount of \$126,184.00 for the first of three years of tutoring services. **Authority:** RFC 38954 **Recommended** by Matthew Bodie, Executive Director of Learning Resources.
12. **P.O. #117936– Dell Financial Services LLC.** This is in the amount of \$153,808.05 for firewall technology and services. **Authority:** State of Florida contract: 43230000-NASPO-16-ACS **Recommended** by John Goodfellow, Executive Director of IT Infrastructure.
13. **P.O. #117981–MCS of Tampa INC.** This is in the amount of \$74,981.00 for installation of intercom systems at Downtown, Gibbs, and Tarpon. **This is grant funded. Authority:** SBE & BOT Rule 6Hx23-5.12, H: “Information technology ...” **Recommended** by Ian Call, Principal.
14. **P.O. #118025–Dell Marketing LP.** This is in the amount of \$70,513.80 for laptops. **This is grant funded. Authority** SBE & BOT Rule 6Hx23-5.12, H: “Information technology ...” **Recommended** by Raquel Hairston, Principal Collegiate High School STEM.

15. **P.O. #118044– Gonzalez, Melissa Iris.** This is in the amount of \$160,000.00 for college growth and reputation consulting. **Authority:** SBE & BOT Rule 6Hx23-5.12, G: “Professional services ...” **Recommended** by Tonjua Williams, President.
16. **P.O. #118049– IonTuition CP LLC.** This is in the amount of \$181,236.00 for student loan management services **Authority:** SBE & BOT Rule 6Hx23-5.12, F: “Services or commodities...” **Recommended** by Michael Bennett, Associate Vice President of Financial Assistance Services.
17. **P.O. #118075– Moore Communications Group.** This is in the amount of \$300,000.00 for communication services. **This is grant funded. Authority:** FDoE Project 522-1281M-2C001 Amendment:11 **Recommended** by Meghan Cottrell, Grant Project Manager.
18. **P.O. #118079– School Board of Pinellas County.** This is in the amount of \$250,000.00 for staffing resources and support services for students. **Authority:** RFC 28823 **Recommended** by Mike Meigs, AVP of Business & Financial Services.

Change Orders listed in numeric order:

N/A

Summary of Vendors Appearing More Than Once (exclusive of change orders)

N/A

For Information: Excerpt from Board of Trustees Rule 6Hx23-5.12 Purchasing

All non-exempt purchases exceeding the Category Three threshold amount [\$65,000] as specified in Section 287.017, Florida Statutes, require a competitive solicitation requested from at least three responsible vendors, when possible. In addition, competitive solicitation awards exceeding the Category Five threshold amount [\$325,000] as specified in Section 287.017, Florida Statutes, must be approved by the Board of Trustees. Whenever two or more such solicitations, which are equal with respect to price, quality, and service, are received for the procurement of commodities or services, a solicitation response received from a business that certifies it has implemented a drug-free workplace program as specified in Section 287.087, Florida Statutes, shall be given preference in the award process. In the event it is desired to competitively solicit commodities or services

that are included in the exempt from competitive solicitation category, the competitive solicitation must originate through Purchasing.

The following are exceptions to competitive solicitations:

A. Purchases under Sections 946.515 (PRIDE) and 946.519 (The State Department of Corrections), Florida Statutes.

B. Educational tests, textbooks, instructional materials and equipment, films, filmstrips, video tapes, disc or tape recordings or similar audiovisual materials, and computer-based instructional software.

C. Library books, reference books, periodicals, and other library materials and supplies.

D. Purchases at the unit or contract prices established through competitive solicitations by any unit of government established by law or non-profit buying cooperatives.

E. Food.

F. Services or commodities available only from a single or sole source.

G. Professional services, including, but not limited to artistic services, instructional services, health services, environmental matters, attorneys, legal services, auditors, and management consultants, architects, engineers, and land surveyors. Services of architects, engineers, and land surveyors shall be selected and negotiated according to Section 287.055, Florida Statutes. For the purposes of this paragraph, "professional services" shall include services in connection with environmental matters, including, but not limited to the removal of asbestos, biological waste, and other hazardous material.

H. Information technology resources defined as all forms of technology used to create, process, store, transmit, exchange, and use information in various forms of voice, video and data and shall also include the personnel costs and contracts that provide direct information technology support consistent with each individual college's information technology plan.

I. Single Source procurements for purposes of economy or efficiency in standardization of materials or equipment.

J. Emergency purchases not in excess of the Category Three threshold [\$65,000] as specified in Section 287.017, Florida Statutes as provided for in P6Hx23-5.123.

(Rule Authority: State Board of Education Rule 6A-14.0734 Bidding Requirements.)

This Quarterly Informational Report was compiled by Karen Reynolds, Director of Procurement.