

**QUINCY COLLEGE
BOARD OF GOVERNORS
JVS PARTNERSHIP COMMITTEE MEETING
JANUARY 13, 2022**

Meeting Minutes

The meeting of the JVS Partnership Committee was held in the Hart Boardroom at Quincy College and by Zoom as allowed by the State of MA Emergency Open Meeting law due to the COVID 19 crisis at 5:00 pm. The member roll was called. The following members of the Committee were present at the call of the member roll: Mr. Paul Barbadoro, Chairman of the Board of Governors; Ms. Katherine Craven, Chair of the JVS Partnership Committee; Ms. Dolly Di Pesa, Mr. Gregory Hanley and Mr. Frank Santoro. A quorum was present.

The following members of the Board of Governors were also present for the meeting: Mr. Christopher Carroll, Ms. Eileen Bevivino-Lawton, Mr. Robert Harnais and Mr. Joseph Shea.

Also present were President Richard DeCristofaro; Christopher Bell, VP of Operations; Jessica Cherry, General Counsel and Chief of Staff; Martin Ahern, VP of Finance; Thomas Pham, VP of IT, Registrar and Mission Support; Kate Lopci, Associate Vice President; Meaghan Sheehan, Clerk to the Board of Governors and Kira Khazatsky Chief Operating Officer, Jewish Vocational Service.

Ms. Craven opened the meeting and introduced President DeCristofaro.

President DeCristofaro introduced Ms. Kira Kira Khazatsky, Chief Operating Officer of Jewish Vocational Service who was in attendance to answer any questions the board may have in regards to the Partnership being presented.

President DeCristofaro asked the board members to introduce themselves to Ms. Khazatsky. The board members who were in attendance went around and introduced themselves.

Ms. Craven stated that the board has had some discussion on the Initiative and asked Ms. Khazatsky to emphasize the value proposition as we go through the presentation.

President DeCristofaro stated the connection we have with JVS is a shared vision in so many ways. He highlighted a few pieces of both organizations' visions: fostering diversity, increasing and enhancing programs, supporting lifelong learning, and of course academic achievement and excellence. He continued that the College hopes to become the preferred destination for community college students in the coming years. Our revised vision statement states the college will become a regional center for workforce development and training. This partnership with JVS fits our future vision and

the board needs to be aware as they decide if this is something they want for their college. President DeCristofaro asked Ms. Khazatsky to discuss the Initiative further and stated Ms. Lopci and Mr. Ahern would present a few slides as well.

Ms. Khazatsky thanked President DeCristofaro for inviting her to have this conversation with the Board. She stated several people have been in discussions about this opportunity for a few months and she understands although all of these conversations have taken place, many of the board members may have questions. She introduced herself as the Chief Operating Officer and provided some of her background to include being with the organization for 16 years. She continued with a background of JVS - the oldest and largest Workforce Development organization on the east coast. JVS serves anywhere between 11,000 – 16,000 job seekers per year. She added that many of their clients are also Quincy College clients. She continued that JVS serves people from all over the world that speak many languages. They provide many services designed to get clients in to the job market, back to the job market, or to move up in their careers. Many of these clients need additional education to achieve their goals. She shared that JVS is well versed in partnering, they have quadrupled in size due to mutual beneficial partnerships like the one they wish to establish with Quincy College. She reviewed a few successful collaborations they have had. She continued that they are the go to provider for healthcare and biotechnology - two of the biggest job sectors in MA right now. The current QC/JVS partnership is a concept they want to expand. They currently partner with our Biotech certificate program where they run a bridges to college program (they recruit students and matriculate them to Quincy College). It is one of the most successful partnerships in Biotechnology in MA in the opinion of many. The idea we are talking about today is having one of the best colleges in the area partner with one of the largest and successful Workforce Development organizations to offer students a great opportunity and successful future.

Ms. Khazatsky stated – to answer Ms. Craven’s question, what is the gain? What JVS is bringing to the partnership is the job seekers that they have access to. These clients are postured and looking for ways to increase their skills and credentials and we have to help them get to the next step. Quincy College can become that next step for JVS.

Ms. Craven asked what currently happens for those job seekers? Ms. Khazatsky answered it depends on what they are looking for. JVS has partnerships with Bunker Hill Community College and others and while those partnerships are great, they do not compare to the strength and success that JVS has with the biotech program at Quincy College when it comes to retention, graduation rates and job placement, which is one of the primary reasons why JVS reached out. JVS is growing and needs a strong partner. They are looking to work with fewer partners and the best.

Mr. Barbadoro asked if we were the first choice.

Ms. Khazatsky answered they did have a conversation with Laboure College and there were a few things which limited availability to step into a partnership like this, mainly

they are exclusive to healthcare, which would limit JVS being able to expand the partnership. They also didn't see themselves as part of the workforce development system as Quincy College does.

Ms. Khazatsky continued with what JVS would bring to the partnership including proven college and job training models developed over the course of 83 years, and deep key employer partnerships particularly in healthcare. They deliver services on site and to employers and have been able to grow that work significantly. In 2022, they are poised to realize contracts for \$2m. They deliver training and education on site to employers including MGH where JVS employees now have their own floor and offices because they do so much training and development for them. They consider JVS as part of their system, as one team delivering training and education.

She continued; Quincy College is an educational leader who can deliver post-secondary credentials. Quincy College is a workforce development leader. For JVS, Quincy College really stands out as a college which understands how workforce development and academia overlap. A partnership between JVS and Quincy College already exists, which leaves JVS confident when we start this partnership, we will be able to bring resources together. She stated Quincy College has strong partnership models and like JVS, partner with many organizations. She stated her experience with Quincy College has been a positive one and the kind of organization JVS looks for in a partnership.

Mr. Hanley asked about their current service area, and the possibility of expanding it. Ms. Khazatsky answered she is not prepared to answer the question now but would look into it. She continued, although they are in Boston, they have delivered services across the state. They go where the need is. It all depends on the details, and the need in the area with their clients. She did add there are other organizations on the South Shore that do similar things. She continued because JVS is in downtown Boston, they attract people from all over. Their goal is to establish a partnership with Quincy College in Boston and expand in Boston as a starting point because they know they can bring students to Boston and feel very confident about Boston. She concluded that they don't currently have a lot of business in Plymouth/ South Shore area but would certainly be something we could talk about in years two, three, four.

Mr. Hanley stated he understands the plan for year one, but as far as the Plymouth campus goes, if there are opportunities down there with the infrastructure and labs that exist, he would like it to be kept in mind.

Ms. Khazatsky stated she saw the campus, it is beautiful. She continued they are open to exploring a lot of different things. At the end of the day, they have to be able to get their clients jobs. If they are able to drive people to a certain program and feel comfortable to get these folks hired at the completion of the program, JVS would be interested.

Mr. Hanley commented he is so optimistic and sees this as a sustainable opportunity. He thanked Ms. Khazatsky for this opportunity.

President DeCristofaro added the idea of being in Boston and using the model we already have in place with biotech is an incredible opportunity. The current partnership is exemplary. The college does limited marketing and receives excellent results. Boston would be a separate entity as we go forward but we will of course consider Quincy and programs that can also go to Plymouth. He added we have improved Plymouth with healthcare programs. It is easy to connect Plymouth in the conversation, but right now JVS is focused on what the partnership can do in Boston. Sustaining the Plymouth Campus is up to the College and Board of Governors. The JVS partnership is about the difference we can make in Boston.

Ms. Lopci was introduced to speak further about some of the programs which would be offered in Boston and why those programs were chosen.

Ms. Khazatsky summarized what JVS brings to the table. 1) JVS is currently the feeder for the Biotech Program at Quincy College. She stated that JVS would continue to fill the Quincy campus program and start a mirror program in Boston. 2) JVS stands ready to develop a pathway for the substance addiction program similar to Biotech. 3) JVS currently uses a different college to certify (6) CNA cohorts per year. If we move forward with this partnership, Quincy College would become the exclusive partner. JVS is working on other pipelines that hospitals are asking to build for them. Without a partner like Quincy College, they are not able to build those. Right now, JVS feels confident about being able to do in Boston. It doesn't mean down the road we wouldn't commit to other areas, they just don't have the partnerships they have in Boston right now. She added that these are unprecedented times and Hospitals, and Biotechnology firms are desperate for staffing.

President DeCristofaro asked to move on to the budget piece. He asked Ms. Khazatsky what JVS is looking for from the College for the buildout. Ms. Khazatsky answered that they aren't looking for anything. JVS in collaboration with the College will pursue capital money to fund the build out of the space. She added that JVS owns the building and feels comfortable being "on the hook" in collaboration with Quincy College. They know having a state-of-the-art simulation, training and education space in the middle of Boston focusing on these sectors does not currently exist and it will be worthwhile having this offering in Boston. She added JVS reached out to hospital partners and in just one week received letters of support from all. The response was all positive. She continued this is an investment for JVS and the preference for a partnership is with Quincy College, but if not Quincy College, they will move forward with another partner. They are asking for the college to bring knowledge to help with their vision.

President DeCristofaro asked Mr. Ahern to review the draft budget.

Ms. Craven asked about the grant, would it be to JVS or Quincy College. Ms. Khazatsky answered JVS.

Mr. Ahern reviewed the Capital and Operating budget. He stated the buildout would not impact the college budget or reserves.

Mr. Barbadoro asked if the non-personnel operating expenses were based on anything that exists or are we just estimating? He stated that under Additional Personnel we may need more, and asked about Instructional Expenses, if our current staff will be going to Boston or being hired for Boston only? He stated he wants to make sure the board has all of the information. Mr. Ahern answered these questions and added JVS did supply some data that assisted in deciding the breakdown of these estimates.

Ms. Craven stated that there would be time for discussions in the follow up meeting. She thanked Ms. Khazatsky for her time.

Ms. Craven asked what this proposal does to enrollment overall and the magnitude of where we are vs. where we would be? Mr. Ahern answered, in terms of revenue – about 5%. Ms. Lopci added we would be doubling WFD programs.

There was further discussion on enrollment and revenue numbers.

Ms. Khazatsky added with the Workforce Development programs, we feel very confident they could fill the cohorts listed. She stated the estimates are very conservative and JVS believes, having done their due diligence, they turn away enough people for the Biotech program alone, and they could double that enrollment.

Mr. Barbadoro asked where the Biotech students are coming from now geographically? Boston? Ms. Khazatsky answered that that is correct.

President DeCristofaro stated we could even take a look at some of these programs and think about weekend courses or ways to add additional cohorts. He added with the build out, we can take a look at classrooms and adaptability. Certain programs such as the substance abuse certificate program don't need much as far as equipment goes. When you see the building, there is flexibility with the classrooms and what they can be used for. He continued, to answer Ms. Craven and Mr. Barbadoro's questions earlier about enrollment, we are working on pipelines – K-12 partnerships, Early College High School and Dual Enrollment, this is another pipeline. There are a lot of questions, understandably so, as this is year one. The draft budget does show a surplus and we would make changes as we go. We have the ability in Boston to be very flexible working with a significant partner.

Mr. Hanley asked, in terms of pipelines and specifically substance abuse, are there any remote capabilities? Can we actually take the program to jails for example? He stated that this is a tremendous pipeline we can explore. Mr. Barbadoro answered this is a great idea and the board should discuss further.

Ms. Craven asked if there were any further questions for Ms. Khazatsky. There were none. Ms. Craven thanked Ms. Khazatsky for her time.

Ms. Khazatsky thanked the board. She added this opportunity is time bound as they have to start working on the grant application now. She reviewed the timeline from JVS

and added in order for JVS to achieve the resources they need, they would need an answer fairly quickly.

Ms. Craven asked about the contract term. Ms. Khazatsky answered that it is on a year-by-year basis. The Usage Agreement, however, would be a 3 year contract.

Ms. Craven asked if there was an escalator built in to the \$110k.

Ms. Khazatsky answered yes. She couldn't confirm exact number but under 5%.

President DeCristofaro added these agreements are being drafted.

Mr. Barbardoro asked about the timeline for the grant, and if there is a date they need an answer by. Ms. Khazatsky answered the end of January is as long as they can wait because the grant writing piece will take in to March.

Mr. Hanley asked if it would be OK to get a consensus where the committee is before the full board meeting? He stated to get to the next level of full board, he is in favor of the proposal.

Ms. Craven stated there would be a follow up phone call or another posted meeting before we call for a vote so the committee has some time to think about what we have heard.

Ms. Barbadoro reminded the committee there is another meeting scheduled for Tuesday.

Ms. Craven thanked Ms. Khazatsky once again for her time.

Ms. Khazatsky thanked the board for inviting her to be at the meeting.

President DeCristofaro said he is available any time for any questions up until the meeting on Tuesday.

Ms. Craven asked for a motion to adjourn. Mr. Barbardoro made a motion and the meeting was adjourned at 6:29pm.