

Des Moines Area Community College

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Board of Directors Meeting Minutes

6-12-2017

Board of Directors Meeting Minutes (June 12, 2017)

DMACC

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Board of Directors
Des Moines Area Community College

Regular Board Meeting
June 12, 2017 – 4:00 p.m.

DMACC Urban Campus; Building 1, Rooms 124-126
1100 7th Street, Des Moines, Iowa

AGENDA

1. Call to order.
2. Roll call.
3. Consideration of tentative agenda.
4. Public comments.
5. **Presentations:** Anne Howsare Boyens; Provost, Urban Campus

LINC Presentation: Sara Clayton

Kim Linduska; Executive Vice President, Academic Affairs
6. **Consent Items.**
 - a. Consideration of minutes from May 8, 2017 Regular Board Meeting.
 - b. Human Resources report.
 - c. Consideration of payables.
7. **Board Report 17-024.** Student Activities Council (SAC) Budgets for FY2018.
8. **Board Report 17-025.** Revision of the Des Moines Area Community College Quality Faculty Plan.
9. **Board Report 17-026.** Revision to Board Policy 2015 – Weapons on College Property and in Programs/Activities.
10. **Board Report 17-027.** Approval of 2017-2018 Advisory Committees.
11. **Board Report 17-028.** Amending the approved Tuition and Fees Schedule to include a Late Payment Fee of \$50.00.
12. **Board Report 17-029.** A resolution approving the form and content and execution and delivery of a Retraining or Training Agreement under **Chapter 260F**, Code of Iowa, for **Brokers International LTD Project #1.**

13. Board Report 17-030. A resolution approving the form and content and execution and delivery of a Retraining or Training Agreement under **Chapter 260F**, Code of Iowa, for **Kleffman North America Inc. dba KG Marketsense Project #1.**
14. Board Report 17-031. A resolution approving the form and content and execution and delivery of a Retraining or Training Agreement under **Chapter 260F**, Code of Iowa, for **Loffredo Gardens Project #2.**
15. Board Report 17-032. A resolution approving the form and content and execution and delivery of a Retraining or Training Agreement under **Chapter 260F**, Code of Iowa, for **The Patrick Riley LLC dba Rainbow International of South Central Iowa Project #1.**
16. Presentation of Financial Report.
17. President's Report.
18. Campus Updates.
19. Strategic Plan Update.
20. Committee Reports.
21. Board Members' Reports.
22. Information Items:
 - June 22 – DMACC Foundation CEO Golf Invitational
 - July 4 – Holiday; All campuses closed
 - July 10– Board meeting, Hunziker Career Academy, Ames; 4:00 p.m.
 - July 19-21 – IACCT Conference hosted by Eastern Iowa Community College District
23. Closed Session.
24. Board Report 17-033. Consideration of Collective Bargaining Agreement with the Des Moines Area Community College Educational Service Association for July 1, 2017 – June 30, 2018.
25. Board Report 17-034. Consideration of Collective Bargaining Agreement with the Des Moines Area Community College Higher Educational Association for August 15, 2017 – August 14, 2018.
26. Board Report 17-035. Consideration of Administrative/Professional, Confidential Clerical, IES Administrative/Professional, IES Administrative Support and Trail Point Support Pay Rates.
27. Board Report 17-036. Consideration of Temporary, Adjunct, and Student Pay Rates.
28. Adjourn.

Board of Directors Des Moines Area Community College

REGULAR BOARD MEETING June 12, 2017

The regular meeting of the Des Moines Area Community College Board of Directors was held at the Urban Campus on June 12, 2017. Board Chair Joe Pugel called the meeting to order at 4:01 p.m.

ROLL CALL

Members present: Fred Buie, Felix Gallagher, Kevin Halterman, Cheryl Langston, Denny Presnall, Joe Pugel, Madelyn Tursi.

Members connected via conference call: Jim Knott.

Members absent: Fred Greiner.

Others present: Robert Denson, President; Carolyn Farlow, Board Secretary; Joe DeHart, Board Treasurer, faculty and staff.

CONSIDERATION OF AGENDA

Tursi moved; seconded by Presnall to approve the agenda as presented. Motion passed unanimously. Aye-Buie, Gallagher, Halterman, Knott, Langston, Presnall, Pugel, Tursi. Nay-none.

PUBLIC COMMENTS

None.

PRESENTATIONS

Anne Howsare Boyens, Provost of DMACC Urban Campus, welcomed everyone to the Urban campus. Since it was her first day as Provost, she provided some background information on her career path at DMACC and then introduced Rashida Anderson-Abdullah. Ms. Anderson-Abdullah, a DMACC alum who recently received the Jack Kent Cooke scholarship, provided an overview of her very positive educational journey at DMACC.

Necole McGary, Math faculty, presented information on the recent pilot of Math Express, a Math Learning Community that combines the two most basic level developmental math classes into one semester. The pilot was very successful as student grades improved and fewer students failed the class. Math Express also allows students to finish their remedial classes at a faster pace and move into credit classes.

Brad Spielman, Associate Provost for Student Services at Urban, provided information on student support services at the Urban Campus, including Living & Learning Well workshops offered to students.

Sara Clayton, a member of our most recent LINC group, presented a summary of her project regarding student employment on the Ankeny campus. Her data indicates that students who work between 10-20 hours on campus have higher course retention, pass and success rates, as well as higher fall-to-spring and fall-to-fall persistence rates.

Kim Linduska, Executive Vice President of Academic Affairs, provided an accreditation update, including summaries of the outcomes of our Higher Learning Commission, State Department of Education and Honors Program Accreditation visits.

CONSENT ITEMS

Langston moved; seconded by Presnall to approve the consent items: a) Minutes from the May 8, 2017 Regular Board Meeting; b) Human Resources Report and Addendum (Attachment #1); and c) Payables (Attachment #2).

Motion passed unanimously. Aye-Buie, Gallagher, Halterman, Knott, Langston, Presnall, Pugel, Tursi. Nay-none.

APPROVE STUDENT
ACTIVITIES BUDGETS FOR
FY2018

Board Report 17-024. Halterman moved; seconded by Gallagher recommending that the Board accept the Student Activities Council (SAC) budgets for FY 2018 as proposed.

Motion passed unanimously. Aye-Buie, Gallagher, Halterman, Knott, Langston, Presnall, Pugel, Tursi. Nay-none.

REVISION OF THE DMACC
QUALITY FACULTY PLAN

Board Report 17-025. Tursi moved; seconded by Langston recommending that the Board approve the revised Quality Faculty Plan for FY2018.

Motion passed unanimously. Aye-Buie, Gallagher, Halterman, Knott, Langston, Presnall, Pugel, Tursi. Nay-none.

REVISION TO BOARD POLICY
2015 – WEAPONS ON
COLLEGE PROPERTY AND IN
PROGRAMS/ACTIVITIES

Board Report 17-026. This report was pulled from the agenda and will be addressed at our July board meeting.

APPROVAL OF 2017-2018
ADVISORY COMMITTEES

Board Report 17-027. Langston moved; seconded by Gallagher recommending that the Board adopt a motion approving the Advisory Committees for the FY 2017-2018 academic year.

Motion passed unanimously. Aye-Buie, Gallagher, Halterman, Knott, Langston, Presnall, Pugel, Tursi. Nay-none.

AMENDING THE APPROVED
TUITION AND FEE SCHEDULE

Board Report 17-028. Attachment 3. Halterman moved; seconded by Tursi recommending that the Board adopt a resolution approving the amendment to the FY2018 Tuition and Fees Schedule.

Motion passed on a roll call vote. Aye-Buie, Gallagher, Halterman, Knott, Langston, Presnall, Pugel, Tursi. Nay-none.

APPROVE RETRAINING OR
TRAINING AGREEMENTS

Presnall moved; seconded by Gallagher to approve Items #10-13 as one consent item. Motion passed on a roll call vote. Aye-Buie, Gallagher, Halterman, Knott, Langston, Presnall, Pugel, Tursi. Nay-none.

*Brokers International LTD
Project #1*

Board Report 17-029. Attachment 4. A resolution approving the form and content and execution and delivery of a Retraining or Training Agreement under Chapter 260F, Code of Iowa, for **Brokers International LTD Project #1.**

*Kleffman North America Inc.
dba KG Marketsense Project
#1*

Board Report 17-030. Attachment 5. A resolution approving the form and content and execution and delivery of a Retraining or Training Agreement under Chapter 260F, Code of Iowa, for **Kleffman North America Inc. dba KG Marketsense Project #1.**

Loffredo Gardens Project #2

Board Report 17-031. Attachment 6. A resolution approving the form and content and execution and delivery of a Retraining or Training Agreement under Chapter 260F, Code of Iowa, for Loffredo Gardens Project #2.

The Patrick Riley LLC dba Rainbow International of South Central Iowa Project #1

Board Report 17-032. Attachment 7. A resolution approving the form and content and execution and delivery of a Retraining or Training Agreement under Chapter 260F, Code of Iowa, for The Patrick Riley LLC dba Rainbow International of South Central Iowa Project #1.

FINANCIAL REPORT

Greg Martin, Vice President of Business Services, presented the May 2017 financial report as shown in Attachment #8 to these minutes.

CAMPUS UPDATES

The following provided updates on activities and events at their campus/department: Joe DeHart, Joel Lundstrom, Tony Paustian, Jim Stick and Karen Stiles.

STRATEGIC PLAN UPDATE

Carolyn Farlow, Coordinator of Strategic Initiatives, provided an update on DMACC's Strategic Plan, including the next steps for the implementation of the Plan.

COMMITTEE REPORTS

Board Vice President Kevin Halterman reported that the Audit Committee met earlier today. He stated that the audit is in full swing and reminded all board members to complete a Conflict of Interest form.

Board President Joe Pugel reported that the President's Review Committee met earlier today to begin the process of developing the FY18 evaluation matrix.

CLOSED SESSION

Buie moved; seconded by Knott to hold a closed session to conduct a strategy meeting of a public employer concerning employees covered by a collective bargaining agreement as provided in Section 20.17(3) of the Iowa Code.

Motion passed on a roll call vote. Aye-Buie, Gallagher, Halterman, Knott, Langston, Presnall, Pugel, Tursi. Nay-none.

RETURN TO OPEN SESSION

The Board returned to open session at 5:58 p.m. An audio recording of the closed session has been filed by the Board Secretary.

CONSIDERATION OF COLLECTIVE BARGAINING AGREEMENT WITH EDUCATIONAL SERVICE ASSOCIATION (ESA) FOR JULY 1, 2017-JUNE 30, 2018

Board Report 17-032. Langston moved; seconded by Presnall recommending that the Board approve the terms of the agreement.

Motion passed on a roll call vote. Aye-Buie, Gallagher, Halterman, Langston, Presnall, Pugel, Tursi. Nay-none.

CONSIDERATION OF COLLECTIVE BARGAINING AGREEMENT WITH HIGHER EDUCATIONAL ASSOCIATION (HEA) FOR JULY 1, 2017-JUNE 30, 2018

Board Report 17-032. Halterman moved; seconded by Buie recommending that the Board approve the terms of the agreement, subject to ratification by HEA.

Motion passed on a roll call vote. Aye-Buie, Gallagher, Halterman, Langston, Presnall, Pugel, Tursi. Nay-none.

ADMINISTRATIVE/
PROFESSIONAL,
CONFIDENTIAL CLERICAL, IES
ADMINISTRATIVE SUPPORT
AND TRAIL POINT SUPPORT
PAY RATES

Board Report 17-033. Presnall moved; seconded by Tursi recommending that the Board approve the proposed Administrative/Professional, Confidential Clerical, IES Administrative Support and Trail Point Support pay rates.

Motion passed on a roll call vote. Aye-Buie, Gallagher, Halterman, Langston, Presnall, Pugel, Tursi. Nay-none.


TEMPORARY, ADJUNCT AND
STUDENT PAY RATES

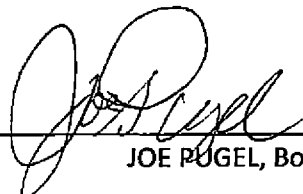
Board Report 17-034. Tursi moved; seconded by Presnall recommending that the Board approve the proposed Temporary, Adjunct and Student pay rates.

Motion passed on a roll call vote. Aye-Buie, Gallagher, Halterman, Langston, Presnall, Pugel, Tursi. Nay-none.

ADJOURN

Presnall moved to adjourn; seconded by Halterman. Motion passed unanimously and at 6:03 p.m., Board Chair Joe Pugel adjourned the meeting. Aye-Buie, Gallagher, Halterman, Langston, Presnall, Pugel, Tursi. Nay-none.


CAROLYN EARLOW, Board Secretary


JOE PUGEL, Board Chair

AGENDA ITEM Human Resources Report

BACKGROUND

I. New Employee

Replacement Position

- 1. Duncan, Rachel**
Instructor, Chemistry
Urban Campus
9 Month Position
Annual Salary: \$54,253 (FY17)
Effective: August 21, 2017
Continuing Contract
- 2. Gauthier, Miranda**
Instructor, Biology
Ankeny Campus
9 Month Position
Annual Salary: \$53,469 (FY17)
Effective: August 21, 2017
Continuing Contract
- 3. Mintle, Alecia**
Instructor, Fashion
Ankeny Campus
9 Month Position
Annual Salary: \$64,445 (FY17)
Effective: August 21, 2017
Continuing Contract
- 4. Spooner, Timothy**
Instructor, TSA Homeland Security Program, Criminal Justice
Ankeny Campus
9 Month Position
Annual Salary: \$67,581 (FY17)
Effective: August 21, 2017
Continuing Contract

5. **Van Kirk, Jay**
Instructor, TSA Homeland Security Program, Criminal Justice
Ankeny Campus
9 Month Position
Annual Salary: \$64,445 (FY17)
Effective: August 21, 2017
Continuing Contract

RECOMMENDATION

It is moved that the Board accept the President's recommendation as to the above personnel actions.

Addendum

Human Resources Report

BACKGROUND

I. New Employee

Replacement Position

1. Buse, Marie

Instructor, AAC
Carroll Campus
9 Month Position
Annual Salary: \$62,877 (FY17)
Effective: August 21, 2017
Continuing Contract

2. Navarro, Danielle

Instructor, Health Occupations
Perry Center
9 Month Position
Annual Salary: \$61,309 (FY17)
Effective: August 21, 2017
Continuing Contract

3. Renze, Ryan

Instructor, Applied Engineering
Carroll Campus
9 Month Position
Annual Salary: \$61,309 (FY17)
Effective: August 21, 2017
Continuing Contract

4. Wojcik, Jennifer

Instructor, Biology
Boone Campus
9 Month Position
Annual Salary: \$58,957 (FY17)
Effective: August 21, 2017
Continuing Contract

II. Resignation

1. Carpenter, Howard Rick

Director, Program Development
Perry Center
Effective: June 16, 2017

RECOMMENDATION

It is moved that the Board accept the President's recommendation as to the above personnel actions.

Report: FW 10
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 1

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Airgas North Central	618200	\$2,587.37	\$341.07	1550	Office of Controller	Prepaid Expenses
			\$341.37	1550	Office of Controller	Prepaid Expenses
			\$63.25	1550	Office of Controller	Prepaid Expenses
			\$1,777.46	6460	Continuing Ed, Manuf	Other Materials and
			\$64.22	6322	Welding	Materials & Supplies
Alliant Energy	618203	\$11,041.04	\$667.93	6190	Utilities	Utilities
			\$84.53	6190	Utilities	Utilities
			\$1,518.54	6190	Utilities	Utilities
			\$25.32	6190	Utilities	Utilities
			\$1,000.48	6190	Utilities	Utilities
			\$6,313.72	6190	Utilities	Utilities
			\$1,430.52	6190	Utilities	Utilities
Arnold Motor Supply	618209	\$4,757.92	\$38.16	6511	Auto Mechanics	Purchases for Resale
			\$33.99	6511	Auto Mechanics	Purchases for Resale
			\$41.64	6511	Auto Mechanics	Purchases for Resale
			-\$93.46	6511	Auto Mechanics	Purchases for Resale
			-\$53.19	6511	Auto Mechanics	Purchases for Resale
			\$2,496.00	6322	Equip Replacement In	Materials & Supplies
			-\$119.07	6322	Heavy Diesel Equipme	Materials & Supplies
			\$68.84	6322	Heavy Diesel Equipme	Materials & Supplies
			\$105.90	6511	Auto Mechanics	Purchases for Resale
			\$185.31	6511	Auto Mechanics	Purchases for Resale
			\$36.11	6322	Heavy Diesel Equipme	Materials & Supplies
			\$9.42	6511	Auto Mechanics	Purchases for Resale
			\$43.78	6511	Auto Mechanics	Purchases for Resale
			\$26.28	6511	Auto Mechanics	Purchases for Resale
			\$144.55	6511	Auto Mechanics	Purchases for Resale
			\$83.29	6511	Auto Mechanics	Purchases for Resale
			\$4.50	6511	Auto Mechanics	Purchases for Resale

27

Report: FWRR040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Comm College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 2

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Arnold Motor Supply	618209	\$4,757.92	\$91.52	6511	Auto Mechanics	Purchases for Resale
			\$149.32	6511	Auto Mechanics	Purchases for Resale
			\$11.54	6511	Auto Mechanics	Purchases for Resale
			\$39.56	6511	Auto Mechanics	Purchases for Resale
			\$36.52	6511	Auto Mechanics	Purchases for Resale
			\$17.22	6511	Auto Mechanics	Purchases for Resale
			\$260.98	6511	Auto Mechanics	Purchases for Resale
			\$204.06	6511	Auto Mechanics	Purchases for Resale
			\$843.73	6511	Auto Mechanics	Purchases for Resale
			\$36.00	6511	Auto Mechanics	Purchases for Resale
			\$3.21	6511	Auto Mechanics	Purchases for Resale
			\$12.21	6511	Auto Mechanics	Purchases for Resale
Beitssers Inc	618216	\$25,840.62	\$2,243.18	6511	Building Trades	Purchases for Resale
			\$2,188.22	6511	Building Trades	Purchases for Resale
			\$8,773.30	6511	Building Trades	Purchases for Resale
			\$97.60	6511	Building Trades	Purchases for Resale
			\$5,129.24	6511	Building Trades	Purchases for Resale
			\$2,917.08	6511	Building Trades	Purchases for Resale
			\$333.28	6511	Building Trades	Purchases for Resale
			\$347.60	6511	Building Trades	Purchases for Resale
			\$2,003.16	6511	Building Trades	Purchases for Resale
			\$275.20	6511	Building Trades	Purchases for Resale
			\$196.81	6511	Building Trades	Purchases for Resale
			\$213.20	6511	Building Trades	Purchases for Resale
			\$351.55	6511	Building Trades	Purchases for Resale
			\$4.60	6511	Building Trades	Purchases for Resale
			\$168.60	6511	Building Trades	Purchases for Resale
			\$592.70	6511	Building Trades	Purchases for Resale
			\$5.30	6511	Building Trades	Purchases for Resale
Big Top Productions	618219	\$5,555.95	\$3,412.50	6269	Big Top Prod Proj#2	Other Company Servic

Report: FW 40
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 3

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Big Top Productions	618219	\$5,555.95	\$2,143.45	6269	Big Top Prod Proj#2	Other Company Servic
Boelter Contract and Desi	618225	\$19,728.00	\$19,728.00	7100	Equipment Replacemen	Furniture, Machinery
Boone County Rehabilitati	618228	\$2,836.50	\$2,836.50	6269	Boone Athletic Depar	Other Company Servic
Cambium Learning Inc	618238	\$4,000.00	\$4,000.00	6322	Equipment Replacemen	Materials & Supplies
Cassandra R Halls	618242	\$3,400.00	\$3,400.00	6015	Softskills Training	Consultant's Fees
CDW Government Inc	618244	\$4,077.96	\$3,457.09	6323	Equipment Replacemen	Minor Equipment
			\$620.87	6323	Equipment Replacemen	Minor Equipment
CIT Charters Inc	618247	\$2,762.00	\$1,705.00	6420	Office of Exec Dean,	Vehicle Materials an
			\$1,057.00	6420	Office of Exec Dean,	Vehicle Materials an
City of Boone	618249	\$5,553.97	\$3,327.17	6190	Boone Campus Housing	Utilities
			\$38.39	6190	Utilities	Utilities
			\$437.90	6190	Utilities	Utilities
			\$1,048.10	6190	Utilities	Utilities
			\$181.35	6190	Utilities	Utilities
			\$18.45	6190	Utilities	Utilities
			\$502.61	6190	Boone Campus Housing	Utilities
Community Foundation of G	618252	\$2,836.37	\$2,439.12	6269	DHS-Supp SrvcS Afric	Other Company Servic
			\$397.25	6269	Noncustodial Parent	Other Company Servic
Constellation NewEnergy G	618254	\$20,873.14	\$20,873.14	6190	Utilities	Utilities
Des Moines Water Works	618261	\$3,027.12	\$1,780.15	6190	Utilities	Utilities
			\$302.26	6190	Utilities	Utilities

Report: FWRR040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Comm College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 4

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Des Moines Water Works	618261	\$3,027.12	\$579.14	6190	Utilities	Utilities
			\$52.42	6190	Utilities	Utilities
			\$313.15	6190	Utilities	Utilities
DMACC Foundation	618267	\$17,700.00	\$17,700.00	6930	Hospitality Careers	Other Current Expens
Ebsto Subscription Servic	618273	\$6,239.52	\$6,239.52	6460	Library	Other Materials and
Estes, Simon	618277	\$75,000.00	\$75,000.00	6019	Bookstore - Ankeny	Prof Svcs-Individual
FBG Service Corporation	618280	\$16,754.00	\$6,912.00	6030	Physical Plant Opera	Custodial Services
			\$6,912.00	6030	Physical Plant Opera	Custodial Services
			\$1,465.00	6030	Plant Operations - E	Custodial Services
			\$1,465.00	6030	Plant Operations - E	Custodial Services
First Choice Distribution	618281	\$5,680.99	\$169.48	6030	Plant Operations - S	Custodial Services
			\$3,171.04	6410	Physical Plant Opera	Janitorial Materials
			\$160.00	6030	Plant Operations - S	Custodial Services
			\$232.96	6030	Plant Operations - S	Custodial Services
			\$499.39	6030	Plant Operations - S	Custodial Services
			\$43.00	6410	Physical Plant Opera	Janitorial Materials
			\$264.95	6030	Plant Operations - S	Custodial Services
			\$363.01	6030	Plant Operations - S	Custodial Services
			\$160.60	6030	Plant Operations - S	Custodial Services
			\$230.45	6030	Plant Operations - S	Custodial Services
			\$386.11	6030	Plant Operations - S	Custodial Services
Fisher Scientific dba The	618282	\$6,380.26	\$454.00	6322	Mathematics & Scienc	Materials & Supplies
			\$5,560.36	6322	Mathematics & Scienc	Materials & Supplies
			\$365.90	6322	Mathematics & Scienc	Materials & Supplies
Forst Training and Consul	618284	\$4,467.40	\$1,800.00	6015	Softskills Training	Consultant's Fees

Report: FW 0
 Date: 05/23/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 5

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Forst Training and Consul	618284	\$4,467.40	\$1,197.40	6015	Softskills Training	Consultant's Fees
			\$1,470.00	6015	Softskills Training	Consultant's Fees
Gooi Mortgage Inc	618295	\$9,571.92	\$34.99	6269	Gooi Mortgage Job Sp	Other Company Servic
			\$2,511.14	6269	Gooi Mortgage Job Sp	Other Company Servic
			\$607.56	6269	Gooi Mortgage Job Sp	Other Company Servic
			\$749.97	6269	Gooi Mortgage Job Sp	Other Company Servic
			\$151.41	6269	Gooi Mortgage Job Sp	Other Company Servic
			\$34.99	6269	Gooi Mortgage Job Sp	Other Company Servic
			\$1,000.00	6269	Gooi Mortgage Job Sp	Other Company Servic
			\$484.56	6269	Gooi Mortgage Job Sp	Other Company Servic
			\$2,887.50	6269	Gooi Mortgage Job Sp	Other Company Servic
			\$980.00	6269	Gooi Mortgage Job Sp	Other Company Servic
			\$33.66	6269	Gooi Mortgage On The	Other Company Servic
			\$96.14	6269	Gooi Mortgage Job Sp	Other Company Servic
Heartland Business System	618301	\$2,688.52	\$2,688.52	6323	Technical Update Equ	Minor Equipment
Henry Schein	618302	\$4,047.00	\$4,047.00	6323	Equip Replacement He	Minor Equipment
Holiday Inn	618308	\$19,386.64	\$1,552.34	6480	Iowa FCCLA	Travel-In State
			\$17,834.30	6240	Iowa FCCLA	Group Meeting/Worksh
HP Inc	618309	\$3,847.40	\$2,588.40	6323	Office of the Dir, P	Minor Equipment
			\$1,259.00	6323	Non Tort Security In	Minor Equipment
Ingamells Commercial Floo	618312	\$4,639.94	\$1,438.54	6090	Office of the Dir, P	Maintenance/Repair o
			\$3,201.40	6090	Buildings Equipment	Maintenance/Repair o
Iowa Association of Commu	618314	\$5,000.00	\$5,000.00	6269	Office of the Presid	Other Company Servic
Iowa Dietetics in Health	618316	\$10,123.11	\$10,123.11	4023	Continuing Ed, Home	Non Credit Tuition -

Report: FWRR040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Comm College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 6

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Iowa Workforce Developmen	618319	\$15,598.34	\$15,598.34	5970	Unemployment	Unemployment Comp
Karl Chevrolet	618323	\$41,828.00	\$18,042.00	7400	Vehicle Pool	Vehicles
			\$23,786.00	7400	Vehicle Pool	Vehicles
Koester Construction Co I	618327	\$4,150.00	\$4,150.00	6378	Equip Replacement We	Materials/Supplies f
Kramer Entertainment Agen	618329	\$2,850.00	\$2,850.00	6269	Student Activities	Other Company Servic
Marsden Bldg Maint LLC	618345	\$2,788.00	\$2,788.00	6030	Plant Operations-Cap	Custodial Services
Material Handling Innovat	618348	\$19,175.28	\$19,175.28	6323	Equip Replacement In	Minor Equipment
MidAmerican Energy Co	618355	\$48,132.67	\$41,112.82	6190	Utilities	Utilities
			\$3,745.99	6190	Cap Med Bldg-Common	Utilities
			\$3,273.86	6190	Physical Plant Opera	Utilities
New Century FS Inc	618368	\$2,946.91	\$713.36	6420	Grounds	Vehicle Materials an
			\$2,233.55	6420	Grounds	Vehicle Materials an
OneNeck IT Solutions	618371	\$4,520.00	\$4,520.00	6060	Non Tort Equip Maint	Maintenance/Repair o
Science Center of Iowa	618397	\$5,000.00	\$5,000.00	6269	Upward Bound Year 25	Other Company Servic
Shift Interactive LLC	618402	\$4,982.61	\$2,939.30	6269	Shift Interactive Jo	Other Company Servic
			\$2,043.31	6269	Shift Interactive Jo	Other Company Servic
Shive Hattery Inc	618403	\$45,156.96	\$30,000.00	6019	Newton Campus Expans	Prof Svcs-Individual
			\$15,156.96	6019	Newton Campus Expans	Prof Svcs-Individual
Siemens Industry Inc	618405	\$69,801.75	\$69,801.75	6090	Siemens Automation P	Maintenance/Repair o

Report: F00040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page 7

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Snap On Industrial	618406	\$18,160.02	\$15,949.69	1550	Office of Controller	Prepaid Expenses
			\$2,210.33	1550	Office of Controller	Prepaid Expenses
Spring Green Lawn Care	618408	\$2,681.00	\$654.00	6100	Boone Campus Housing	Maintenance of Groun
			\$2,027.00	6100	Office of Exec Dean,	Maintenance of Groun
Syco Food Services of Io	618414	\$9,253.64	\$21.37	6519	Bistro	College Inn
			\$37.19	6519	Bistro	College Inn
			\$26.14	6519	Bistro	College Inn
			\$32.04	6519	Bistro	College Inn
			\$232.80	6322	Culinary Arts	Materials & Supplies
			\$557.24	6322	Culinary Arts	Materials & Supplies
			\$64.66	6322	Culinary Arts	Materials & Supplies
			\$340.63	6322	Culinary Arts	Materials & Supplies
			\$194.63	6519	Bistro	College Inn
			\$1,212.55	6518	Hospitality Careers	Gourmet Dinners
			\$261.72	6518	Hospitality Careers	Gourmet Dinners
			\$4,484.25	6518	Hospitality Careers	Gourmet Dinners
			\$1,138.84	6518	Hospitality Careers	Gourmet Dinners
			\$21.37	6518	Hospitality Careers	Gourmet Dinners
			\$628.21	6519	Bistro	College Inn
US Water Services Inc	618423	\$6,915.86	\$6,915.86	6060	Mechanical Mainten	Maintenance/Repair o
Wolin Electric	618435	\$7,772.81	\$1,435.36	6090	Student Center Proje	Maintenance/Repair o
			\$6,337.45	6090	Physical Plant Opera	Maintenance/Repair o
Woodward Granger Communit	618437	\$8,812.00	\$8,812.00	6269	Perry Operations	Other Company Servic
Kabel Business Services	618447	\$6,827.53	\$6,764.71	6268	Central IA Wrkfrce I	Contracted Services-
			\$62.82	6269	Central IA Wrkfrce I	Other Company Servic

Report: FWRR040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Comm College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 8

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
UAW Local 450	618460	\$6,405.04	\$6,405.04	6268	WIA-John Deere Emerg	Contracted Services-
DMACC Child Care	618468	\$2,540.94	\$2,540.94	2299	Payroll Office	Other Employee Deduc
DMACC HEA	618471	\$4,974.88	\$4,974.88	2272	Payroll Office	DMACC/HEA Dues Payab
Trail Point	618477	\$3,381.00	\$3,381.00	2299	Payroll Office	Other Employee Deduc
Academy Roofing & Sheet M	618485	\$12,600.00	\$12,600.00	6090	Buildings Equipment	Maintenance/Repair o
Alliant Energy	618491	\$17,569.02	\$8,354.05	6190	Utilities	Utilities
			\$1,296.29	6190	Boone Campus Housing	Utilities
			\$1,322.10	6190	Boone Campus Housing	Utilities
			\$1,435.30	6190	Plant Operations, Pe	Utilities
			\$3,081.57	6190	Boone Campus Housing	Utilities
			\$1,820.36	6190	Boone Campus Housing	Utilities
			\$259.35	6190	Building Rental for	Utilities
Athena GTX Inc	618499	\$3,528.00	\$1,764.00	6269	Athena GTX Inc Job S	Other Company Servic
			\$1,764.00	6269	Athena GTX Inc Job S	Other Company Servic
Best Buy Government and E	618502	\$9,187.08	\$9,187.08	6323	Equipment Replacemen	Minor Equipment
Bobcat Company	618504	\$12,828.40	\$12,828.40	7100	Equipment Replacemen	Furniture, Machinery
Burgin Drapery	618510	\$8,700.00	\$8,700.00	6378	Equip Replacement Sc	Materials/Supplies f
Business Publications Cor	618511	\$3,746.00	\$3,746.00	6110	Office of Dir, Marke	Information Services
City of Ankeny	618520	\$10,638.75	\$73.53	6190	Utilities	Utilities
			\$437.98	6190	Utilities	Utilities

Report: FV 040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Community College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page 9

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
City of Ankeny	618520	\$10,638.75	\$3,491.82	6190	Utilities	Utilities
			\$84.76	6190	Utilities	Utilities
			\$107.22	6190	Utilities	Utilities
			\$84.76	6190	Utilities	Utilities
			\$118.45	6190	Utilities	Utilities
			\$118.45	6190	Utilities	Utilities
			\$4,389.32	6190	Utilities	Utilities
			\$450.90	6190	Utilities	Utilities
			\$32.50	6190	Utilities	Utilities
			\$36.99	6190	Utilities	Utilities
			\$107.22	6190	Utilities	Utilities
			\$183.05	6190	Utilities	Utilities
			\$58.34	6190	Utilities	Utilities
			\$863.46	6190	Physical Plant Opera	Utilities
Cognizant Technology Solu	618523	\$8,847.97	\$8,847.97	6269	Cognizant Technology	Other Company Servic
Davis Brown Koehn Shors a	618536	\$5,592.00	\$84.00	6013	Southridge Mall Remo	Legal Fees
			\$1,635.00	6013	Office of Sr VP, Bus	Legal Fees
			\$494.00	6013	Newton-Lease Operati	Legal Fees
			\$81.00	6013	Tort Insurance	Legal Fees
			\$351.00	6013	Tort Insurance	Legal Fees
			\$560.00	6013	Economic Development	Legal Fees
			\$2,387.00	6013	Economic Development	Legal Fees
DENSO Manugacturing Michi	618538	\$11,201.47	\$433.01	6269	Denso Internat Amer	Other Company Servic
			\$2,103.20	6269	Denso Internat Amer	Other Company Servic
			\$660.90	6269	Denso Internat Amer	Other Company Servic
			\$4,640.00	6269	Denso Internat Amer	Other Company Servic
			\$958.59	6269	Denso Internat Amer	Other Company Servic
			\$1,676.99	6269	Denso Internat Amer	Other Company Servic

Report: FWRR040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Comm College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 10

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
DENSO Manufacturing Michi	618538	\$11,201.47	\$728.78	6269	Denso Internat Amer	Other Company Servic
DMAACC Foundation	618544	\$3,140.00	\$3,140.00	6930	Hospitality Careers	Other Current Expens
DMAACC Foundation	618546	\$2,670.00	\$2,670.00	6930	Hospitality Careers	Other Current Expens
Gooi Mortgage Inc	618563	\$3,986.61	\$24.04	6269	Gooi Mortgage On The	Other Company Servic
			\$103.80	6269	Gooi Mortgage On The	Other Company Servic
			\$33.66	6269	Gooi Mortgage On The	Other Company Servic
			\$49.47	6269	Gooi Mortgage On The	Other Company Servic
			\$333.54	6269	Gooi Mortgage On The	Other Company Servic
			\$2,703.94	6269	Gooi Mortgage On The	Other Company Servic
			\$24.04	6269	Gooi Mortgage On The	Other Company Servic
			\$16.83	6269	Gooi Mortgage On The	Other Company Servic
			\$21.63	6269	Gooi Mortgage On The	Other Company Servic
			\$21.63	6269	Gooi Mortgage On The	Other Company Servic
			\$21.63	6269	Gooi Mortgage On The	Other Company Servic
			\$36.06	6269	Gooi Mortgage On The	Other Company Servic
			\$269.28	6269	Gooi Mortgage On The	Other Company Servic
			\$80.76	6269	Gooi Mortgage On The	Other Company Servic
			\$16.83	6269	Gooi Mortgage On The	Other Company Servic
			\$24.03	6269	Gooi Mortgage On The	Other Company Servic
			\$50.00	6269	Gooi Mortgage On The	Other Company Servic
			\$25.00	6269	Gooi Mortgage On The	Other Company Servic
			\$25.25	6269	Gooi Mortgage On The	Other Company Servic
			\$105.19	6269	Gooi Mortgage On The	Other Company Servic
Hawkeye Community College	618569	\$5,650.00	\$5,650.00	6460	Continuing Ed, Manuf	Other Materials and
HP Inc	618576	\$7,082.30	\$655.44	6323	Equipment Replacemen	Minor Equipment
			\$649.44	6323	Office of the Dir, P	Minor Equipment

Report: F0040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Community College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page 11

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
HP Inc	618576	\$7,082.30	\$596.00	6322	Office of Dir, Stude	Materials & Supplies
			\$3,882.42	6323	Equipment Replacemen	Minor Equipment
			\$1,299.00	6323	Equipment Replacemen	Minor Equipment
ICE Technologies	618579	\$11,939.99	\$48.08	6269	ICE Technologies Inc	Other Company Servic
			\$59.42	6269	ICE Technologies Inc	Other Company Servic
			\$300.00	6269	ICE Technologies Inc	Other Company Servic
			\$51.44	6269	ICE Technologies Inc	Other Company Servic
			\$22.72	6269	ICE Technologies Inc	Other Company Servic
			\$90.15	6269	ICE Technologies Inc	Other Company Servic
			\$50.00	6269	ICE Technologies Inc	Other Company Servic
			\$75.96	6269	ICE Technologies Inc	Other Company Servic
			\$51.44	6269	ICE Technologies Inc	Other Company Servic
			\$10,115.00	6269	ICE Technologies Inc	Other Company Servic
			\$18.90	6269	ICE Technologies Inc	Other Company Servic
			\$67.50	6269	ICE Technologies Inc	Other Company Servic
			\$85.00	6269	ICE Technologies Inc	Other Company Servic
			\$321.25	6269	ICE Technologies Inc	Other Company Servic
			\$300.00	6269	ICE Technologies Inc	Other Company Servic
			\$50.48	6269	ICE Technologies Inc	Other Company Servic
			\$232.65	6269	ICE Technologies Inc	Other Company Servic
IP Pathways	618585	\$7,012.50	\$7,012.50	6269	IP Pathways Proj#2 J	Other Company Servic
ITA Group	618587	\$42,031.24	\$325.00	6269	ITA Group Proj #4 Jo	Other Company Servic
			\$2,000.00	6269	ITA Group Proj #4 Jo	Other Company Servic
			\$749.00	6269	ITA Group Proj #4 Jo	Other Company Servic
			\$325.00	6269	ITA Group Proj #4 Jo	Other Company Servic
			\$3,402.19	6269	ITA Group Proj #4 Mg	Other Company Servic
			\$1,000.00	6269	ITA Group Proj #4 Jo	Other Company Servic
			\$26,100.00	6269	ITA Group Proj #4 Jo	Other Company Servic

Report: FWRR040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Comm College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 12

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
ITA Group	618587	\$42,031.24	\$7,871.06	6269	ITA Group Proj #4 Jo	Other Company Servic
			\$258.99	6269	ITA Group Proj #4 Jo	Other Company Servic
James Mardock	618588	\$5,840.00	\$5,840.00	6015	Office of the Dir, P	Consultant's Fees
Karl Performance	618595	\$3,736.36	\$3,736.36	6269	Miscellaneous Colleg	Other Company Servic
Kuder Inc	618599	\$13,984.52	\$2,142.00	6269	Kuder Inc Mgt/Supv T	Other Company Servic
			\$2,142.50	6269	Kuder Inc Mgt/Supv T	Other Company Servic
			\$1,875.00	6269	Kuder Inc On The Job	Other Company Servic
			\$625.00	6269	Kuder Inc On The Job	Other Company Servic
			\$2,211.20	6269	Kuder Inc On The Job	Other Company Servic
			\$373.62	6269	Kuder Inc Job Spec T	Other Company Servic
			\$4,615.20	6269	Kuder Inc On The Job	Other Company Servic
Kum and Go	618601	\$12,272.88	\$2,899.04	6269	Kum & Go Proj #3 Job	Other Company Servic
			\$50.00	6269	Kum & Go Proj #3 Mgt	Other Company Servic
			\$9,323.84	6269	Kum & Go Proj #3 Trn	Other Company Servic
Maderich Southridge Mall	618609	\$4,261.70	\$4,261.70	6210	Plant Operations - S	Rental of Buildings
McGraw Hill Companies	618613	\$54,810.00	\$54,810.00	6269	ALEKS Testing	Other Company Servic
McKesson Medical Surgical	618614	\$12,522.35	\$12,522.35	7100	Equip Replacement He	Furniture, Machinery
MH Equipment	618619	\$29,047.00	\$29,047.00	7100	Equip Replacement Ph	Furniture, Machinery
MidAmerican Energy Co	618620	\$4,221.81	\$925.73	6190	Plant Operations - S	Utilities
			\$3,068.44	6190	Plant Operations - S	Utilities
			\$216.56	6190	Building Rental for	Utilities
			\$11.08	6190	Dallas County Farm O	Utilities

Report: FY 2040
Date: 05/05/2017
Time: 08:17 AM

Des Moines Area Community College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page 13

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Mittera Group	618627	\$12,444.84	\$12,444.84	6120	Office of Dir, Stude	Printing/Reproductio
Moon, Christine Rochelle	618628	\$3,664.51	\$281.47	6470	Perkins-Professional	Travel-Out of State
			\$3,161.16	6470	Phi Beta Lambda	Travel-Out of State
			\$221.88	6480	Office of Exec Dean,	Travel-In State
MorphoTrust	618629	\$21,123.75	\$432.48	6269	Morpho Trust USA Job	Other Company Servic
			\$428.64	6269	Morpho Trust USA Job	Other Company Servic
			\$428.64	6269	Morpho Trust USA Job	Other Company Servic
			\$428.64	6269	Morpho Trust USA Job	Other Company Servic
			\$288.32	6269	Morpho Trust USA Job	Other Company Servic
			\$432.48	6269	Morpho Trust USA Job	Other Company Servic
			\$432.48	6269	Morpho Trust USA Job	Other Company Servic
			\$288.32	6269	Morpho Trust USA Job	Other Company Servic
			\$432.48	6269	Morpho Trust USA Job	Other Company Servic
			\$432.48	6269	Morpho Trust USA Job	Other Company Servic
			\$432.48	6269	Morpho Trust USA Job	Other Company Servic
			\$733.79	6269	Morpho Trust USA Job	Other Company Servic
			\$2,030.40	6269	Morpho Trust USA Job	Other Company Servic
			\$2,030.40	6269	Morpho Trust USA Job	Other Company Servic
			\$2,030.40	6269	Morpho Trust USA Job	Other Company Servic
			\$1,485.60	6269	Morpho Trust USA Job	Other Company Servic
			\$685.21	6269	Morpho Trust USA Job	Other Company Servic
			\$1,323.23	6269	Morpho Trust USA Mgt	Other Company Servic
			\$318.45	6269	Morpho Trust USA Tra	Other Company Servic
			\$5.15	6269	Morpho Trust USA Tra	Other Company Servic
			\$360.40	6269	Morpho Trust USA Job	Other Company Servic
			\$4,605.98	6269	Morpho Trust USA Job	Other Company Servic
			\$288.32	6269	Morpho Trust USA Job	Other Company Servic
			\$402.30	6269	Morpho Trust USA Job	Other Company Servic
			\$75.43	6269	Morpho Trust USA Job	Other Company Servic

Report: FWRR040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Comm College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 14

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
MorphoTrust	618629	\$21,123.75	\$18.02	6269	Morpho Trust USA Job	Other Company Servic
			\$201.15	6269	Morpho Trust USA Job	Other Company Servic
			\$72.08	6269	Morpho Trust USA Job	Other Company Servic
National Cinemedia LLC	618632	\$2,860.00	\$780.00	6269	WTED - General Marke	Other Company Servic
			\$2,080.00	6110	Office of Dir, Marke	Information Services
Northwest Iowa Community	618643	\$6,952.29	\$6,952.29	6269	Continuing Ed, Manuf	Other Company Servic
O'Reilly Auto Parts	618645	\$5,625.86	\$4,979.94	6322	Equipment Replacemen	Materials & Supplies
			\$173.88	6322	Warren County Career	Materials & Supplies
			\$74.98	6322	Warren County Career	Materials & Supplies
			\$186.28	6322	Warren County Career	Materials & Supplies
			\$173.88	6322	Warren County Career	Materials & Supplies
			-\$56.99	6322	Warren County Career	Materials & Supplies
			\$30.89	6322	Warren County Career	Materials & Supplies
			\$63.00	6322	Warren County Career	Materials & Supplies
Okoboji Wines	618646	\$6,138.90	\$369.60	6930	Beverage Account	Other Current Expens
			\$5,769.30	6930	Beverage Account	Other Current Expens
OneNeck IT Solutions	618647	\$2,966.67	\$2,966.67	6265	Non Tort Equip Maint	Software Service Agr
Park Place Technologies	618648	\$25,187.67	\$25,187.67	6060	Non Tort Equip Maint	Maintenance/Repair o
Perishable Distributors I	618652	\$34,605.96	\$740.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$660.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$3,276.85	6269	PDI, Inc Proj#9 Mgt/	Other Company Servic
			\$1,155.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,270.50	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$660.00	6269	PDI, Inc Proj#9 On T	Other Company Servic

Report: F 040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page 15

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Perishable Distributors I	618652	\$34,605.96	\$1,798.50	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,146.75	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$740.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$740.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,584.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$740.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,056.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$660.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,332.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,480.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,056.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$660.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,332.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,320.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,276.50	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,056.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,332.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,759.81	6269	PDI #2 260F-Job Spec	Other Company Servic
			\$1,776.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,292.05	6269	PDI #2 260F-Job Spec	Other Company Servic
			\$1,320.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
			\$1,386.00	6269	PDI, Inc Proj#9 On T	Other Company Servic
Purcell Printing and Grap	618659	\$3,829.99	\$33.00	6120	Office of Dir, Marke	Printing/Reproductio
			\$33.00	6120	Office of Dir, Marke	Printing/Reproductio
			\$552.45	6120	Office of Dir, Marke	Printing/Reproductio
			\$334.88	6322	Program Development	Materials & Supplies
			\$252.55	6120	Program Development	Printing/Reproductio
			\$334.88	6120	Program Development	Printing/Reproductio
			\$218.48	6120	Program Development	Printing/Reproductio
			\$64.00	6322	Web Based Instructio	Materials & Supplies

Report: FWRR040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Comm College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 16

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION ACCOUNT		INDEX TITLE	ACCOUNT TITLE
			AMOUNT	NUMBER		
Purcell Printing and Grap	618659	\$3,829.99	\$64.00	6322	Practical Nursing	Materials & Supplies
			\$194.16	6322	Urban Academic Achie	Materials & Supplies
			\$82.00	6120	Dean, Business & Inf	Printing/Reproductio
			\$54.00	6322	Heavy Diesel Equipme	Materials & Supplies
			\$54.00	6322	Heavy Diesel Equipme	Materials & Supplies
			\$54.00	6322	Office of Dean, Heal	Materials & Supplies
			\$552.45	6120	Office of Dir, Stude	Printing/Reproductio
			\$338.00	6120	Office of Exec Dean,	Printing/Reproductio
			\$54.00	6322	Office of Exec Dean,	Materials & Supplies
			\$54.00	6322	Associate Dean, Urba	Materials & Supplies
			\$64.00	6322	Student Services	Materials & Supplies
			\$54.00	6322	Office of Dir, Purch	Materials & Supplies
			\$64.00	6322	Continuing Ed, Healt	Materials & Supplies
			\$255.14	6322	Recreation	Materials & Supplies
			\$69.00	6120	Student Activities	Printing/Reproductio
Ripon Truck Repair & Equi	618667	\$13,380.00	\$13,380.00	7100	Grounds	Furniture, Machinery
Ruster Sports	618670	\$5,221.00	\$850.00	6269	Ruster Sports On The	Other Company Servic
			\$1,080.00	6269	Ruster Sports On The	Other Company Servic
			\$51.00	6269	Ruster Sports On The	Other Company Servic
			\$3,120.00	6269	Ruster Sports On The	Other Company Servic
			\$120.00	6269	Ruster Sports On The	Other Company Servic
Ruster Sports	618671	\$6,127.75	\$562.35	6269	Ruster Sports Job Sp	Other Company Servic
			\$2,620.20	6269	Ruster Sports Job Sp	Other Company Servic
			\$2,945.20	6269	Ruster Sports Job Sp	Other Company Servic
Securitas Security Servic	618674	\$39,751.10	\$815.68	6261	Office of Exec Dean,	Contracted Security
			\$22,497.17	6261	Non Tort Security In	Contracted Security
			\$254.48	6261	Non Tort Security In	Contracted Security

Report: 7040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page 17

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Securitas Security Servic	618674	\$39,751.10	\$16,183.77	6261	Non Tort Security In	Contracted Security
Snap On Industrial	618682	\$6,027.28	\$6,027.28	6322	Equipment Replacemen	Materials & Supplies
Summerfield Hotel LLC	618691	\$4,166.40	\$2,284.80	6269	Continuing Ed, 2 Day	Other Company Servic
			\$1,881.60	6269	Continuing Ed, 2 Day	Other Company Servic
Sysco Food Services of Io	618693	\$5,046.53	\$37.19	6322	Culinary Arts	Materials & Supplies
			\$563.71	6322	Office of Exec Dean,	Materials & Supplies
			\$48.15	6322	Culinary Arts	Materials & Supplies
			\$37.07	6322	Culinary Arts	Materials & Supplies
			\$891.39	6519	Bistro	College Inn
			\$143.06	6519	Bistro	College Inn
			\$665.75	6519	Bistro	College Inn
			\$262.72	6322	Culinary Arts	Materials & Supplies
			\$422.19	6516	Conference Center/Sp	Conference Center
			\$14.36	6322	Program Development	Materials & Supplies
			\$26.33	6518	Hospitality Careers	Gourmet Dinners
			\$35.36	6518	Hospitality Careers	Gourmet Dinners
			\$73.00	6518	Hospitality Careers	Gourmet Dinners
			\$667.20	6518	Hospitality Careers	Gourmet Dinners
			\$1,159.05	6518	Hospitality Careers	Gourmet Dinners
Tension Envelope Corp	618695	\$3,025.50	\$3,025.50	6322	Information Systems	Materials & Supplies
Verizon Wireless	618704	\$11,731.09	\$585.68	6150	Economic Development	Communications
			\$50.00	6150	Utilities	Communications
			\$52.05	6150	Plant Operations - S	Communications
			\$337.67	6150	WTED-General Exp	Communications
			\$151.70	6150	Recruiting-Program D	Communications
			\$52.05	6150	Office of Exec Dir,	Communications

Report: FWRR040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Comm College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 18

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Verizon Wireless	618704	\$11,731.09	\$367.21	6150	Continuing Ed, 2 Day	Communications
			\$52.05	6150	Continuing Ed, Healt	Communications
			\$37.23	6150	Director, Nursing	Communications
			\$74.46	6150	Dental Assistant	Communications
			\$37.23	6150	Respiratory Therapy	Communications
			\$40.01	6150	Safety Committee	Communications
			\$74.46	6150	Physical Plant Opera	Communications
			\$47.23	6150	Physical Plant Opera	Communications
			\$193.38	6150	Physical Plant Opera	Communications
			\$144.11	6150	Office of Exec Dir,	Communications
			\$52.05	6150	Motorcycle and Moped	Communications
			\$52.05	6150	Office of Exec Dir,	Communications
			\$92.06	6150	Office of Exec Dean,	Communications
			\$129.00	6150	Library	Communications
			\$1,599.59	6150	Library	Communications
			\$40.01	6150	Volleyball	Communications
			\$30.02	6150	Veterinary Techician	Communications
			\$37.23	6150	Practical Nursing	Communications
			\$104.10	6150	Special Needs	Communications
			\$156.15	6150	Office of Dean, Scie	Communications
			\$52.05	6150	Office of the Presid	Communications
			\$85.59	6150	Transportation Insti	Communications
			\$40.01	6150	Architectural Drafti	Communications
			\$47.23	6150	Heating/AC/Refrig Te	Communications
			\$52.05	6150	Office of Dean, Heal	Communications
			\$37.23	6150	Associates Degree Nu	Communications
			\$171.03	6150	Non Tort Security In	Communications
			\$156.15	6150	Non Tort Security In	Communications
			\$104.10	6150	Natl Emergency Grant	Communications
			\$114.10	6150	Student Records/Serv	Communications
			\$42.46	6150	Office of Dir, Stude	Communications

Report: FW 40
Date: 05/23/2017
Time: 08:17 AM

Des Moines Area Community College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 19

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Verizon Wireless	618704	\$11,731.09	\$75.75	6150	Office of Exec Dean,	Communications
			\$129.47	6150	Associate Dean, Urba	Communications
			\$190.91	6150	Office of Exec Dean,	Communications
			\$253.31	6150	Grounds	Communications
			\$325.83	6150	Office of the Dir, P	Communications
			\$37.23	6150	Transportation	Communications
			\$720.86	6150	Mechanical Mainten	Communications
			\$129.63	6150	Academic Development	Communications
			\$52.05	6150	Story County Academy	Communications
			\$141.59	6150	Newton-Lease Operati	Communications
			\$52.05	6150	Gateway to College	Communications
			\$37.23	6150	IES-Des Moines	Communications
			\$62.05	6150	Jasper County Career	Communications
			\$40.01	6150	LEAN Process Improve	Communications
			\$52.05	6150	Office of VP, Info S	Communications
			\$57.44	6150	Upward Bound Year 25	Communications
			\$52.05	6150	Trail Point-Facility	Communications
			\$52.05	6150	IA Voc Rehab-Interme	Communications
			\$102.06	6150	Judicial Office	Communications
			\$114.10	6150	Office Exec Dir, Ins	Communications
			\$52.05	6150	WIA-Dislocated Worke	Communications
			\$50.00	6150	Office of Exec Dean,	Communications
			\$74.46	6150	Custodial	Communications
			\$1,634.81	6150	WLAN Support	Communications
			\$212.09	6150	Office of Dir, Marke	Communications
			\$1,152.47	6150	Program Development	Communications
			\$38.52	6150	Softskills Training	Communications
			\$55.53	6150	Trail Point-Aquatics	Communications
			\$37.23	6150	Continuing Ed, Trade	Communications
			\$52.05	6150	Physical Plant Opera	Communications
			\$37.23	6150	Workforce Developmen	Communications

Report: FWRR040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Comm College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 20

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Verizon Wireless	618704	\$11,731.09	\$114.10	6150	Physical Plant Opera	Communications
			\$52.05	6150	GED Testing	Communications
Vermeer Mfg	618705	\$4,799.94	\$297.54	6269	Vermeer Manuf Proj#1	Other Company Servic
			\$4,502.40	6269	Vermeer Manuf Proj#1	Other Company Servic
Weiler Inc	618708	\$47,253.45	\$337.75	6269	Weiler Inc #3 Mgmt/S	Other Company Servic
			\$2,471.30	6269	Weiler Inc #3 Job Sp	Other Company Servic
			\$44,444.40	6269	Weiler Inc #3 On The	Other Company Servic
Wex Bank	618710	\$8,087.94	\$80.82	6420	Physical Plant Opera	Vehicle Materials an
			\$70.71	6420	Office of Exec Dir,	Vehicle Materials an
			\$242.24	6420	Physical Plant Opera	Vehicle Materials an
			\$232.00	6420	Physical Plant Opera	Vehicle Materials an
			\$63.50	6420	WLAN Support	Vehicle Materials an
			\$28.36	6420	Campus Communication	Vehicle Materials an
			\$158.83	6420	Physical Plant Opera	Vehicle Materials an
			\$50.12	6420	Warren County Career	Vehicle Materials an
			\$92.40	6420	Plant Operations - S	Vehicle Materials an
			\$1,019.80	6420	Program Development	Vehicle Materials an
			\$36.55	6420	Office of Dir, Marke	Vehicle Materials an
			\$52.02	6420	Occupational Safety	Vehicle Materials an
			\$179.40	6420	Transportation Insti	Vehicle Materials an
			\$110.01	6420	Building Trades	Vehicle Materials an
			\$12.32	6420	Auto Service	Vehicle Materials an
			\$533.72	6420	Non Tort Security In	Vehicle Materials an
			\$286.39	6420	Non Tort Security In	Vehicle Materials an
			\$440.05	6420	Office of Exec Dean,	Vehicle Materials an
			\$115.28	6420	Office of Exec Dean,	Vehicle Materials an
			\$781.61	6420	Grounds	Vehicle Materials an
			\$171.45	6420	Office of the Dir, P	Vehicle Materials an

Report: FW 40
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Community College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 21

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Wex Bank	618710	\$8,087.94	\$66.13	6420	Mail Service	Vehicle Materials an
			\$23.69	6420	Transportation	Vehicle Materials an
			\$1,059.05	6420	Mechanical Mainten	Vehicle Materials an
			\$1,776.96	6420	Vehicle Pool	Vehicle Materials an
			\$65.66	6420	Economic Development	Vehicle Materials an
			\$338.87	6420	Physical Plant Opera	Vehicle Materials an
WOI TV	618712	\$2,705.00	\$1,485.00	6110	Office of Dir, Marke	Information Services
			\$1,220.00	6110	Office of Dir, Marke	Information Services
Wolin Electric	618713	\$30,010.00	\$30,010.00	6269	Technical Update Equ	Other Company Servic
Zirous Inc	618717	\$4,025.00	\$4,025.00	6269	Zirous Inc Job Spec	Other Company Servic
DMACC Student Accounts	618723	\$4,944.88	\$4,300.00	6266	Natl Emergency Grant	Stipends/Allowances
			\$644.88	6266	Natl Emergency Grant	Stipends/Allowances
Eagle Iron Works	618725	\$2,750.17	\$2,015.49	6266	Natl Emergency Grant	Stipends/Allowances
			\$734.68	6266	Natl Emergency Grant	Stipends/Allowances
Nelson Development 10 LLC	618733	\$9,004.17	\$42.36	6030	Workforce Services	Custodial Services
			\$7,730.55	6210	IES-Des Moines	Rental of Buildings
			\$834.10	6030	IES-Des Moines	Custodial Services
			\$397.16	6210	Workforce Services	Rental of Buildings
ABC Virtual Communication	618751	\$8,194.38	\$3,600.00	6324	Economic Development	Computer Software
			\$1,929.38	6324	Economic Development	Computer Software
			\$460.00	6269	Office of Exec Dir,	Other Company Servic
			\$2,205.00	6265	Non Tort Equip Maint	Software Service Agr
Accumold Corporation	618752	\$14,174.56	\$2,769.48	6269	Accu-Mold Proj #6 Jo	Other Company Servic

Report: FWRR040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Comm College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 22

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Accumold Corporation	618752	\$14,174.56	\$48.08	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$975.00	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$3,000.00	6269	Accu-Mold Proj #6 Mg	Other Company Servic
			\$639.99	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$247.68	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$232.20	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$42.44	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$32.00	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$28.00	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$6,159.69	6269	Accu-Mold Proj #6 Tr	Other Company Servic
ACT	618754	\$7,013.16	\$3,500.00	6930	Office of Dir, Marke	Other Current Expens
			\$3,513.16	6269	Office of Exec Dean,	Other Company Servic
Ahlers and Cooney PC	618757	\$11,383.00	\$2,541.00	6013	Office of Sr VP, Bus	Legal Fees
			\$7,102.00	6013	Office of Sr VP, Bus	Legal Fees
			\$1,740.00	6013	Office of Sr VP, Bus	Legal Fees
American Heritage Life In	618762	\$2,823.38	\$258.60	2288	Payroll Office	Critical Illness Ins
			\$1,430.52	2287	Payroll Office	Cancer Insurance Pay
			\$970.26	2286	Payroll Office	Accident Insurance P
			\$164.00	2289	Payroll Office	Hospitalization Insu
Ames Municipal Utilities	618764	\$4,076.91	\$4,076.91	6190	Utilities	Utilities
Aspen Waste Systems of Io	618773	\$4,292.54	\$219.30	6030	Custodial	Custodial Services
			\$163.20	6030	Custodial	Custodial Services
			\$71.40	6030	Custodial	Custodial Services
			\$33.66	6030	Custodial	Custodial Services
			\$40.80	6030	Custodial	Custodial Services
			\$2,886.60	6030	Custodial	Custodial Services

Report: F 240
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page 23

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Aspen Waste Systems of Io	618773	\$4,292.54	\$56.10	6030	Custodial	Custodial Services
			\$91.80	6030	Physical Plant Opera	Custodial Services
			\$23.46	6030	Transportation Insti	Custodial Services
			\$112.20	6030	Physical Plant Opera	Custodial Services
			\$185.00	6060	Physical Plant Opera	Maintenance/Repair o
			\$92.82	6030	Transportation Insti	Custodial Services
			\$224.40	6030	Plant Operations - S	Custodial Services
			\$91.80	6030	Cap Med Bldg-Common	Custodial Services
Athletics Pro Corp	618774	\$3,861.00	\$3,861.00	6322	Equipment Replacemen	Materials & Supplies
AVI Systems	618775	\$9,569.00	\$9,569.00	6323	Equipment Replacemen	Minor Equipment
B2E Direct Marketing Inc	618776	\$2,640.00	\$2,640.00	6230	Office of Exec Dir,	Postage and Expediti
CenturyLink	618792	\$3,690.00	\$3,690.00	6150	Campus Communication	Communications
Christophers Inc	618797	\$3,743.88	\$3,743.88	6321	Office of Dean, Indu	Food
CIT Charters Inc	618798	\$7,269.00	\$1,360.50	6420	Office of Exec Dean,	Vehicle Materials an
			-\$1,177.50	6420	Office of Exec Dean,	Vehicle Materials an
			\$876.00	6420	Office of Exec Dean,	Vehicle Materials an
			\$1,254.50	6420	Office of Exec Dean,	Vehicle Materials an
			\$800.00	6420	Office of Exec Dean,	Vehicle Materials an
			\$1,500.00	6420	Office of Exec Dean,	Vehicle Materials an
			\$1,855.50	6420	Office of Exec Dean,	Vehicle Materials an
			\$800.00	6420	Office of Exec Dean,	Vehicle Materials an
Competitive Edge	618802	\$6,007.75	\$2,594.50	6322	Office of Dean, Indu	Materials & Supplies
			\$1,823.25	6322	In My Boots	Materials & Supplies
			\$1,590.00	6322	Recreation	Materials & Supplies

Report: FWRR040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Comm College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 24

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Concrete Contracting Comp	618804	\$37,163.00	\$7,663.00	6100	Buildings Equipment	Maintenance of Groun
			\$5,500.00	6100	Buildings Equipment	Maintenance of Groun
			\$24,000.00	6100	Buildings Equipment	Maintenance of Groun
Council for Opportunity i	618807	\$3,650.00	\$3,650.00	6040	Office of Exec Dean,	Memberships
Dallas County Treasurer	618812	\$3,210.80	\$3,210.80	6210	Dallas County Farm O	Rental of Buildings
Delta Dental Plan of Iowa	618815	\$3,062.70	\$3,062.70	2285	Payroll Office	Vision Insurance Pay
Diate Birchard Distributi	618820	\$3,974.44	\$3,974.44	6322	Equipment Replacemen	Materials & Supplies
Ellis International LLC	618828	\$6,000.00	\$6,000.00	6322	Natl Postsec Ag Stud	Materials & Supplies
FBG Service Corporation	618835	\$57,113.69	\$228.61	6030	FFA Enrichment Cente	Custodial Services
			\$192.51	6030	FFA Enrichment Cente	Custodial Services
			\$96.26	6030	FFA Enrichment Cente	Custodial Services
			\$102.27	6030	FFA Enrichment Cente	Custodial Services
			\$246.65	6030	FFA Enrichment Cente	Custodial Services
			\$72.20	6030	FFA Enrichment Cente	Custodial Services
			\$60.16	6030	FFA Enrichment Cente	Custodial Services
			\$6,090.00	6030	Physical Plant Opera	Custodial Services
			\$4,305.00	6030	Plant Operations, St	Custodial Services
			\$10,213.00	6030	Trail Point-Facility	Custodial Services
			\$78.21	6030	FFA Enrichment Cente	Custodial Services
			\$258.68	6030	FFA Enrichment Cente	Custodial Services
			\$7,596.00	6030	Plant Operations - S	Custodial Services
			\$2,228.00	6030	Plant Operations, Pe	Custodial Services
			\$96.26	6030	FFA Enrichment Cente	Custodial Services
			\$246.65	6030	FFA Enrichment Cente	Custodial Services
			\$72.20	6030	FFA Enrichment Cente	Custodial Services

Report: FW 40
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 25

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
FBO Service Corporation	618835	\$57,113.69	\$102.27	6030	FFA Enrichment Cente	Custodial Services
			\$192.51	6030	FFA Enrichment Cente	Custodial Services
			\$48.13	6030	FFA Enrichment Cente	Custodial Services
			\$78.21	6030	FFA Enrichment Cente	Custodial Services
			\$60.16	6030	FFA Enrichment Cente	Custodial Services
			\$72.20	6030	FFA Enrichment Cente	Custodial Services
			\$78.21	6030	FFA Enrichment Cente	Custodial Services
			\$4,099.00	6030	Physical Plant Opera	Custodial Services
			\$20,200.34	6030	Custodial	Custodial Services
FHEG Ankeny Bookstore #10	618837	\$3,058.95	\$22.50	6322	PAGE Program 260H	Materials & Supplies
			\$1,457.50	6322	Continuing Ed, DSM F	Materials & Supplies
			\$4.79	6322	Office of Dir, Stude	Materials & Supplies
			\$41.40	6322	Office of Exec Dean,	Materials & Supplies
			\$4.78	6322	Student Services	Materials & Supplies
			\$5.00	6322	Office of Exec Dean,	Materials & Supplies
			\$5.96	6322	Physical Plant Opera	Materials & Supplies
			\$195.50	6322	Office of Dir, Marke	Materials & Supplies
			\$393.75	6322	Program Development	Materials & Supplies
			\$50.35	6322	STRIVE	Materials & Supplies
			\$29.95	6322	Information Systems	Materials & Supplies
			\$80.99	6322	Wellness Program - B	Materials & Supplies
			\$62.50	6322	ESL Refugee Contract	Materials & Supplies
			\$90.75	2019	Follett Bookstore	Accounts Payable Acc
			\$617.82	2019	Follett Bookstore	Accounts Payable Acc
			-\$159.23	2019	Follett Bookstore	Accounts Payable Acc
			-\$458.44	2019	Follett Bookstore	Accounts Payable Acc
			\$22.30	6322	Physics/Chemistry/Bi	Materials & Supplies
			\$102.00	6322	Culinary Arts	Materials & Supplies
			\$129.90	6322	Aging Services Admin	Materials & Supplies
			\$224.56	6322	Communications	Materials & Supplies

Report: FWRR040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Comm College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 26

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
FHEG Ankeny Bookstore #10	618837	\$3,058.95	\$134.32	6322	Agri Business	Materials & Supplies
Filter Specialties Co	618838	\$4,875.00	\$4,875.00	6060	WTED - Welding	Maintenance/Repair o
First Choice Distribution	618839	\$8,952.61	\$1,225.67	6410	Trail Point-Facility	Janitorial Materials
			\$343.03	6410	Physical Plant Opera	Janitorial Materials
			\$139.36	6410	Office of Dean, Heal	Janitorial Materials
			\$455.02	6410	Physical Plant Wareh	Janitorial Materials
			\$139.36	6410	Culinary Arts	Janitorial Materials
			\$6,650.17	6410	Custodial	Janitorial Materials
First Medical Inc	618840	\$2,883.94	\$179.10	6322	ACE Skiff Medical	Materials & Supplies
			\$6.17	6322	ACE Medical Centers	Materials & Supplies
			\$795.33	6322	ACE Medical Centers	Materials & Supplies
			\$1,139.05	6322	NLN Testing	Materials & Supplies
			\$8.83	6322	NLN Testing	Materials & Supplies
			\$755.46	6322	NLN Testing	Materials & Supplies
Forest Training and Consul	618843	\$4,350.00	\$4,350.00	6015	Softskills Training	Consultant's Fees
Holiday Inn	618861	\$9,569.07	\$9,569.07	6240	Iowa HOSA - Fiscal A	Group Meeting/Worksh
Iowa Illinois Safety Coun	618870	\$2,547.45	\$2,547.45	6269	Continuing Ed, Manuf	Other Company Servic
Iowa State University / C	618871	\$5,380.00	\$5,380.00	6015	Manufacturing Skills	Consultant's Fees
IP Pathways	618872	\$55,382.36	\$52,874.50	6323	Non Tort Security In	Minor Equipment
			\$2,507.86	6265	Non Tort Equip Maint	Software Service Agr
JourneyEd.com Inc	618878	\$12,191.20	\$12,191.20	6265	Non Tort Equip Maint	Software Service Agr
Kirkpatrick Locker	618882	\$3,122.87	\$2,521.30	6511	Dallas County Farm O	Purchases for Resale

Report: FWR 0
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 27

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Kirkpatrick Locker	618882	\$3,122.87	\$601.57	6511	Dallas County Farm O	Purchases for Resale
Kleis Consulting Group In	618885	\$53,300.00	\$25,650.00	6015	Softskills Training	Consultant's Fees
			\$27,650.00	6015	Softskills Training	Consultant's Fees
Kreg Tool Company	618889	\$10,325.00	\$10,325.00	6269	Kreg Tool #4 Trainin	Other Company Servic
Lamar Companies	618891	\$9,710.00	\$1,300.00	6110	Office of Dir, Marke	Information Services
			\$4,050.00	6110	Office of Dir, Marke	Information Services
			\$360.00	6110	Office of Dir, Marke	Information Services
			\$4,000.00	6110	Office of Dir, Marke	Information Services
Lincoln National Life Ins	618895	\$63,560.35	\$1,581.80	2259	Payroll Office	Dep Supp Life Ins Pa
			\$8,368.62	2257	Payroll Office	Emp Opt Life Ins Pay
			\$6,076.08	2255	Payroll Office	ST Disability - A In
			\$20,732.62	2253	Payroll Office	Basic Life Insurance
			\$7,452.26	2256	Payroll Office	ST Disability - B In
			\$2,909.75	2258	Payroll Office	Spouse Opt Life Ins
			\$16,439.22	2254	Payroll Office	Long Term Disability
March of Dimes	618901	\$5,000.00	\$5,000.00	6260	Office of the Presid	Sponsorships & Donat
MD Alignment Services Inc	618909	\$2,550.00	\$2,550.00	6269	Continuing Ed, Trade	Other Company Servic
Midwest Office Technology	618919	\$10,961.13	\$2,919.91	6060	Non Tort Equip Maint	Maintenance/Repair o
			\$150.00	6269	Library Sales	Other Company Servic
			\$7,891.22	6322	WLAN Support	Materials & Supplies
MTS World LLC	618924	\$51,300.00	\$51,300.00	6015	Manufacturing Skills	Consultant's Fees
Murphy Tower Service LLC	618928	\$3,906.96	\$402.36	6269	Murphy Tower Svcs Jo	Other Company Servic

Report: FWRR040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Comm College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 28

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Murphy Tower Service LLC	618928	\$3,906.96	\$1,752.30	6269	Murphy Tower Svcs Jo	Other Company Servic
			\$1,752.30	6269	Murphy Tower Svcs Jo	Other Company Servic
Nelnet Business Solutions	618932	\$4,662.91	\$4,662.91	6269	Office of Controller	Other Company Servic
O'Keefe Elevator Co Inc	618935	\$4,748.77	\$4,748.77	6060	Physical Plant Opera	Maintenance/Repair o
Onity	618937	\$12,102.45	\$12,102.45	6378	Office of the Dir, P	Materials/Supplies f
Page 1 Printers	618938	\$2,750.84	\$2,750.84	6120	Office of Exec Dir,	Printing/Reproductio
Remote dba Experts dba RD	618955	\$2,855.00	\$2,855.00	6269	Technical Update Equ	Other Company Servic
Reynolds & Reynolds Inc	618956	\$5,000.00	\$5,000.00	2250	DMACC Self-funded In	Health Insurance Pay
RJB Limited Family Partne	618959	\$6,000.00	\$3,000.00	6210	Building Rental for	Rental of Buildings
			\$3,000.00	6210	Building Rental for	Rental of Buildings
Silver Shutter Production	618967	\$4,944.00	\$4,944.00	6268	DMACC Suicide Preven	Contracted Services-
Smartsheet Inc	618969	\$6,034.00	\$6,034.00	6265	Information Systems	Software Service Agr
Snyder and Associates Inc	618971	\$4,991.18	\$3,838.18	6015	Office of the Dir, P	Consultant's Fees
			\$1,153.00	6015	Office of the Dir, P	Consultant's Fees
Storey Kenworthy	618978	\$10,799.80	\$395.82	6322	Information Systems	Materials & Supplies
			\$114.53	6322	Story County Academy	Materials & Supplies
			\$51.32	6322	Health Information T	Materials & Supplies
			\$177.44	6322	IES-Des Moines	Materials & Supplies
			\$30.01	6322	Student Development	Materials & Supplies
			\$641.36	6322	LEAN Process Improve	Materials & Supplies

Report: 1040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Community College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page 29

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Storey Kenworthy	618978	\$10,799.80	\$18.50	6322	Workforce Developmen	Materials & Supplies
			\$11.19	6322	Adult Literacy-Urban	Materials & Supplies
			\$261.39	6322	Upward Bound Year 25	Materials & Supplies
			\$298.71	6322	Trail Point-Facility	Materials & Supplies
			\$364.15	6322	Student Center-Furni	Materials & Supplies
			\$2,248.75	6323	Student Center-Furni	Minor Equipment
			\$50.96	6322	Student Center-Furni	Materials & Supplies
			\$212.56	6322	Office of Controller	Materials & Supplies
			\$209.67	6322	Office of Dir, Finan	Materials & Supplies
			\$219.84	6322	Office of Exec Dir,	Materials & Supplies
			\$128.37	6322	Dental Hygiene	Materials & Supplies
			\$321.53	6322	English Literacy-Sou	Materials & Supplies
			\$66.74	6322	IPT Regional Telecom	Materials & Supplies
			\$97.19	6322	Network Administrato	Materials & Supplies
			\$190.28	6322	Workforce Training C	Materials & Supplies
			\$138.48	6322	Credit ESL - Urban	Materials & Supplies
			\$81.15	6322	Office of Exec Dir,	Materials & Supplies
			\$11.19	6322	Continuing Ed, Gener	Materials & Supplies
			\$11.99	6322	Continuing Ed, Drink	Materials & Supplies
			\$10.16	6322	Director, Nursing	Materials & Supplies
			\$150.30	6322	Dental Assistant	Materials & Supplies
			\$264.92	6322	Dean, Business & Inf	Materials & Supplies
			\$65.53	6322	Office of Dean, Scie	Materials & Supplies
			\$129.82	6322	Office of Dean, Indu	Materials & Supplies
			\$42.08	6322	Transportation Insti	Materials & Supplies
			\$14.94	6322	Welding	Materials & Supplies
			\$38.26	6322	Auto Service	Materials & Supplies
			\$31.87	6322	Heavy Diesel Equipme	Materials & Supplies
			\$142.42	6322	Office of Dean, Heal	Materials & Supplies
			\$142.11	6322	PACE Program 260H	Materials & Supplies
			\$269.17	6322	Office of Dir, Stude	Materials & Supplies

Report: FWRR040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Comm College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 30

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Storey Kenworthy	618978	\$10,799.80	\$209.10	6322	Student Services	Materials & Supplies
			\$26.43	6322	High School Completi	Materials & Supplies
			\$351.76	6322	Practical Nursing	Materials & Supplies
			\$26.63	6322	Office of Exec Dean,	Materials & Supplies
			\$273.71	6322	Library	Materials & Supplies
			\$22.23	6322	Student Services	Materials & Supplies
			\$318.89	6322	Office of Exec Dean,	Materials & Supplies
			\$198.96	6322	Arts and Sciences	Materials & Supplies
			\$114.62	6322	Office of the Dir, P	Materials & Supplies
			\$55.50	6322	Continuing Ed, Manuf	Materials & Supplies
			\$148.77	6322	Office of Exec Dir,	Materials & Supplies
			\$526.40	6322	Office of Exec Dir,	Materials & Supplies
			\$178.20	6322	ACE Medical Centers	Materials & Supplies
			\$122.36	6322	Office of Dir, Marke	Materials & Supplies
			\$405.72	6322	Program Development	Materials & Supplies
			\$181.91	6322	Office of Exec Dean,	Materials & Supplies
			\$86.55	6322	Admission Processing	Materials & Supplies
Sylvan Learning Systems I	618984	\$2,500.00	\$2,500.00	6269	Upward Bound Year 25	Other Company Servic
Telligen Inc	618986	\$9,432.00	\$495.00	6269	Telligen Proj #3 Job	Other Company Servic
			\$1,295.00	6269	Telligen Proj #3 Job	Other Company Servic
			\$1,447.00	6269	Telligen Proj #3 Job	Other Company Servic
			\$295.00	6269	Telligen Proj #3 Job	Other Company Servic
			\$500.00	6269	Telligen Proj #3 Job	Other Company Servic
			\$5,400.00	6269	Telligen Proj #3 Job	Other Company Servic
Thomson West	618988	\$3,255.24	\$600.00	6310	Equip Replacement Li	Library Books/Electr
			\$2,655.24	6310	Equip Replacement Li	Library Books/Electr
Tri City Ag Supply	618989	\$6,216.45	\$2,349.04	6322	Dallas County Farm O	Materials & Supplies

Report: FW 40
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 31

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Tri City Ag Supply	618989	\$6,216.45	\$3,867.41	6322	Dallas County Farm O	Materials & Supplies
VanWall Group	619001	\$4,934.16	\$3,884.97	6377	Dallas County Farm O	Materials/Supplies f
			\$1,049.19	6377	Dallas County Farm O	Materials/Supplies f
Vermeer Mfg	619003	\$42,436.00	\$14,436.00	6460	Continuing Ed, Manuf	Other Materials and
			\$28,000.00	6269	Continuing Ed, Manuf	Other Company Servic
Workiva Inc	619013	\$21,630.41	\$998.34	6269	Workiva Inc Proj#4 J	Other Company Servic
			\$1,497.60	6269	Workiva Inc Proj#4 J	Other Company Servic
			\$2,216.00	6269	Workiva Inc Proj#4 J	Other Company Servic
			\$2,814.16	6269	Workiva Inc Proj#4 J	Other Company Servic
			\$3,452.66	6269	Workiva Inc Proj#4 J	Other Company Servic
			\$5,807.10	6269	Workiva Inc Proj#4 J	Other Company Servic
			\$3,168.96	6269	Workiva Inc Proj#4 J	Other Company Servic
			\$245.41	6269	Workiva Inc Proj#4 J	Other Company Servic
			\$1,430.18	6269	Workiva Inc Proj#4 J	Other Company Servic
Workman, William S.	619014	\$3,500.00	\$3,500.00	6015	WTED-Information Tec	Consultant's Fees
WorkSpace Inc	619015	\$6,147.04	\$6,147.04	6322	Equip Replacement We	Materials & Supplies
Xerox Corp	619016	\$7,710.17	\$297.16	6322	Duplicating Services	Materials & Supplies
			\$428.22	6220	Duplicating Services	Rental of Equipment
			\$580.25	6220	Duplicating Services	Rental of Equipment
			\$211.39	6220	Duplicating Services	Rental of Equipment
			\$211.39	6220	Duplicating Services	Rental of Equipment
			\$276.83	6220	Duplicating Services	Rental of Equipment
			\$1,163.28	6060	Non Tort Equip Maint	Maintenance/Repair o
			\$50.00	6220	Non Tort Equip Maint	Rental of Equipment
			\$709.00	6060	Non Tort Equip Maint	Maintenance/Repair o

Report: FWRR040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Comm College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 32

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Xerox Corp	619016	\$7,710.17	\$176.13	6220	Duplicating Services	Rental of Equipment
			\$427.76	6220	Duplicating Services	Rental of Equipment
			\$115.10	6322	Duplicating Services	Materials & Supplies
			\$518.50	6220	Duplicating Services	Rental of Equipment
			\$1,311.78	6322	Duplicating Services	Materials & Supplies
			\$902.00	6060	Non Tort Equip Maint	Maintenance/Repair o
			\$331.38	6322	Duplicating Services	Materials & Supplies
New Horizons Computer	619041	\$2,500.00	\$2,500.00	6266	Natl Emergency Grant	Stipends/Allowances
DMACC Child Care	619067	\$2,540.94	\$2,540.94	2299	Payroll Office	Other Employee Deduc
DMACC HEA	619070	\$4,465.23	\$4,465.23	2272	Payroll Office	DMACC/HEA Dues Payab
Trail Point	619077	\$3,366.00	\$3,366.00	2299	Payroll Office	Other Employee Deduc
2nd Wind Exercise Equipme	619084	\$3,363.01	\$3,363.01	6322	DMACC Rec Facility	Materials & Supplies
Alliant Energy	619090	\$20,447.29	\$19,885.41	6190	Newton-Lease Operati	Utilities
			\$561.88	6190	Utilities	Utilities
American Board of Funeral	619092	\$7,500.00	\$7,500.00	6040	Mortuary Science Pro	Memberships
Ames Chamber of Commerce	619093	\$16,250.00	\$11,250.00	6260	Office of Sr VP, Aca	Sponsorships & Donat
			\$5,000.00	6260	Office of Sr VP, Aca	Sponsorships & Donat
Baxter, Kyle Ray.	619101	\$4,398.58	\$4,398.58	6322	Skills USA	Materials & Supplies
CenturyLink	619125	\$5,868.62	\$507.00	6150	Campus Communication	Communications
			\$105.20	6150	Campus Communication	Communications
			\$507.00	6150	Campus Communication	Communications

Report: FV 40
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page 33

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
CenturyLink	619125	\$5,868.62	\$600.00	6150	Campus Communication	Communications
			\$507.00	6150	Communications	Communications
			\$149.88	6150	Evelyn Davis Center	Communications
			\$150.76	6150	Campus Communication	Communications
			\$507.00	6150	Campus Communication	Communications
			\$44.66	6150	Campus Communication	Communications
			\$507.00	6150	Campus Communication	Communications
			\$47.06	6150	Campus Communication	Communications
			\$47.06	6150	Campus Communication	Communications
			\$575.00	6150	Campus Communication	Communications
			\$507.00	6150	Campus Communication	Communications
			\$600.00	6150	Campus Communication	Communications
			\$507.00	6150	Campus Communication	Communications
CenturyLink	619126	\$2,815.22	\$2,815.22	6150	Campus Communication	Communications
Concrete Contracting Comp	619134	\$15,300.00	\$15,300.00	6100	Buildings Equipment	Maintenance of Groun
Des Moines Register	619152	\$4,899.78	\$26.18	6050	Office of Dir, Purch	Publications (Legal)
			\$35.85	6050	Office of the Dir, P	Publications (Legal)
			\$4,837.75	6110	Office of Dir, Marke	Information Services
Dexter Manikin Repair	619154	\$2,555.00	\$2,115.00	6060	Equip Replacement He	Maintenance/Repair o
			\$440.00	6060	Equip Replacement He	Maintenance/Repair o
Educational Testing Servi	619166	\$4,600.00	\$4,600.00	6322	GED Testing	Materials & Supplies
Ellis International LLC	619167	\$13,362.08	\$9,226.33	6220	Natl Postsec Ag Stud	Rental of Equipment
			\$855.17	6015	Natl Postsec Ag Stud	Consultant's Fees
			\$617.27	6120	Natl Postsec Ag Stud	Printing/Reproductio
			\$2,663.31	6470	Natl Postsec Ag Stud	Travel-Out of State

Report: FWRR040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Comm College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 34

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
FBG Service Corporation	619171	\$8,913.04	\$536.04	6030	Trail Point-Facility	Custodial Services
			\$8,377.00	6030	Plant Operations - E	Custodial Services
FFA Enrichment Center	619172	\$9,870.00	\$2,220.00	6210	On-site Wastewater T	Rental of Buildings
			\$50.00	6210	On-site Wastewater T	Rental of Buildings
			\$138.00	6210	On-site Wastewater T	Rental of Buildings
			\$78.00	6210	On-site Wastewater T	Rental of Buildings
			\$242.00	6210	On-site Wastewater T	Rental of Buildings
			\$112.00	6210	On-site Wastewater T	Rental of Buildings
			\$110.00	6210	On-site Wastewater T	Rental of Buildings
			\$60.00	6210	On-site Wastewater T	Rental of Buildings
			\$5,650.00	6210	On-site Wastewater T	Rental of Buildings
			\$160.00	6210	On-site Wastewater T	Rental of Buildings
			\$104.00	6210	On-site Wastewater T	Rental of Buildings
			\$162.00	6210	On-site Wastewater T	Rental of Buildings
			\$48.00	6210	On-site Wastewater T	Rental of Buildings
			\$92.00	6210	On-site Wastewater T	Rental of Buildings
			\$132.00	6210	On-site Wastewater T	Rental of Buildings
			\$512.00	6210	On-site Wastewater T	Rental of Buildings
Forst Training and Consul	619174	\$8,876.00	\$950.00	6015	Softskills Training	Consultant's Fees
			\$6,126.00	6015	Softskills Training	Consultant's Fees
			\$1,800.00	6015	Softskills Training	Consultant's Fees
Harrison Truck Center	619184	\$131,929.00	\$131,929.00	7400	Office of the Presid	Vehicles
Hartford Insurance	619186	\$23,306.00	\$23,306.00	6180	Non Tort Insurance	Insurance
Infobase Learning	619199	\$5,360.83	\$5,360.83	6269	Library Automation	Other Company Servic
Iowa Communications Netwo	619203	\$24,245.53	\$15,712.51	6150	Campus Communication	Communications

Report: 2040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Community College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page 35

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Iowa Communications Netwo	619203	\$24,245.53	\$1,159.40	6150	Campus Communication	Communications
			\$24.43	6150	Campus Communication	Communications
			\$2.15	6150	Campus Communication	Communications
			\$88.11	6150	Campus Communication	Communications
			\$15.58	6150	Campus Communication	Communications
			\$5.93	6150	Campus Communication	Communications
			\$7,237.42	6150	Campus Communication	Communications
Iowa Skills USA	619205	\$8,071.00	\$3,815.00	6269	Program Development	Other Company Servic
			\$1,985.00	6269	Program Development	Other Company Servic
			\$2,271.00	6269	Program Development	Other Company Servic
IP Pathways	619209	\$8,290.79	\$5,996.79	6269	Technical Update Equ	Other Company Servic
			\$2,294.00	6269	Technical Update Equ	Other Company Servic
JourneyEd.com Inc	619213	\$4,476.00	\$4,476.00	6265	Non Tort Equip Maint	Software Service Agr
Katelman Steel Fabricatio	619214	\$196,724.03	\$196,724.03	7600	Student Center Proje	Buildings and Fixed
MidAmerican Energy Co	619231	\$6,939.91	\$5,492.35	6190	Plant Operations - E	Utilities
			\$175.56	6190	Plant Operations - E	Utilities
			\$1,272.00	6190	Utilities	Utilities
New Millennium Building S	619240	\$29,999.00	\$29,999.00	7600	Student Center Proje	Buildings and Fixed
OnMedia	619244	\$3,560.00	\$2,500.00	6110	Office of Dir, Marke	Information Services
			\$1,060.00	6110	Office of Dir, Marke	Information Services
Patterson Dental Supply I	619248	\$3,389.01	\$76.50	6322	Dental Assistant	Materials & Supplies
			\$121.09	6322	Dental Hygiene	Materials & Supplies
			\$3,060.82	6322	Dental Hygiene	Materials & Supplies

Report: FWRR040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Comm College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 36

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Patterson Dental Supply I	619248	\$3,389.01	\$130.60	6322	Dental Assistant	Materials & Supplies
PeopleAdmin Inc	619251	\$51,968.70	\$51,968.70	6265	Non Tort Equip Maint	Software Service Agr
Plants N More	619260	\$2,935.80	\$2,260.80	6444	Grounds	Landscaping Material
			\$675.00	6100	Grounds	Maintenance of Groun
Pressure Point Cleaners L	619262	\$6,446.00	\$6,446.00	6090	Office of Exec Dean,	Maintenance/Repair o
Qualtrics	619265	\$3,500.00	\$3,500.00	6265	Non Tort Equip Maint	Software Service Agr
Reserve Account	619272	\$45,000.00	\$45,000.00	6230	Mail Service	Postage and Expediti
Riverside Technologies In	619273	\$6,000.00	\$6,000.00	6269	Technical Update Equ	Other Company Servic
Salesforce.org	619277	\$13,200.00	\$13,200.00	6265	Non Tort Equip Maint	Software Service Agr
Securitas Security Servic	619281	\$39,850.76	\$815.68	6261	Office of Exec Dean,	Contracted Security
			\$16,755.43	6261	Non Tort Security In	Contracted Security
			\$174.69	6261	Non Tort Security In	Contracted Security
			\$22,104.96	6261	Non Tort Security In	Contracted Security
Thomas Green Consulting L	619292	\$2,700.00	\$900.00	6015	Softskills Training	Consultant's Fees
			\$1,800.00	6015	Softskills Training	Consultant's Fees
University Enterprises In	619302	\$7,840.00	\$3,920.00	6322	On-site Wastewater T	Materials & Supplies
			\$3,920.00	6322	On-site Wastewater T	Materials & Supplies
US Erectors Inc	619303	\$79,020.88	\$79,020.88	7600	Student Center Proje	Buildings and Fixed
Veritiv	619306	\$4,011.41	\$3,868.83	6322	Duplicating Services	Materials & Supplies

Report: F 040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Veritiv	619306	\$4,011.41	\$142.58	6322	Graphic Arts	Materials & Supplies
Your Clear Next Step LLC	619316	\$19,620.00	\$17,100.00	6015	Softskills Training	Consultant's Fees
			\$2,520.00	6015	Softskills Training	Consultant's Fees
UAW Local 450	619345	\$5,184.00	\$5,184.00	6268	WIA-John Deere Emerg	Contracted Services-
ABC Virtual Communication	619356	\$8,190.00	\$8,190.00	6324	Economic Development	Computer Software
Accumold Corporation	619357	\$31,555.73	\$202.90	6269	Accu-Mold Proj #6 Tr	Other Company Servic
			\$109.67	6269	Accu-Mold Proj #6 Tr	Other Company Servic
			\$200.05	6269	Accu-Mold Proj #6 Tr	Other Company Servic
			\$49.84	6269	Accu-Mold Proj #6 Tr	Other Company Servic
			\$1,880.00	6269	Accu-Mold Proj #6 Tr	Other Company Servic
			\$2,660.00	6269	Accu-Mold Proj #6 Tr	Other Company Servic
			\$128.31	6269	Accu-Mold Proj #6 Tr	Other Company Servic
			\$197.00	6269	Accu-Mold Proj #6 Mg	Other Company Servic
			\$3,000.00	6269	Accu-Mold Proj #6 Mg	Other Company Servic
			\$895.00	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$5,515.90	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$5,063.87	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$2,380.00	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$367.00	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$1,247.04	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$1,900.00	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$69.00	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$1,100.00	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$1,090.00	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$1,516.48	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$1,767.00	6269	Accu-Mold Proj #6 Jo	Other Company Servic
			\$216.67	6269	Accu-Mold Proj #6 Jo	Other Company Servic

Report: FWRR040
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Comm College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 38

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Agri Drain Corp	619360	\$5,821.44	\$440.00	6269	Agri Drain Proj #8-J	Other Company Servic
			\$1,690.00	6269	Agri Drain Proj #8-M	Other Company Servic
			\$23.64	6269	Agri Drain Proj #8-T	Other Company Servic
			\$554.56	6269	Agri Drain Proj #8-J	Other Company Servic
			\$644.48	6269	Agri Drain Proj #8-J	Other Company Servic
			\$100.00	6269	Agri Drain Proj #8-J	Other Company Servic
			\$1,050.00	6269	Agri Drain Proj #8-M	Other Company Servic
			\$134.91	6269	Agri Drain Proj #8-T	Other Company Servic
			\$1,183.85	6269	Agri Drain Proj #8-M	Other Company Servic
Alliant Energy	619362	\$17,986.68	\$687.63	6190	Utilities	Utilities
			\$1,353.16	6190	Utilities	Utilities
			\$564.54	6190	Utilities	Utilities
			\$94.91	6190	Utilities	Utilities
			\$60.68	6190	Utilities	Utilities
			\$5,658.31	6190	Utilities	Utilities
			\$9,419.18	6190	Utilities	Utilities
			\$148.27	6190	Building Rental for	Utilities
Association of Community	619366	\$7,017.00	\$7,017.00	6040	Board of Directors	Memberships
Baker Mechanical Inc	619368	\$9,166.67	\$9,166.67	6090	Newton-Lease Operati	Maintenance/Repair o
CampusEAI	619380	\$15,000.00	\$7,000.00	6269	Non Tort Equip Maint	Other Company Servic
			\$8,000.00	6265	Non Tort Equip Maint	Software Service Agr
Cardtronics USA Inc	619382	\$2,750.00	\$2,750.00	6269	Student ID Card Offi	Other Company Servic
Carrier Access Inc	619385	\$26,793.36	\$7,191.36	6269	Carrier Access Proj	Other Company Servic
			\$5,124.08	6269	Carrier Access Proj	Other Company Servic
			\$394.16	6269	Carrier Access Proj	Other Company Servic

Report: FWB 0
 Date: 05/25/2017
 Time: 08:17 AM

Des Moines Area Community College
 List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 39

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Carrier Access Inc	619385	\$26,793.36	\$2,403.00	6269	Carrier Access Proj	Other Company Servic
			\$3,744.52	6269	Carrier Access Proj	Other Company Servic
			\$1,345.68	6269	Carrier Access Proj	Other Company Servic
			\$1,470.96	6269	Carrier Access Proj	Other Company Servic
			\$264.19	6269	Carrier Access Proj	Other Company Servic
			\$3,672.93	6269	Carrier Access Proj	Other Company Servic
			\$1,182.48	6269	Carrier Access Proj	Other Company Servic
Casey, Daniel L.	619386	\$3,985.00	\$3,985.00	6090	Technical Update Equ	Maintenance/Repair o
Community Foundation of G	619390	\$4,282.36	\$4,282.36	6269	DHS-Supp Srvcs Afric	Other Company Servic
Concrete Contracting Comp	619393	\$11,612.00	\$11,612.00	6100	Office of the Dir, P	Maintenance of Groun
DART	619400	\$3,702.00	\$3,464.00	6511	Ticket Sales	Purchases for Resale
			-\$1,820.00	6511	Ticket Sales	Purchases for Resale
			-\$1,618.00	6511	Ticket Sales	Purchases for Resale
			\$116.00	6511	Ticket Sales	Purchases for Resale
			\$3,560.00	6511	Ticket Sales	Purchases for Resale
EAC Design Inc	619411	\$5,175.00	\$5,175.00	6265	Non Tort Equip Maint	Software Service Agr
Event Decorators of Iowa	619415	\$6,815.00	\$6,095.80	6200	Graduation	Rental of Materials
			\$719.20	6200	Graduation	Rental of Materials
Farmers Mutual Hail Compa	619417	\$10,552.00	\$590.00	6269	Farmers Mut Ins Proj	Other Company Servic
			\$9,962.00	6269	Farmers Mut Ins Proj	Other Company Servic
FFA Enrichment Center	619420	\$2,805.00	\$2,805.00	6210	Office of Dean, Indu	Rental of Buildings
Fidelity and Guaranty Lif	619421	\$33,447.19	\$760.41	6269	Fidelity & Guarantee	Other Company Servic

Report: FWRR040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Comm College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 40

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Fidelity and Guaranty Lif	619421	\$33,447.19	\$550.45	6269	Fidelity & Guarantee	Other Company Servic
			\$1,215.00	6269	Fidelity & Guarantee	Other Company Servic
			\$984.37	6269	Fidelity & Guarantee	Other Company Servic
			\$4,127.07	6269	Fidelity & Guarantee	Other Company Servic
			\$2,910.00	6269	Fidelity & Guarantee	Other Company Servic
			\$119.37	6269	Fidelity & Guarantee	Other Company Servic
			\$694.43	6269	Fidelity & Guarantee	Other Company Servic
			\$1,494.10	6269	Fidelity & Guarantee	Other Company Servic
			\$35.65	6269	Fidelity & Guarantee	Other Company Servic
			\$1,052.92	6269	Fidelity & Guarantee	Other Company Servic
			\$3,997.00	6269	Fidelity & Guarantee	Other Company Servic
			\$1,735.00	6269	Fidelity & Guarantee	Other Company Servic
			\$4,225.30	6269	Fidelity & Guarantee	Other Company Servic
			\$379.38	6269	Fidelity & Guarantee	Other Company Servic
			\$450.00	6269	Fidelity & Guarantee	Other Company Servic
			\$875.00	6269	Fidelity & Guarantee	Other Company Servic
			\$785.58	6269	Fidelity & Guarantee	Other Company Servic
			\$4,372.45	6269	Fidelity & Guarantee	Other Company Servic
			\$2,683.71	6269	Fidelity & Guarantee	Other Company Servic
HandEra Inc	619436	\$3,218.30	\$432.71	6269	HandEra, Inc-Trainin	Other Company Servic
			\$1,093.16	6269	HandEra, Inc-Job Spe	Other Company Servic
			\$1,692.43	6269	HandEra, Inc-Job Spe	Other Company Servic
Heartland Area Education	619438	\$3,333.34	\$3,333.34	6269	Mail Service	Other Company Servic
Iowa Association of Commu	619449	\$80,052.39	\$80,052.39	6040	Board of Directors	Memberships
Iowa Communications Netwo	619451	\$3,382.92	\$3,382.92	6269	Web Based Instructio	Other Company Servic
ITA Group	619457	\$19,220.42	\$1,610.06	6269	ITA Group Proj #4 Jo	Other Company Servic

Report: 040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Community College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page 41

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
ITA Group	619457	\$19,220.42	\$1,488.22	6269	ITA Group Proj #4 Jo	Other Company Servic
			\$3,040.00	6269	ITA Group Proj #4 Jo	Other Company Servic
			\$2,000.00	6269	ITA Group Proj #4 Jo	Other Company Servic
			\$1,145.00	6269	ITA Group Proj #4 Jo	Other Company Servic
			\$2,055.00	6269	ITA Group Proj #4 Tr	Other Company Servic
			\$2,055.00	6269	ITA Group Proj #4 Tr	Other Company Servic
			\$450.00	6269	ITA Group Proj #4 Tr	Other Company Servic
			\$2,055.00	6269	ITA Group Proj #4 Tr	Other Company Servic
			\$993.75	6269	ITA Group Proj #4 Mg	Other Company Servic
			\$197.00	6269	ITA Group Proj #4 Mg	Other Company Servic
			\$256.38	6269	ITA Group Proj #4 Tr	Other Company Servic
			\$1,875.01	6269	ITA Group Proj #4 Jo	Other Company Servic
Jann E Freed LLC	619458	\$4,500.00	\$4,500.00	6015	Office of Exec Dean,	Consultant's Fees
Kemin Industries	619461	\$49,358.50	\$2,741.75	6269	Kemin Indust Proj #7	Other Company Servic
			\$1,892.63	6269	Kemin Indust Proj #7	Other Company Servic
			\$2,583.47	6269	Kemin Indust Proj #7	Other Company Servic
			\$2,117.88	6269	Kemin Indust Proj #7	Other Company Servic
			\$2,928.32	6269	Kemin Indust Proj #7	Other Company Servic
			\$2,540.95	6269	Kemin Indust Proj #7	Other Company Servic
			\$1,532.43	6269	Kemin Indust Proj #7	Other Company Servic
			\$3,202.97	6269	Kemin Indust Proj #7	Other Company Servic
			\$1,585.32	6269	Kemin Indust Proj #7	Other Company Servic
			\$3,202.95	6269	Kemin Indust Proj #7	Other Company Servic
			\$3,342.93	6269	Kemin Indust Proj #7	Other Company Servic
			\$1,835.36	6269	Kemin Indust Proj #7	Other Company Servic
			\$3,168.39	6269	Kemin Indust Proj #7	Other Company Servic
			\$1,739.77	6269	Kemin Indust Proj #7	Other Company Servic
			\$2,650.49	6269	Kemin Indust Proj #7	Other Company Servic
			\$1,008.53	6269	Kemin Indust Proj #7	Other Company Servic

Report: FWRR040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Comm College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page: 42

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
Kemin Industries	619461	\$49,358.50	\$1,463.28	6269	Kemin Indust Proj #7	Other Company Servic
			\$1,986.97	6269	Kemin Indust Proj #7	Other Company Servic
			\$784.84	6269	Kemin Indust Proj #7	Other Company Servic
			\$1,975.32	6269	Kemin Indust Proj #7	Other Company Servic
			\$2,144.68	6269	Kemin Indust Proj #7	Other Company Servic
			\$2,929.27	6269	Kemin Indust Proj #7	Other Company Servic
Measured Intentions	619477	\$5,000.00	\$5,000.00	6015	Economic Development	Consultant's Fees
MidAmerican Energy Co	619485	\$50,901.96	\$45,190.42	6190	Utilities	Utilities
			\$3,006.39	6190	Physical Plant Opera	Utilities
			\$2,705.15	6190	Cap Med Bldg-Common	Utilities
MidAmerican Energy Co	619486	\$11,884.05	\$3,551.87	6190	Utilities	Utilities
			\$187.64	6190	Building Rental for	Utilities
			\$8,144.54	6190	Trail Point-Facility	Utilities
Midland National Life Ins	619487	\$18,746.03	\$18,746.03	6269	Midland Nat Life Ins	Other Company Servic
Mittera Group	619493	\$5,849.66	\$4,978.66	6120	Graduation	Printing/Reproductio
			\$871.00	6120	Office of Dir, Marke	Printing/Reproductio
MorphoTrust	619494	\$4,285.00	\$480.00	6269	Morpho Trust USA On	Other Company Servic
			\$825.00	6269	Morpho Trust USA On	Other Company Servic
			\$412.50	6269	Morpho Trust USA On	Other Company Servic
			\$528.00	6269	Morpho Trust USA On	Other Company Servic
			\$487.50	6269	Morpho Trust USA On	Other Company Servic
			\$312.00	6269	Morpho Trust USA On	Other Company Servic
			\$576.00	6269	Morpho Trust USA On	Other Company Servic
			\$352.00	6269	Morpho Trust USA On	Other Company Servic
			\$312.00	6269	Morpho Trust USA On	Other Company Servic

Report: R 040
Date: 05/25/2017
Time: 08:17 AM

Des Moines Area Community College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

Page 43

VENDOR NAME	CHECK NUMBER	CHECK AMOUNT	TRANSACTION AMOUNT	ACCOUNT NUMBER	INDEX TITLE	ACCOUNT TITLE
O'Halloran International	619504	\$9,674.00	\$520.00	6269	O'Halloran Internat-	Other Company Servic
			\$1,134.00	6269	O'Halloran Internat-	Other Company Servic
			\$260.00	6269	O'Halloran Internat-	Other Company Servic
			\$5,625.00	6269	O'Halloran Internat-	Other Company Servic
			\$260.00	6269	O'Halloran Internat-	Other Company Servic
			\$1,875.00	6269	O'Halloran Internat-	Other Company Servic
OneNeck IT Solutions	619506	\$4,520.00	\$4,520.00	6060	Non Tort Equip Maint	Maintenance/Repair o
Perishable Distributors I	619508	\$27,929.65	\$4,956.60	6269	PDI, Inc Proj#9 Trai	Other Company Servic
			\$11,414.16	6269	PDI, Inc Proj#9 Trai	Other Company Servic
			\$299.00	6269	PDI, Inc Proj#9 Job	Other Company Servic
			\$11,259.89	6269	PDI, Inc Proj#9 Job	Other Company Servic
Plumbs Construction LLC	619513	\$3,400.00	\$3,400.00	6100	Newton Maytag Campus	Maintenance of Groun
Puck Custom Enterprises I	619516	\$10,479.18	\$10,479.18	6269	Puck Custom Proj#2 J	Other Company Servic
Sheerin Scientific	619525	\$3,535.00	\$910.00	6060	Environmental Scienc	Maintenance/Repair o
			\$2,625.00	6060	Physics/Chemistry/Bi	Maintenance/Repair o
Siemens Industry Inc	619526	\$91,959.08	\$91,959.08	6090	Siemans Automation P	Maintenance/Repair o
Speck USA	619528	\$3,973.61	\$222.66	6269	Speck USA Proj#4-Job	Other Company Servic
			\$3,750.95	6269	Speck USA Proj#4-Job	Other Company Servic
Storey Kenworthy	619532	\$63,172.22	\$63,172.22	6323	Student Center-Furni	Minor Equipment
Telligen Inc	619536	\$8,203.15	\$8,203.15	6269	Telligen Proj #3 Job	Other Company Servic
Telligen Inc	619537	\$28,109.12	\$18,914.40	6269	Telligen Proj #3 On	Other Company Servic

Des Moines Area Comm College
List of checks over \$2,500.00 from 20-APR-2017 to 24-MAY-2017

44

REPORT TOTAL	\$3,667,747.95
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**RESOLUTION ADOPTING AMENDED TUITION & FEES
FY2018**

BE IT RESOLVED BY THE BOARD OF DIRECTORS OF DES MOINES AREA
COMMUNITY COLLEGE, that the amended tuition and fees rates for FY2018 are hereby
adopted.

PASSED AND APPROVED this 12th day of June, 2017.



President, Board of Directors

ATTEST:



Secretary, Board of Directors

ROLL CALL VOTE

Des Moines, Iowa
June 12, 2017

The Board of Directors of the Des Moines Area Community College met in regular session on the 12th day of June, 2017, at 4:00 p.m., at the Urban Campus of the College in Des Moines, Iowa. The meeting was called to order and there were present the following named Board Members:

<u>Name</u>	<u>Present</u>	<u>Absent</u>
Joseph Pugel, President	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Kevin Halterman	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Felix Gallagher	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Madelyn Tursi	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Buie	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Greiner	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Cheryl Langston	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Jim Knott	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Dennis Presnall	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Matters were discussed concerning a Retraining Agreement between the College and Brokers International, Ltd. Following a discussion of the proposal by the Board, there was introduced and caused to be read a resolution entitled, "A Resolution Approving the Form and Content and Execution and Delivery of a Retraining Agreement between the College and Brokers International, Ltd." The resolution was moved and seconded as follows, and after due consideration of the resolution by the Board, the President put the question on the motion and, the roll being called, the following named Board Members voted:

<u>Name</u>	<u>Moved</u>	<u>Seconded</u>	<u>Aye</u>	<u>Nay</u>
Joseph Pugel	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Kevin Halterman	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Felix Gallagher	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Madelyn Tursi	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Buie	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Greiner	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cheryl Langston	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Jim Knott	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Dennis Presnall	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Whereupon, the President declared said resolution, a copy of which is attached hereto, duly adopted and signed his approval thereto.

* * * * *



PRESIDENT OF THE BOARD OF
DIRECTORS

Attest:



Secretary of the Board of Directors

RESOLUTION

A RESOLUTION APPROVING THE FORM AND CONTENT AND EXECUTION AND DELIVERY OF A RETRAINING AGREEMENT BETWEEN THE COLLEGE AND BROKERS INTERNATIONAL, LTD.

WHEREAS, Des Moines Area Community College (hereinafter referred to as the "College"), is an area community college and a body politic organized and existing under the laws of the State of Iowa, and is authorized and empowered by Chapter 260F of the Code of Iowa, as amended (hereinafter referred to as the "Act"), to provide a "Jobs Training Program" as that term is defined in the Act, including the program costs, the purpose of which is to provide retraining of existing workers for a business within the State of Iowa (the "State") in order to improve the economic welfare of the residents of the State, and is authorized under the Act to pay the costs of such a program from funds allocated for such purpose by the Iowa Department of Economic Development under Section 260F.6 of the Act; and

WHEREAS, the College has undertaken negotiations with respect to a Jobs Training Program with Brokers International, Ltd. (the "Company"), pursuant to the provisions of the Act for the purpose of establishing a jobs training program (hereinafter referred to as the "Project") to retrain workers at the Company at its facilities located in the merged area served by the College, which Project will be beneficial to the Company and the College; and

WHEREAS, the College has received an allocation (the "Fund Advance") under Section 260F.6 of the Act in order to defray all or a portion of the cost of the Project, including necessary expenses incidental thereto, in the amount of \$25,000; and

WHEREAS, a Retraining Agreement, in the form and with the contents set forth in Exhibit "A" attached hereto, has been negotiated by the College under the terms of which the College agrees, subject to the provisions of such Agreement, to provide a Jobs Training Program for the Company;

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF
DES MOINES AREA COMMUNITY COLLEGE, AS FOLLOWS:**

Section 1. That the Retraining Agreement, in the form and with the contents set forth in Exhibit "A" attached hereto, be and the same is hereby approved and the President of the Board of Directors is hereby authorized to execute said Retraining Agreement, and the Secretary of the Board of Directors is hereby authorized to attest the same, said Retraining Agreement, which constitutes and is hereby made a part of this Resolution, to be in substantially the form, text and containing the provisions set forth in Exhibit "A" attached hereto with such changes therein as the officers executing such Retraining Agreement shall approve, such approval to be conclusively evidenced by the execution thereof.

Section 2. That the form of resolution required by the Iowa Economic Development Authority (the "Authority") is hereby approved and the officers of the College are authorized to file such resolution in accordance with the requirements of the Authority.

Section 3. That officials of the College are hereby authorized to take such further action as may be necessary to carry out the intent and purpose of this Resolution.

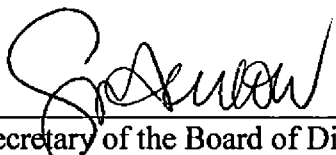
Section 4. That all resolutions and parts thereof in conflict herewith are hereby repealed to the extent of such conflict.

Passed and approved this 12th day of June, 2017:



President of the Board of Directors

ATTEST:

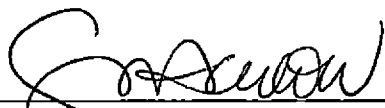


Secretary of the Board of Directors

STATE OF IOWA)
) ss
COUNTY OF POLK)

I, Carolyn Farlow, Secretary of the Board of Directors of the Des Moines Area Community College, do hereby certify that I have in my possession or have access to the complete corporate records of said College and of its Board of Directors and officers; and that I have carefully compared the transcript hereto attached with the aforesaid corporate records and that said transcript hereto attached is a true, correct and complete copy of all of the corporate records showing the action taken with respect to the matters set forth therein by the Board of Directors of said College on June 12, 2017, which proceedings remain in full force and effect, and have not been amended or rescinded in any way; that such meeting was duly and publicly held in accordance with the Notice of Meeting and tentative agenda, a copy of which was timely served on each member of the Board of Directors and posted on a bulletin board or other prominent place easily accessible to the public and clearly designated for that purpose at the principal office of the Board of Directors (a copy of the face sheet of said agenda being attached hereto) pursuant to the rules of the Board of Directors and the provisions of Chapter 21, Code of Iowa, as amended, upon reasonable advance notice to the public and media at least twenty-four (24) hours prior to the commencement of the meeting as required by said law and with members of the public in attendance. I further certify that the individuals named in the attached proceedings were on the date thereof duly and lawfully possessed of their respective offices as indicated therein, that no Board of Directors vacancies existed except as may be stated in said proceedings, and that no controversy or litigation is pending, prayed or threatened involving the organization, existence or boundaries of the College or the right of the individuals named therein as officers to their respective positions.

WITNESS my hand hereto affixed this 12th day of June, 2017.



SECRETARY OF THE BOARD OF
DIRECTORS

IOWA JOBS TRAINING PROGRAM (260F)
REQUEST FOR RELEASE OF FUNDS

_____20170222153848_____

Project Loan ID Number Form Approval Letter

Des Moines Area Community College
Community College

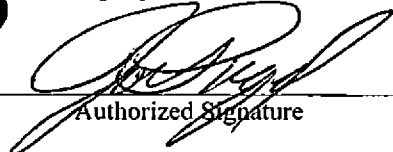
Brokers International LTD
Business

Aaron Chittenden
College Contact Person

4135 NW Urbandale Drive, Urbandale, IA 50322
Business Location

The above-referenced Community College and Business have agreed to implement an Iowa Jobs Training Program (260F) training project to provide job training to employees of the Business. A **Training Contract**, Form 260F-4, has been finalized and signed by authorized representatives of the Community College and the Business.

The Iowa Economic Development Authority is therefore requested to allocate \$ 25,000 to fund this project.


Authorized Signature

6-12-17
Date

Approved for allocation by the Iowa Economic Development Authority:

Authorized Signature

Date

IMPORTANT!

This form must be uploaded with a copy of the **Training Contract** to the Iowa Economic Development Authority 260F data system.

IOWA JOBS TRAINING PROGRAM (260F) TRAINING CONTRACT

This Iowa Jobs Training Program TRAINING CONTRACT (the "Contract"), effective as of _____ between Des Moines Area Community College, Ankeny, Iowa, (the "Community College" and its location), and Brokers International, LTD, Urbandale, (the "Employer" and its location), is entered into under the following circumstances:

- A. Pursuant to Chapter 260F of the Code of Iowa (the "Act"), the Community College enters into this Contract with the Employer for purposes of establishing a training program to educate and train certain persons employed by the Employer.
- B. The Community College and the Employer each have full right and lawful authority to enter into this Contract and to perform and monitor the provisions of this Contract as they apply respectively to the Community College and the Employer.

NOW, THEREFORE, in consideration of the premises and the mutual representations and agreements herein contained, the parties agree as follows:

ARTICLE I REPRESENTATIONS

Section 1.1. Representations of the Community College. The Community College represents and covenants that:

- (A) It is duly organized and validly existing under the laws of the State of Iowa;
- (B) It is not in violation of or in conflict with any provisions of the laws of the State, which would impair its ability to carry out its obligations hereunder;
- (C) It is empowered to enter into the transactions contemplated by this Contract; and
- (D) It will do all things in its power required to maintain its existence or assure the assumption of its obligations hereunder by any successor public body.

Section 1.2. Representations and Covenants of the Employer. The Employer represents and covenants that:

- (A) It is a business duly qualified to do business in Iowa;
- (B) It has full power to execute, deliver, and perform this Contract and all other instruments given by the Employer to secure its performance and to enter into and carry out the transactions contemplated herein. Such execution, delivery, and performance are not in contravention of law or the Employer's articles of incorporation, by-laws or any indenture, agreement, mortgage, lease, undertaking, or any other restriction, obligation or instrument to which the Employer is a party or by which it is bound. This Contract has by proper action been duly authorized, executed, and delivered by the Employer and all steps necessary have been taken to constitute this Contract as a valid and binding obligation of the Employer.

- (C) There is no threatened, pending, or actual litigation or proceeding against the Employer or any other person which affects, in any manner whatsoever, the right of the Employer to execute the Contract or to otherwise comply with its obligations contained in the Contract.
- (D) The Employer is engaged in interstate or intrastate commerce for the purpose of manufacturing, processing, or assembling products or conducting research and development; OR, provides services and has customers outside of Iowa.
- (E) The employer, within the 36 month period prior to the date of this application, did not close or reduce its employment base by more than 20 percent at any of its other business sites in Iowa in order to relocate substantially the same operation to another area of the state.
- (F) The employer is not currently involved in a strike, lockout, or other labor dispute at any of its business sites in Iowa.
- (G) Persons to receive training under this Contract are current employees of the employer for which the employer pays state withholding tax.
- (H) Employees to receive training are not replacement workers who were hired as a result of a strike, lockout, or other labor dispute.
- (I) The employer is an equal opportunity employer which complies with all local, state, and federal affirmative action requirements.

ARTICLE II PROJECT; PROGRAM SERVICES; FEES

Section 2.1. The Iowa Jobs Training Program (260F) Application for Assistance, as submitted by the Community College in behalf of the Employer, and as approved by the Iowa Economic Development Authority, shall be incorporated as an integral part of this Contract. The "Project", as defined by the Application, shall consist of the program services and costs of services to be provided, the number of employees to be trained, the beginning and ending dates of training, the stated budget, and any other provisions specified in the Application.

Section 2.2. The Community College agrees to provide the program services within the constraints of funds awarded and released to the Project by the Economic Development Authority. It is understood and agreed that the Employer and the Community College will cooperate in the coordination and programming of the specific expenditures and operation of the Project within the guidelines set out by the approved application.

Section 2.3. Iowa Code section 84A.5 requires the Economic Development Authority to report to the Iowa General Assembly the impact of training provided by this Program on the wages of employees who receive training. This information is obtained by matching social security numbers of trainees with State income records. The Employer therefore agrees to provide the social security number of each employee who receives training under this contract.

Section 2.4. The Employer agrees to complete Performance Report, Form 260F-5, at the completion of training to evaluate the initial impact of training on the Business' operations. The Employer also agrees to complete a follow-up report one year after the completion of training to determine whether the Business' initial objectives for training were met.

Section 2.5. It is understood by the Community College and the Employer that should project funds not be available or received from the Economic Development Authority within a reasonable period of time, this Contract shall be terminated by mutual agreement of the parties. In any event, the Employer shall pay all administrative and legal costs associated with this Project which have been incurred by the Community College.

ARTICLE III PAYMENT AND SECURITY

Section 3.1. The Community College shall create a fund to deposit monies awarded to the Project by the Economic Development Authority (IEDA). Funds awarded by IEDA shall be known as the Project Award. Interest earned on the fund shall be refunded to the State if not used by the Community College in accordance with Iowa Administrative Code Chapter 261.

Section 3.2. The Employer and the Community College agree that the Project Award, in the amount of \$25,000, is issued by IEDA as a forgivable loan and shall not be required to be repaid by the Employer unless an event of default has occurred. Events of default and associated penalties are specified in Article VI of this Contract. The Community College and the Economic Development Authority shall determine whether an event of default has occurred.

ARTICLE IV CONTRACT MODIFICATION

Section 4.1. An Employer shall not modify any provision of this Contract without the prior written approval of the Community College.

Section 4.2. The Community College, with the written consent of the Employer, has the authority to modify all provisions of this Contract **except** modifications which result in a reduction of the number of employees to be trained or which significantly change the training program. The Community College is authorized to change the ending dates of the training project, training provider, or other minor modifications to the training program. A signed copy of the modification must be sent to IEDA.

Section 4.3. Modifications which result in a reduction of the number of employees to be trained or change the training program content must be approved by the Economic Development Authority, the Community College, and the Employer.

Section 4.4. This Contract shall not be modified in any way that would result in a violation of the "Act".

ARTICLE V EQUAL EMPLOYMENT OPPORTUNITY/AFFIRMATIVE ACTION REQUIREMENTS

Section 5.1. The employer shall comply with all federal, state, and local laws, rules, and executive orders, to insure that no applicant for employment or employee is discriminated against because of race, religion, color, age, sex, national origin, or disability.

Section 5.2. The employer shall provide state or federal agencies with appropriate reports as required to insure compliance with equal employment opportunity laws and regulations.

Section 5.3. The employer shall insure, to the maximum extent possible, that all authorized subcontractors comply with provisions of this section.

ARTICLE VI EVENTS OF DEFAULT

Section 6.1. Events of Default. Each of the following shall be an "event of default":

- (A) The Employer fails to complete the training project within the agreed period of time as specified in the training Contract. Such Employer shall be required to repay 20 percent of total project funds expended by the community college and the business.
- (B) The Employer fails to train the agreed number of employees as specified in the training Contract. Such Employer shall be required to repay a proportionate amount of total project funds expended by the community college and the Employer. The proportion shall be based on the number of employees not trained compared to the number of employees to have been trained.
- (C) If both (A) and (B) occur, both penalties shall apply.
- (D) The Employer fails to comply with any requirements contained in the training agreement. The Employer shall be sent written notice by the community college, which specifies the issue(s) of noncompliance and shall be allowed 20 days from the date notice is sent to effect a cure. If noncompliance is of such a nature that a cure cannot be reasonably accomplished within 20 days, the community college has the discretion to extend the period of cure to a maximum of 60 days.
- (E) The Employer ceases or announces the cessation of operations at the project site prior to completion of the training program.
- (F) The Employer directly or indirectly makes any false or misleading representations or warranties in the program application or training agreement, reports, or any other documents, which are provided, to the community college or IEDA.
- (G) The Employer acts in any manner contrary to, or fails to act in accordance with any provision of the training Contract.
- (H) An Employer takes corporate action to effect any of the preceding conditions of default.

Section 6.2. Whenever an event of default has occurred, further training or payments to the Employer shall be suspended.

Section 6.3. Whenever an event of default has occurred for reasons cited in ARTICLE VI, Section 6.1. (A-C), the Employer shall immediately pay to the Economic Development Authority the amount of penalty determined by the IEDA. The Employer shall also pay interest on the amount to be repaid at the rate of 6%. Interest shall accrue from the issuance date specified on the Project Award check.

Section 6.4. Whenever an event of default has occurred for reasons cited in ARTICLE VI, Section 6.1. (D-H), the Employer shall immediately pay to the Economic Development Authority the amount expended by the Employer and the Community College from the Project Award. The Employer shall also pay interest on the amount to be repaid at the rate of 6%. Interest shall accrue from the issuance date specified on the Project Award check.

Section 6.5. Whenever an event of default has occurred and is continuing, the Community College may take whatever action at law or in equity may appear necessary or desirable to collect the amounts then due or to force performance and observance of any other obligation or agreement of the Employer under this Contract.

Section 6.6. No remedy conferred upon or reserved to the Community College by this Contract is intended to be exclusive of any other available remedy or remedies, but each and every such remedy shall be cumulative and shall be in addition to every other remedy now or hereafter existing at law, in equity or by statute. No delay or omission to exercise any right or power accruing upon any default shall impair any such right or power or shall be construed to be a waiver thereof, but any such right and power may be exercised from time to time and as often as may be deemed expedient. In order to entitle the Community College to exercise any remedy reserved to it in this Article, it shall not be necessary to give any notice, other than such notice as may be expressly required herein.

Section 6.7. In the event any agreement contained in this Contract should be breached by either party and thereafter waived by the other party, such waiver shall be limited to the particular breach so waived and shall not be deemed to waive any other breach hereunder.

Section 6.8. As required by Iowa Administrative Code, Chapter F, any payments required to be made by the Employer to the Economic Development Authority are a lien upon the Employer's property until paid and have equal precedence with ordinary taxes and shall not be divested by a judicial sale. Property subject to the lien may be sold for sums due and delinquent at a tax sale, with the same forfeitures, penalties, and consequences as for the nonpayment of ordinary taxes. The purchaser at tax sale obtains the property subject to the remaining payments.

Section 6.9. Whenever an event of default has occurred and is unresolved, the Community College shall assign this Contract to the Iowa Economic Development Authority for appropriate collection action.

ARTICLE VII MISCELLANEOUS

Section 7.1. All notices, requests or other communications hereunder shall be in writing and shall be deemed to be sufficiently given when mailed by registered or certified mail, postage prepaid, addressed to the appropriate address as follows:

Community College: Des Moines Area Community College

2006 South Ankeny Boulevard

Ankeny, IA 50023

Employer: Brokers International

4135 NW Urbandale Drive

Urbandale, IA 50322

The Employer and the Community College may, by notice given hereunder, designate any further or different addresses to which subsequent notices, requests or other communications shall be sent.

Section 7.2. All covenants, stipulations, obligations and agreements of the Community College contained in this Contract shall be effective to the extent authorized and permitted by applicable law. No such covenant, stipulation, obligation or agreement shall be deemed to be a covenant, stipulation, obligation or agreement of any present or future member, officer, agent or employee of the Community College or the Board of Directors other than in his official capacity, and neither the members of the Board of Directors nor any official executing this Contract shall be

liable personally or be subject to any personal liability or accountability by reason of the covenants, stipulations, obligations or agreements of the Community College contained in this Contract.

Section 7.3. This Contract shall benefit of and be binding in accordance with its terms upon the Community College, the Employer and their respective permitted successors and assigns. This Contract may not be assigned by the Employer without the express written consent of the Community College and may not be assigned by the Community College except as may be necessary to enforce or secure payment due resulting from an event of default.

Section 7.4. This Contract may be executed in any number of counterparts, each of which shall be regarded as an original and all of which shall constitute but one and the same instrument.

Section 7.5. If any provision of this Contract, or any covenant, stipulation, obligation, agreement, act, or action, or part thereof made, assumed, entered into or taken thereunder or any application thereof, is for any reason held to be illegal or invalid, such illegality or invalidity shall not affect any other provision or any other covenant, stipulation, obligation, agreement, act or action or part thereof, made, assumed, entered into, or taken, each of which shall be construed and enforced as if such illegal or invalid portion were not contained herein. Nor shall illegality of any application thereof affect any legal and valid application thereof, and each such provision, covenant, stipulation, obligation, agreement, act, or action, or part thereof shall be deemed to be effective, operative, made, entered into or taken in the manner and to the full extent permitted by law.

Section 7.6. This Contract shall be governed exclusively by and construed in accordance with the laws of the State of Iowa.

IN WITNESS WHEREOF, the Community College and the Employer have caused this Contract to be duly executed all as of the date hereinabove written.

Des Moines Area Community College

Community College

Authorized Signature

Joe Puzio, Board President

Type Name and Title

2006 South Ankeny Blvd.

Ankeny, IA 50023

Address

6-12-17

Date

Brokers International, LTD

Business

Tonja Clark

Authorized Signature

Tonja Clark, Director of HR

Type Name and Title

tclark@bilt.com

Email Address

4135 NW Urbandale Drive

Urbandale, IA 50322

Address

5-17-2017

Date

260F-4 (03/00)

proved as to Form 08/26/96 by DMACC General Counsel

Training Plan and Budget **For** **260F Project**

The following Training Plan reflects the expected training activities for Brokers International. The company will participate in some, if not all, of the following activities.

The company will document the names and social security numbers of the employees who receive training, and will keep track of specific training received by each employee. All records of training documentation to support the expenditures will be kept according to the categories shown below. They will be submitted for reimbursement as the training progresses. This training plan has been designed by Brokers International staff with assistance from a DMACC Training Consultant. The Training Plan and Budget are as follows.

	Cost	260F Cost
I. Job Skill Training	\$4,650	\$4,650
Customer Service		
Effective Communication		
Adapting to Change		
Being Accountable		
II. Management/Supervisory Skills	\$23,000	\$14,902
Change Management		
Leadership		
Leading Change		
Conflict Management		
Performance Management		
Leading Generations in the Workforce		
III. Materials and Supplies	\$2,000	\$1,000
Brokers International will purchase books, manuals, dvds ect. As needed to support employee learning.		
IV. Administrative Costs	\$ 4,448	\$4,448
DMACC will help the company monitor the activity for the duration of the contract to assure that the training objectives are met.		
Total	\$34,098	\$25,000

The training began 2/9/17 with completion anticipated by 2/9/19. Upon receipt of proper documentation and reimbursement to all providers of training and training that meets guidelines of 260F, DMACC and this training plan will be made on an applied for basis.

The company will train at least 37 unduplicated employees and will show, at the completion of the contract, \$9,098 in-kind cash match. This match will be linked to the training as outlined in this plan.

Des Moines, Iowa
June 12, 2017

The Board of Directors of the Des Moines Area Community College met in regular session on the 12th day of June, 2017, at 4:00 p.m., at the Urban Campus of the College in Des Moines, Iowa. The meeting was called to order and there were present the following named Board Members:

<u>Name</u>	<u>Present</u>	<u>Absent</u>
Joseph Pugel, President	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Kevin Halterman	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Felix Gallagher	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Madelyn Tursi	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Buie	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Greiner	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Cheryl Langston	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Jim Knott	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Dennis Presnall	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Matters were discussed concerning a Retraining Agreement between the College and Kleffman North America, Inc. d/b/a KG Marketsense. Following a discussion of the proposal by the Board, there was introduced and caused to be read a resolution entitled, "A Resolution Approving the Form and Content and Execution and Delivery of a Retraining Agreement between the College and Kleffman North America, Inc. d/b/a KG Marketsense." The resolution was moved and seconded as follows, and after due consideration of the resolution by the Board, the President put the question on the motion and, the roll being called, the following named Board Members voted:

<u>Name</u>	<u>Moved</u>	<u>Seconded</u>	<u>Aye</u>	<u>Nay</u>
Joseph Pugel	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Kevin Halterman	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Felix Gallagher	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Madelyn Tursi	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Buie	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Greiner	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cheryl Langston	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Jim Knott	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Dennis Presnall	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Whereupon, the President declared said resolution, a copy of which is attached hereto, duly adopted and signed his approval thereto.

* * * * *



PRESIDENT OF THE BOARD OF
DIRECTORS

Attest:



Secretary of the Board of Directors

RESOLUTION

A RESOLUTION APPROVING THE FORM AND CONTENT AND EXECUTION AND DELIVERY OF A RETRAINING AGREEMENT BETWEEN THE COLLEGE AND KLEFFMAN NORTH AMERICA, INC. D/B/A KG MARKETSENSE.

WHEREAS, Des Moines Area Community College (hereinafter referred to as the "College"), is an area community college and a body politic organized and existing under the laws of the State of Iowa, and is authorized and empowered by Chapter 260F of the Code of Iowa, as amended (hereinafter referred to as the "Act"), to provide a "Jobs Training Program" as that term is defined in the Act, including the program costs, the purpose of which is to provide retraining of existing workers for a business within the State of Iowa (the "State") in order to improve the economic welfare of the residents of the State, and is authorized under the Act to pay the costs of such a program from funds allocated for such purpose by the Iowa Department of Economic Development under Section 260F.6 of the Act; and

WHEREAS, the College has undertaken negotiations with respect to a Jobs Training Program with Kleffman North America, Inc. d/b/a KG Marketsense (the "Company"), pursuant to the provisions of the Act for the purpose of establishing a jobs training program (hereinafter referred to as the "Project") to retrain workers at the Company at its facilities located in the merged area served by the College, which Project will be beneficial to the Company and the College; and

WHEREAS, the College has received an allocation (the "Fund Advance") under Section 260F.6 of the Act in order to defray all or a portion of the cost of the Project, including necessary expenses incidental thereto, in the amount of \$25,000; and

WHEREAS, a Retraining Agreement, in the form and with the contents set forth in Exhibit "A" attached hereto, has been negotiated by the College under the terms of which the College agrees, subject to the provisions of such Agreement, to provide a Jobs Training Program for the Company;

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF
DES MOINES AREA COMMUNITY COLLEGE, AS FOLLOWS:**

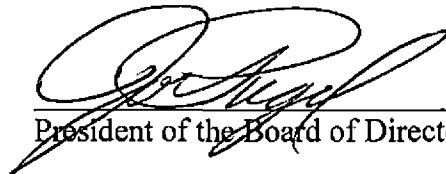
Section 1. That the Retraining Agreement, in the form and with the contents set forth in Exhibit "A" attached hereto, be and the same is hereby approved and the President of the Board of Directors is hereby authorized to execute said Retraining Agreement, and the Secretary of the Board of Directors is hereby authorized to attest the same, said Retraining Agreement, which constitutes and is hereby made a part of this Resolution, to be in substantially the form, text and containing the provisions set forth in Exhibit "A" attached hereto with such changes therein as the officers executing such Retraining Agreement shall approve, such approval to be conclusively evidenced by the execution thereof.

Section 2. That the form of resolution required by the Iowa Economic Development Authority (the "Authority") is hereby approved and the officers of the College are authorized to file such resolution in accordance with the requirements of the Authority.

Section 3. That officials of the College are hereby authorized to take such further action as may be necessary to carry out the intent and purpose of this Resolution.

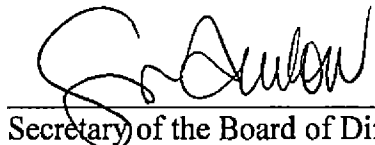
Section 4. That all resolutions and parts thereof in conflict herewith are hereby repealed to the extent of such conflict.

Passed and approved this 12th day of June, 2017.



President of the Board of Directors

ATTEST:

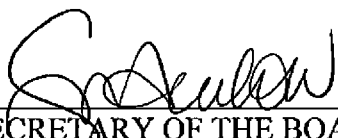


Secretary of the Board of Directors

STATE OF IOWA)
) ss
COUNTY OF POLK)

I, Carolyn Farlow, Secretary of the Board of Directors of the Des Moines Area Community College, do hereby certify that I have in my possession or have access to the complete corporate records of said College and of its Board of Directors and officers; and that I have carefully compared the transcript hereto attached with the aforesaid corporate records and that said transcript hereto attached is a true, correct and complete copy of all of the corporate records showing the action taken with respect to the matters set forth therein by the Board of Directors of said College on June 12, 2017, which proceedings remain in full force and effect, and have not been amended or rescinded in any way; that such meeting was duly and publicly held in accordance with the Notice of Meeting and tentative agenda, a copy of which was timely served on each member of the Board of Directors and posted on a bulletin board or other prominent place easily accessible to the public and clearly designated for that purpose at the principal office of the Board of Directors (a copy of the face sheet of said agenda being attached hereto) pursuant to the rules of the Board of Directors and the provisions of Chapter 21, Code of Iowa, as amended, upon reasonable advance notice to the public and media at least twenty-four (24) hours prior to the commencement of the meeting as required by said law and with members of the public in attendance. I further certify that the individuals named in the attached proceedings were on the date thereof duly and lawfully possessed of their respective offices as indicated therein, that no Board of Directors vacancies existed except as may be stated in said proceedings, and that no controversy or litigation is pending, prayed or threatened involving the organization, existence or boundaries of the College or the right of the individuals named therein as officers to their respective positions.

WITNESS my hand hereto affixed this 12th day of June, 2017.



SECRETARY OF THE BOARD OF
DIRECTORS

IOWA JOBS TRAINING PROGRAM (260F)

REQUEST FOR RELEASE OF FUNDS

20170412114055

Project Loan ID Number Form Approval Letter

Des Moines Area Community College

Community College

Kleffman North America Inc. dba KG Marketsense

Business

Aaron Chittenden

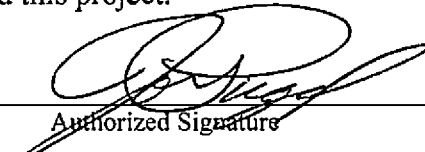
College Contact Person

11386 Aurora Ave. Bldg 10. Urbandale, IA 50322

Business Location

The above-referenced Community College and Business have agreed to implement an Iowa Jobs Training Program (260F) training project to provide job training to employees of the Business. A **Training Contract**, Form 260F-4, has been finalized and signed by authorized representatives of the Community College and the Business.

The Iowa Economic Development Authority is therefore requested to allocate \$ 25,000 to fund this project.


Authorized Signature

6-12-17
Date

Approved for allocation by the Iowa Economic Development Authority:

Authorized Signature

Date

IMPORTANT!

This form must be uploaded with a copy of the **Training Contract** to the Iowa Economic Development Authority 260F data system.

IOWA JOBS TRAINING PROGRAM (260F) TRAINING CONTRACT

This Iowa Jobs Training Program TRAINING CONTRACT (the "Contract"), effective as of _____ between Des Moines Area Community College, Ankeny, Iowa, (the "Community College" and its location), and Kleffman North America Inc. dba KG Marketsense, Urbandale, Iowa, (the "Employer" and its location), is entered into under the following circumstances:

- A. Pursuant to Chapter 260F of the Code of Iowa (the "Act"), the Community College enters into this Contract with the Employer for purposes of establishing a training program to educate and train certain persons employed by the Employer.
- B. The Community College and the Employer each have full right and lawful authority to enter into this Contract and to perform and monitor the provisions of this Contract as they apply respectively to the Community College and the Employer.

NOW, THEREFORE, in consideration of the premises and the mutual representations and agreements herein contained, the parties agree as follows:

ARTICLE I REPRESENTATIONS

Section 1.1. Representations of the Community College. The Community College represents and covenants that:

- (A) It is duly organized and validly existing under the laws of the State of Iowa;
- (B) It is not in violation of or in conflict with any provisions of the laws of the State, which would impair its ability to carry out its obligations hereunder;
- (C) It is empowered to enter into the transactions contemplated by this Contract; and
- (D) It will do all things in its power required to maintain its existence or assure the assumption of its obligations hereunder by any successor public body.

Section 1.2. Representations and Covenants of the Employer. The Employer represents and covenants that:

- (A) It is a business duly qualified to do business in Iowa;
- (B) It has full power to execute, deliver, and perform this Contract and all other instruments given by the Employer to secure its performance and to enter into and carry out the transactions contemplated herein. Such execution, delivery, and performance are not in contravention of law or the Employer's articles of incorporation, by-laws or any indenture, agreement, mortgage, lease, undertaking, or any other restriction, obligation or instrument to which the Employer is a party or by which it is bound. This Contract has by proper action been duly authorized, executed, and delivered by the Employer and all steps necessary have been taken to constitute this Contract as a valid and binding obligation of the Employer.

- (C) There is no threatened, pending, or actual litigation or proceeding against the Employer or any other person which affects, in any manner whatsoever, the right of the Employer to execute the Contract or to otherwise comply with its obligations contained in the Contract.
- (D) The Employer is engaged in interstate or intrastate commerce for the purpose of manufacturing, processing, or assembling products or conducting research and development; OR, provides services and has customers outside of Iowa.
- (E) The employer, within the 36 month period prior to the date of this application, did not close or reduce its employment base by more than 20 percent at any of its other business sites in Iowa in order to relocate substantially the same operation to another area of the state.
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Section 2.3. Iowa Code section 84A.5 requires the Economic Development Authority to report to the Iowa General Assembly the impact of training provided by this Program on the wages of employees who receive training. This information is obtained by matching social security numbers of trainees with State income records. The Employer therefore agrees to provide the social security number of each employee who receives training under this contract.

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Section 4.4. This Contract shall not be modified in any way that would result in a violation of the "Act".

ARTICLE V EQUAL EMPLOYMENT OPPORTUNITY/AFFIRMATIVE ACTION REQUIREMENTS

Section 5.1. The employer shall comply with all federal, state, and local laws, rules, and executive orders, to insure that no applicant for employment or employee is discriminated against because of race, religion, color, age, sex, national origin, or disability.

Section 5.2. The employer shall provide state or federal agencies with appropriate reports as required to insure compliance with equal employment opportunity laws and regulations.

Section 5.3. The employer shall insure, to the maximum extent possible, that all authorized subcontractors comply with provisions of this section.

ARTICLE VI EVENTS OF DEFAULT

Section 6.1. Events of Default. Each of the following shall be an "event of default":

- (A) The Employer fails to complete the training project within the agreed period of time as specified in the training Contract. Such Employer shall be required to repay 20 percent of total project funds expended by the community college and the business.
- (B) The Employer fails to train the agreed number of employees as specified in the training Contract. Such Employer shall be required to repay a proportionate amount of total project funds expended by the community college and the Employer. The proportion shall be based on the number of employees not trained compared to the number of employees to have been trained.
- (C) If both (A) and (B) occur, both penalties shall apply.
- (D) The Employer fails to comply with any requirements contained in the training agreement. The Employer shall be sent written notice by the community college, which specifies the issue(s) of noncompliance and shall be allowed 20 days from the date notice is sent to effect a cure. If noncompliance is of such a nature that a cure cannot be reasonably accomplished within 20 days, the community college has the discretion to extend the period of cure to a maximum of 60 days.
- (E) The Employer ceases or announces the cessation of operations at the project site prior to completion of the training program.
- (F) The Employer directly or indirectly makes any false or misleading representations or warranties in the program application or training agreement, reports, or any other documents, which are provided, to the community college or IEDA.
- (G) The Employer acts in any manner contrary to, or fails to act in accordance with any provision of the training Contract.
- (H) An Employer takes corporate action to effect any of the preceding conditions of default.

Section 6.2. Whenever an event of default has occurred, further training or payments to the Employer shall be suspended.

Section 6.3. Whenever an event of default has occurred for reasons cited in ARTICLE VI, Section 6.1. (A-C), the Employer shall immediately pay to the Economic Development Authority the amount of penalty determined by the IEDA. The Employer shall also pay interest on the amount to be repaid at the rate of 6%. Interest shall accrue from the issuance date specified on the Project Award check.

Section 6.4. Whenever an event of default has occurred for reasons cited in ARTICLE VI, Section 6.1. (D-H), the Employer shall immediately pay to the Economic Development Authority the amount expended by the Employer and the Community College from the Project Award. The Employer shall also pay interest on the amount to be repaid at the rate of 6%. Interest shall accrue from the issuance date specified on the Project Award check.

Section 6.5. Whenever an event of default has occurred and is continuing, the Community College may take whatever action at law or in equity may appear necessary or desirable to collect the amounts then due or to enforce performance and observance of any other obligation or agreement of the Employer under this Contract.

Section 6.6. No remedy conferred upon or reserved to the Community College by this Contract is intended to be exclusive of any other available remedy or remedies, but each and every such remedy shall be cumulative and shall be in addition to every other remedy now or hereafter existing at law, in equity or by statute. No delay or omission to exercise any right or power accruing upon any default shall impair any such right or power or shall be construed to be a waiver thereof, but any such right and power may be exercised from time to time and as often as may be deemed expedient. In order to entitle the Community College to exercise any remedy reserved to it in this Article, it shall not be necessary to give any notice, other than such notice as may be expressly required herein.

Section 6.7. In the event any agreement contained in this Contract should be breached by either party and thereafter waived by the other party, such waiver shall be limited to the particular breach so waived and shall not be deemed to waive any other breach hereunder.

Section 6.8. As required by Iowa Administrative Code, Chapter F, any payments required to be made by the Employer to the Economic Development Authority are a lien upon the Employer's property until paid and have equal precedence with ordinary taxes and shall not be divested by a judicial sale. Property subject to the lien may be sold for sums due and delinquent at a tax sale, with the same forfeitures, penalties, and consequences as for the nonpayment of ordinary taxes. The purchaser at tax sale obtains the property subject to the remaining payments.

Section 6.9. Whenever an event of default has occurred and is unresolved, the Community College shall assign this Contract to the Iowa Economic Development Authority for appropriate collection action.

ARTICLE VII MISCELLANEOUS

Section 7.1. All notices, requests or other communications hereunder shall be in writing and shall be deemed to be sufficiently given when mailed by registered or certified mail, postage prepaid, addressed to the appropriate address as follows:

Community College:	<u>Des Moines Area Community College</u>
	<u>2006 South Ankeny Boulevard</u>
	<u>Ankeny, IA 50023</u>
Employer:	<u>Kleffman North America Inc. dba KG Marketsense</u>
	<u>11386 Aurora Ave. Bldg. 10</u>
	<u>Urbandale, IA 50322</u>

The Employer and the Community College may, by notice given hereunder, designate any further or different addresses to which subsequent notices, requests or other communications shall be sent.

Section 7.2. All covenants, stipulations, obligations and agreements of the Community College contained in this Contract shall be effective to the extent authorized and permitted by applicable law. No such covenant, stipulation obligation or agreement shall be deemed to be a covenant, stipulation, obligation or agreement of any present or future member, officer, agent or employee of the Community College or the Board of Directors other than in his official capacity, and neither the members of the Board of Directors nor any official executing this Contract shall be

liable personally or be subject to any personal liability or accountability by reason of the covenants, stipulations, obligations or agreements of the Community College contained in this Contract.

Section 7.3. This Contract shall benefit of and be binding in accordance with its terms upon the Community College, the Employer and their respective permitted successors and assigns. This Contract may not be assigned by the Employer without the express written consent of the Community College and may not be assigned by the Community College except as may be necessary to enforce or secure payment due resulting from an event of default.

Section 7.4. This Contract may be executed in any number of counterparts, each of which shall be regarded as an original and all of which shall constitute but one and the same instrument.

Section 7.5. If any provision of this Contract, or any covenant, stipulation, obligation, agreement, act, or action, or part thereof made, assumed, entered into or taken thereunder or any application thereof, is for any reason held to be illegal or invalid, such illegality or invalidity shall not affect any other provision or any other covenant, stipulation, obligation, agreement, act or action or part thereof, made, assumed, entered into, or taken, each of which shall be construed and enforced as if such illegal or invalid portion were not contained herein. Nor shall illegality of any application thereof affect any legal and valid application thereof, and each such provision, covenant, stipulation, obligation, agreement, act, or action, or part thereof shall be deemed to be effective, operative, made, entered into or taken in the manner and to the full extent permitted by law.

Section 7.6. This Contract shall be governed exclusively by and construed in accordance with the laws of the State of Iowa.

IN WITNESS WHEREOF, the Community College and the Employer have caused this Contract to be duly executed all as of the date hereinabove written.

Des Moines Area Community College

Community College

Authorized Signature

Joe Pugh, Board President

Type Name and Title

Kleffman North America Inc. dba KG

Marketsense

Business

Authorized Signature

David Soorholtz, Managing Director

Type Name and Title

David.Soorholtz@kleffmann.com

Email Address

2006 South Ankeny Blvd.

11386 Aurora Ave. Bldg 10

Ankeny, IA 50023

Address

Urbandale, IA 50322

Address

6-12-17

Date

5/17/17

Date

Approved as to Form 08/26/96 by DMACC General Counsel

~~260F Training Contract.doc~~

Training Plan and Budget For 260F Project

The following Training Plan reflects the expected training activities for KG Marketsense. The company will participate in some, if not all, of the following activities.

The company will document the names and social security numbers of the employees who receive training, and will keep track of specific training received by each employee. All records of training documentation to support the expenditures will be kept according to the categories shown below. They will be submitted for reimbursement as the training progresses. This training plan has been designed by KG Marketsense staff with assistance from a DMACC Training Consultant. The Training Plan and Budget are as follows.

		Cost	260F Cost
I.	Job Skill Training	\$16,500	\$12,000
	Communication		
	Phone Skills		
	Presentation Skills		
	Computer Software Training		
	Statistical Analysis		
II.	Management/Supervisory Skills	\$10,150	\$7,000
	Team Building		
	Leadership Development		
	Delegation		
	Performance Management		
	Coaching		
III.	Materials and Supplies	\$3,000	\$1,552
	The company intends to purchase books, manuals, training software, dvds and other materials as necessary to support employee learning.		
IV.	Administrative Costs	\$ 4,448	\$4,448
	DMACC will help the company monitor the activity for the duration of the contract to assure that the training objectives are met.		
	Total	\$34,098	\$25,000

The training began 3/10/17 with completion anticipated by 3/10/19. Upon receipt of proper documentation and reimbursement to all providers of training and training that meets guidelines of 260F, DMACC and this training plan will be made on an applied for basis.

The company will train at least 30 unduplicated employees and will show, at the completion of the contract, \$9,098 in cash match. This match will be linked to the training as outlined in this plan.

Des Moines, Iowa
June 12, 2017

The Board of Directors of the Des Moines Area Community College met in regular session on the 12th day of June, 2017, at 4:00 p.m., at the Urban Campus of the College in Des Moines, Iowa. The meeting was called to order and there were present the following named Board Members:

<u>Name</u>	<u>Present</u>	<u>Absent</u>
Joseph Pugel, President	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Kevin Halterman	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Felix Gallagher	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Madelyn Tursi	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Buie	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Greiner	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Cheryl Langston	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Jim Knott	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Dennis Presnall	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Matters were discussed concerning a Retraining Agreement between the College and Loffredo Gardens, Inc. Following a discussion of the proposal by the Board, there was introduced and caused to be read a resolution entitled, "A Resolution Approving the Form and Content and Execution and Delivery of a Retraining Agreement between the College and Loffredo Gardens, Inc." The resolution was moved and seconded as follows, and after due consideration of the resolution by the Board, the President put the question on the motion and, the roll being called, the following named Board Members voted:

<u>Name</u>	<u>Moved</u>	<u>Seconded</u>	<u>Aye</u>	<u>Nay</u>
Joseph Pugel	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Kevin Halterman	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Felix Gallagher	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Madelyn Tursi	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Buie	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Greiner	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cheryl Langston	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Jim Knott	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Dennis Presnall	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Whereupon, the President declared said resolution, a copy of which is attached hereto, duly adopted and signed his approval thereto.

* * * * *



PRESIDENT OF THE BOARD OF
DIRECTORS

Attest:



Secretary of the Board of Directors

RESOLUTION

A RESOLUTION APPROVING THE FORM AND CONTENT AND EXECUTION AND DELIVERY OF A RETRAINING AGREEMENT BETWEEN THE COLLEGE AND LOFFREDO GARDENS, INC.

WHEREAS, Des Moines Area Community College (hereinafter referred to as the "College"), is an area community college and a body politic organized and existing under the laws of the State of Iowa, and is authorized and empowered by Chapter 260F of the Code of Iowa, as amended (hereinafter referred to as the "Act"), to provide a "Jobs Training Program" as that term is defined in the Act, including the program costs, the purpose of which is to provide retraining of existing workers for a business within the State of Iowa (the "State") in order to improve the economic welfare of the residents of the State, and is authorized under the Act to pay the costs of such a program from funds allocated for such purpose by the Iowa Department of Economic Development under Section 260F.6 of the Act; and

WHEREAS, the College has undertaken negotiations with respect to a Jobs Training Program with Loffredo Gardens, Inc. (the "Company"), pursuant to the provisions of the Act for the purpose of establishing a jobs training program (hereinafter referred to as the "Project") to retrain workers at the Company at its facilities located in the merged area served by the College, which Project will be beneficial to the Company and the College; and

WHEREAS, the College has received an allocation (the "Fund Advance") under Section 260F.6 of the Act in order to defray all or a portion of the cost of the Project, including necessary expenses incidental thereto, in the amount of \$25,000; and

WHEREAS, a Retraining Agreement, in the form and with the contents set forth in Exhibit "A" attached hereto, has been negotiated by the College under the terms of which the College agrees, subject to the provisions of such Agreement, to provide a Jobs Training Program for the Company;

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF DES MOINES AREA COMMUNITY COLLEGE, AS FOLLOWS:

Section 1. That the Retraining Agreement, in the form and with the contents set forth in Exhibit "A" attached hereto, be and the same is hereby approved and the President of the Board of Directors is hereby authorized to execute said Retraining Agreement, and the Secretary of the Board of Directors is hereby authorized to attest the same, said Retraining Agreement, which constitutes and is hereby made a part of this Resolution, to be in substantially the form, text and containing the provisions set forth in Exhibit "A" attached hereto with such changes therein as the officers executing such Retraining Agreement shall approve, such approval to be conclusively evidenced by the execution thereof.

Section 2. That the form of resolution required by the Iowa Economic Development Authority (the "Authority") is hereby approved and the officers of the College are authorized to file such resolution in accordance with the requirements of the Authority.

Section 3. That officials of the College are hereby authorized to take such further action as may be necessary to carry out the intent and purpose of this Resolution.

Section 4. That all resolutions and parts thereof in conflict herewith are hereby repealed to the extent of such conflict.

Passed and approved this 12th day of June, 2017.



President of the Board of Directors

ATTEST:

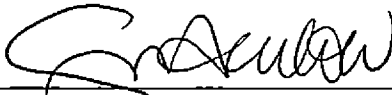


Secretary of the Board of Directors

STATE OF IOWA)
) ss
COUNTY OF POLK)

I, Carolyn Farlow, Secretary of the Board of Directors of the Des Moines Area Community College, do hereby certify that I have in my possession or have access to the complete corporate records of said College and of its Board of Directors and officers; and that I have carefully compared the transcript hereto attached with the aforesaid corporate records and that said transcript hereto attached is a true, correct and complete copy of all of the corporate records showing the action taken with respect to the matters set forth therein by the Board of Directors of said College on June 12, 2017, which proceedings remain in full force and effect, and have not been amended or rescinded in any way; that such meeting was duly and publicly held in accordance with the Notice of Meeting and tentative agenda, a copy of which was timely served on each member of the Board of Directors and posted on a bulletin board or other prominent place easily accessible to the public and clearly designated for that purpose at the principal office of the Board of Directors (a copy of the face sheet of said agenda being attached hereto) pursuant to the rules of the Board of Directors and the provisions of Chapter 21, Code of Iowa, as amended, upon reasonable advance notice to the public and media at least twenty-four (24) hours prior to the commencement of the meeting as required by said law and with members of the public in attendance. I further certify that the individuals named in the attached proceedings were on the date thereof duly and lawfully possessed of their respective offices as indicated therein, that no Board of Directors vacancies existed except as may be stated in said proceedings, and that no controversy or litigation is pending, prayed or threatened involving the organization, existence or boundaries of the College or the right of the individuals named therein as officers to their respective positions.

WITNESS my hand hereto affixed this 12th day of June, 2017.



SECRETARY OF THE BOARD OF
DIRECTORS

IOWA JOBS TRAINING PROGRAM (260F)

REQUEST FOR RELEASE OF FUNDS

20170407134440

Project Loan ID Number Form Approval Letter

Des Moines Area Community College
Community College

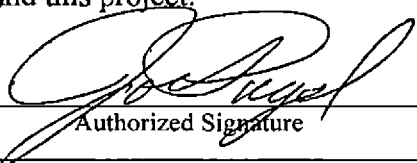
Loffredo Gardens
Business

Kelly Mitchell
College Contact Person

4001 SW 63rd St., Des Moines, IA 50321
Business Location

The above-referenced Community College and Business have agreed to implement an Iowa Jobs Training Program (260F) training project to provide job training to employees of the Business. A **Training Contract**, Form 260F-4, has been finalized and signed by authorized representatives of the Community College and the Business.

The Iowa Economic Development Authority is therefore requested to allocate \$ 25,000 to
and this project.


Authorized Signature

6-12-17
Date

Approved for allocation by the Iowa Economic Development Authority:

Authorized Signature

Date

IMPORTANT!

This form must be uploaded with a copy of the **Training Contract** to the Iowa Economic Development Authority 260F data system.

IOWA JOBS TRAINING PROGRAM (260F) TRAINING CONTRACT

This Iowa Jobs Training Program TRAINING CONTRACT (the "Contract"), effective as of _____ between Des Moines Area Community College, Ankeny, Iowa, (the "Community College" and its location), and Loffredo Gardens, Des Moines, (the "Employer" and its location), is entered into under the following circumstances:

- A. Pursuant to Chapter 260F of the Code of Iowa (the "Act"), the Community College enters into this Contract with the Employer for purposes of establishing a training program to educate and train certain persons employed by the Employer.
- B. The Community College and the Employer each have full right and lawful authority to enter into this Contract and to perform and monitor the provisions of this Contract as they apply respectively to the Community College and the Employer.

NOW, THEREFORE, in consideration of the premises and the mutual representations and agreements herein contained, the parties agree as follows:

ARTICLE I REPRESENTATIONS

Section 1.1. Representations of the Community College. The Community College represents and covenants that:

- (A) It is duly organized and validly existing under the laws of the State of Iowa;
- (B) It is not in violation of or in conflict with any provisions of the laws of the State, which would impair its ability to carry out its obligations hereunder;
- (C) It is empowered to enter into the transactions contemplated by this Contract; and
- (D) It will do all things in its power required to maintain its existence or assure the assumption of its obligations hereunder by any successor public body.

Section 1.2. Representations and Covenants of the Employer. The Employer represents and covenants that:

- (A) It is a business duly qualified to do business in Iowa;
- (B) It has full power to execute, deliver, and perform this Contract and all other instruments given by the Employer to secure its performance and to enter into and carry out the transactions contemplated herein. Such execution, delivery, and performance are not in contravention of law or the Employer's articles of incorporation, by-laws or any indenture, agreement, mortgage, lease, undertaking, or any other restriction, obligation or instrument to which the Employer is a party or by which it is bound. This Contract has by proper action been duly authorized, executed, and delivered by the Employer and all steps necessary have been taken to constitute this Contract as a valid and binding obligation of the Employer.

- (C) There is no threatened, pending, or actual litigation or proceeding against the Employer or any other person which affects, in any manner whatsoever, the right of the Employer to execute the Contract or to otherwise comply with its obligations contained in the Contract.
- (D) The Employer is engaged in interstate or intrastate commerce for the purpose of manufacturing, processing, or assembling products or conducting research and development; OR, provides services and has customers outside of Iowa.
- (E) The employer, within the 36 month period prior to the date of this application, did not close or reduce its employment base by more than 20 percent at any of its other business sites in Iowa in order to relocate substantially the same operation to another area of the state.
- (F) The employer is not currently involved in a strike, lockout, or other labor dispute at any of its business sites in Iowa.
- (G) Persons to receive training under this Contract are current employees of the employer for which the employer pays state withholding tax.
- (H) Employees to receive training are not replacement workers who were hired as a result of a strike, lockout, or other labor dispute.
- (I) The employer is an equal opportunity employer which complies with all local, state, and federal affirmative action requirements.

ARTICLE II PROJECT; PROGRAM SERVICES; FEES

Section 2.1. The Iowa Jobs Training Program (260F) Application for Assistance, as submitted by the Community College in behalf of the Employer, and as approved by the Iowa Economic Development Authority, shall be incorporated as an integral part of this Contract. The "Project", as defined by the Application, shall consist of the program services and costs of services to be provided, the number of employees to be trained, the beginning and ending dates of training, the stated budget, and any other provisions specified in the Application.

Section 2.2. The Community College agrees to provide the program services within the constraints of funds awarded and released to the Project by the Economic Development Authority. It is understood and agreed that the Employer and the Community College will cooperate in the coordination and programming of the specific expenditures and operation of the Project within the guidelines set out by the approved application.

Section 2.3. Iowa Code section 84A.5 requires the Economic Development Authority to report to the Iowa General Assembly the impact of training provided by this Program on the wages of employees who receive training. This information is obtained by matching social security numbers of trainees with State income records. The Employer therefore agrees to provide the social security number of each employee who receives training under this contract.

Section 2.4. The Employer agrees to complete Performance Report, Form 260F-5, at the completion of training to evaluate the initial impact of training on the Business' operations. The Employer also agrees to complete a follow-up report one year after the completion of training to determine whether the Business' initial objectives for training were met.

Section 2.5. It is understood by the Community College and the Employer that should project funds not be available or received from the Economic Development Authority within a reasonable period of time, this Contract shall be terminated by mutual agreement of the parties. In any event, the Employer shall pay all administrative and legal costs associated with this Project which have been incurred by the Community College.

ARTICLE III PAYMENT AND SECURITY

Section 3.1. The Community College shall create a fund to deposit monies awarded to the Project by the Economic Development Authority (IEDA). Funds awarded by IEDA shall be known as the Project Award. Interest earned on the fund shall be refunded to the State if not used by the Community College in accordance with Iowa Administrative Code Chapter 261.

Section 3.2. The Employer and the Community College agree that the Project Award, in the amount of 25,000, is issued by IEDA as a forgivable loan and shall not be required to be repaid by the Employer unless an event of default has occurred. Events of default and associated penalties are specified in Article VI of this Contract. The Community College and the Economic Development Authority shall determine whether an event of default has occurred.

ARTICLE IV CONTRACT MODIFICATION

Section 4.1. An Employer shall not modify any provision of this Contract without the prior written approval of the Community College.

Section 4.2. The Community College, with the written consent of the Employer, has the authority to modify all provisions of this Contract **except** modifications which result in a reduction of the number of employees to be trained or which significantly change the training program. The Community College is authorized to change the ending dates of the training project, training provider, or other minor modifications to the training program. A signed copy of the modification must be sent to IEDA.

Section 4.3. Modifications which result in a reduction of the number of employees to be trained or change the training program content must be approved by the Economic Development Authority, the Community College, and the Employer.

Section 4.4. This Contract shall not be modified in any way that would result in a violation of the "Act".

ARTICLE V EQUAL EMPLOYMENT OPPORTUNITY/AFFIRMATIVE ACTION REQUIREMENTS

Section 5.1. The employer shall comply with all federal, state, and local laws, rules, and executive orders, to insure that no applicant for employment or employee is discriminated against because of race, religion, color, age, sex, national origin, or disability.

Section 5.2. The employer shall provide state or federal agencies with appropriate reports as required to insure compliance with equal employment opportunity laws and regulations.

Section 5.3. The employer shall insure, to the maximum extent possible, that all authorized subcontractors comply with provisions of this section.

ARTICLE VI EVENTS OF DEFAULT

Section 6.1. Events of Default. Each of the following shall be an "event of default":

- (A) The Employer fails to complete the training project within the agreed period of time as specified in the training Contract. Such Employer shall be required to repay 20 percent of total project funds expended by the community college and the business.
- (B) The Employer fails to train the agreed number of employees as specified in the training Contract. Such Employer shall be required to repay a proportionate amount of total project funds expended by the community college and the Employer. The proportion shall be based on the number of employees not trained compared to the number of employees to have been trained.
- (C) If both (A) and (B) occur, both penalties shall apply.
- (D) The Employer fails to comply with any requirements contained in the training agreement. The Employer shall be sent written notice by the community college, which specifies the issue(s) of noncompliance and shall be allowed 20 days from the date notice is sent to effect a cure. If noncompliance is of such a nature that a cure cannot be reasonably accomplished within 20 days, the community college has the discretion to extend the period of cure to a maximum of 60 days.
- (E) The Employer ceases or announces the cessation of operations at the project site prior to completion of the training program.
- (F) The Employer directly or indirectly makes any false or misleading representations or warranties in the program application or training agreement, reports, or any other documents, which are provided, to the community college or IEDA.
- (G) The Employer acts in any manner contrary to, or fails to act in accordance with any provision of the training Contract.
- (H) An Employer takes corporate action to effect any of the preceding conditions of default.

Section 6.2. Whenever an event of default has occurred, further training or payments to the Employer shall be suspended.

Section 6.3. Whenever an event of default has occurred for reasons cited in ARTICLE VI, Section 6.1. (A-C), the Employer shall immediately pay to the Economic Development Authority the amount of penalty determined by the IEDA. The Employer shall also pay interest on the amount to be repaid at the rate of 6%. Interest shall accrue from the issuance date specified on the Project Award check.

Section 6.4. Whenever an event of default has occurred for reasons cited in ARTICLE VI, Section 6.1. (D-H), the Employer shall immediately pay to the Economic Development Authority the amount expended by the Employer and the Community College from the Project Award. The Employer shall also pay interest on the amount to be repaid at the rate of 6%. Interest shall accrue from the issuance date specified on the Project Award check.

Section 6.5. Whenever an event of default has occurred and is continuing, the Community College may take whatever action at law or in equity may appear necessary or desirable to collect the amounts then due or to enforce performance and observance of any other obligation or agreement of the Employer under this Contract.

Section 6.6. No remedy conferred upon or reserved to the Community College by this Contract is intended to be exclusive of any other available remedy or remedies, but each and every such remedy shall be cumulative and shall be in addition to every other remedy now or hereafter existing at law, in equity or by statute. No delay or omission to exercise any right or power accruing upon any default shall impair any such right or power or shall be construed to be a waiver thereof, but any such right and power may be exercised from time to time and as often as may be deemed expedient. In order to entitle the Community College to exercise any remedy reserved to it in this Article, it shall not be necessary to give any notice, other than such notice as may be expressly required herein.

Section 6.7. In the event any agreement contained in this Contract should be breached by either party and thereafter waived by the other party, such waiver shall be limited to the particular breach so waived and shall not be deemed to waive any other breach hereunder.

Section 6.8. As required by Iowa Administrative Code, Chapter F, any payments required to be made by the Employer to the Economic Development Authority are a lien upon the Employer's property until paid and have equal precedence with ordinary taxes and shall not be divested by a judicial sale. Property subject to the lien may be sold for sums due and delinquent at a tax sale, with the same forfeitures, penalties, and consequences as for the nonpayment of ordinary taxes. The purchaser at tax sale obtains the property subject to the remaining payments.

Section 6.9. Whenever an event of default has occurred and is unresolved, the Community College shall assign this Contract to the Iowa Economic Development Authority for appropriate collection action.

ARTICLE VII MISCELLANEOUS

Section 7.1. All notices, requests or other communications hereunder shall be in writing and shall be deemed to be sufficiently given when mailed by registered or certified mail, postage prepaid, addressed to the appropriate address as follows:

Community College:	<u>Des Moines Area Community College</u>
	<u>2006 South Ankeny Boulevard</u>
	<u>Ankeny, IA 50023</u>
Employer:	<u>Loffredo Gardens</u>
	<u>4001 SW 63rd</u>
	<u>Des Moines, IA 50321</u>

The Employer and the Community College may, by notice given hereunder, designate any further or different addresses to which subsequent notices, requests or other communications shall be sent.

Section 7.2. All covenants, stipulations, obligations and agreements of the Community College contained in this Contract shall be effective to the extent authorized and permitted by applicable law. No such covenant, stipulation, obligation or agreement shall be deemed to be a covenant, stipulation, obligation or agreement of any present or future member, officer, agent or employee of the Community College or the Board of Directors other than in his official capacity, and neither the members of the Board of Directors nor any official executing this Contract shall be

liable personally or be subject to any personal liability or accountability by reason of the covenants, stipulations, obligations or agreements of the Community College contained in this Contract.

Section 7.3. This Contract shall benefit of and be binding in accordance with its terms upon the Community College, the Employer and their respective permitted successors and assigns. This Contract may not be assigned by the Employer without the express written consent of the Community College and may not be assigned by the Community College except as may be necessary to enforce or secure payment due resulting from an event of default.

Section 7.4. This Contract may be executed in any number of counterparts, each of which shall be regarded as an original and all of which shall constitute but one and the same instrument.

Section 7.5. If any provision of this Contract, or any covenant, stipulation, obligation, agreement, act, or action, or part thereof made, assumed, entered into or taken thereunder or any application thereof, is for any reason held to be illegal or invalid, such illegality or invalidity shall not affect any other provision or any other covenant, stipulation, obligation, agreement, act or action or part thereof, made, assumed, entered into, or taken, each of which shall be construed and enforced as if such illegal or invalid portion were not contained herein. Nor shall illegality of any application thereof affect any legal and valid application thereof, and each such provision, covenant, stipulation, obligation, agreement, act, or action, or part thereof shall be deemed to be effective, operative, made, entered into or taken in the manner and to the full extent permitted by law.

Section 7.6. This Contract shall be governed exclusively by and construed in accordance with the laws of the State of Iowa.

IN WITNESS WHEREOF, the Community College and the Employer have caused this Contract to be duly executed all as of the date hereinabove written.

Des Moines Area Community College

Community College

Authorized Signature

Joe Hage, Board President

Type Name and Title

2006 South Ankeny Blvd.

Ankeny, IA 50023

Address

6-12-17

Date

Loffredo Gardens

Business

Authorized Signature

Michael Vilez, Human Resources Manager

Type Name and Title

mvilez@loffredo.com

Email Address

4001 SW 63rd St.

Des Moines, IA 50321

Address

02/15/2017

Date

260F-4 (03/00)

Approved as to Form 08/26/96 by DMACC General Counsel

**Training Plan and Budget
For Loffredo Gardens
260F Project #2**

The following Training Plan reflects the expected training activities for Loffredo Gardens. The company will participate in some, if not all, of the following activities: Smith system training, HR Pro-Act training, warehouse mgmt. training and industry conferences.

The company will document the names and social security numbers of the employees who receive training, and will keep track of specific training received by each employee. All records of training documentation to support the expenditures will be kept according to the categories shown below. They will be submitted for reimbursement as the training progresses. This training plan has been designed by Loffredo Gardens staff with assistance from a DMACC Training Consultant. The Training Plan and Budget are as follows.

	Cost	260F Cost
I. Job Skill Training	29,650	21,250
Smith System		
HR Pro-Act		
Warehouse Mgmt		
Industry conferences		
II. Management/Supervisory Skills	0	0
III. Materials and Supplies	0	0
IV. Administrative Costs	\$ 3,750	\$3,750
DMACC will help the company monitor the activity for the duration of the contract to assure that the training objectives are met.		
Total	\$33,400.00	\$25,000

The training began 11/30/16 with completion anticipated by 11/30/18. Upon receipt of proper documentation and reimbursement to all providers of training and training that meets guidelines of 260F, DMACC and this training plan will be made on an applied for basis.

The company will train at least 78 unduplicated employees and will show, at the completion of the contract, \$8,400 in-kind cash match. This match will be linked to the training as outlined in this plan.

Des Moines, Iowa
June 12, 2017

The Board of Directors of the Des Moines Area Community College met in regular session on the 12th day of June, 2017, at 4:00 p.m., at the Urban Campus of the College in Des Moines, Iowa. The meeting was called to order and there were present the following named Board Members:

<u>Name</u>	<u>Present</u>	<u>Absent</u>
Joseph Pugel, President	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Kevin Halterman	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Felix Gallagher	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Madelyn Tursi	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Buie	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Greiner	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Cheryl Langston	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Jim Knott	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Dennis Presnall	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Matters were discussed concerning a Retraining Agreement between the College and The Patrick Riley L.L.C. d/b/a Rainbow International of South Central Iowa. Following a discussion of the proposal by the Board, there was introduced and caused to be read a resolution entitled, "A Resolution Approving the Form and Content and Execution and Delivery of a Retraining Agreement between the College and The Patrick Riley L.L.C. d/b/a Rainbow International of South Central Iowa." The resolution was moved and seconded as follows, and after due consideration of the resolution by the Board, the President put the question on the motion and, the roll being called, the following named Board Members voted:

<u>Name</u>	<u>Moved</u>	<u>Seconded</u>	<u>Aye</u>	<u>Nay</u>
Joseph Pugel	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Kevin Halterman	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Felix Gallagher	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Madelyn Tursi	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Buie	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fred Greiner	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cheryl Langston	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Jim Knott	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Dennis Presnall	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>


Whereupon, the President declared said resolution, a copy of which is attached hereto, duly adopted and signed his approval thereto.

* * * * *



PRESIDENT OF THE BOARD OF
DIRECTORS

Attest:



Secretary of the Board of Directors

RESOLUTION

A RESOLUTION APPROVING THE FORM AND CONTENT AND EXECUTION AND DELIVERY OF A RETRAINING AGREEMENT BETWEEN THE COLLEGE AND THE PATRICK RILEY L.L.C. D/B/A RAINBOW INTERNATIONAL OF SOUTH CENTRAL IOWA.

WHEREAS, Des Moines Area Community College (hereinafter referred to as the "College"), is an area community college and a body politic organized and existing under the laws of the State of Iowa, and is authorized and empowered by Chapter 260F of the Code of Iowa, as amended (hereinafter referred to as the "Act"), to provide a "Jobs Training Program" as that term is defined in the Act, including the program costs, the purpose of which is to provide retraining of existing workers for a business within the State of Iowa (the "State") in order to improve the economic welfare of the residents of the State, and is authorized under the Act to pay the costs of such a program from funds allocated for such purpose by the Iowa Department of Economic Development under Section 260F.6 of the Act; and

WHEREAS, the College has undertaken negotiations with respect to a Jobs Training Program with The Patrick Riley L.L.C. d/b/a Rainbow International of South Central Iowa (the "Company"), pursuant to the provisions of the Act for the purpose of establishing a jobs training program (hereinafter referred to as the "Project") to retrain workers at the Company at its facilities located in the merged area served by the College, which Project will be beneficial to the Company and the College; and

WHEREAS, the College has received an allocation (the "Fund Advance") under Section 260F.6 of the Act in order to defray all or a portion of the cost of the Project, including necessary expenses incidental thereto, in the amount of \$25,000; and

WHEREAS, a Retraining Agreement, in the form and with the contents set forth in Exhibit "A" attached hereto, has been negotiated by the College under the terms of which the College agrees, subject to the provisions of such Agreement, to provide a Jobs Training Program for the Company;

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF DES MOINES AREA COMMUNITY COLLEGE, AS FOLLOWS:

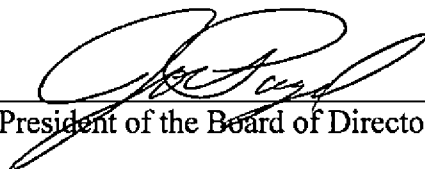
Section 1. That the Retraining Agreement, in the form and with the contents set forth in Exhibit "A" attached hereto, be and the same is hereby approved and the President of the Board of Directors is hereby authorized to execute said Retraining Agreement, and the Secretary of the Board of Directors is hereby authorized to attest the same, said Retraining Agreement, which constitutes and is hereby made a part of this Resolution, to be in substantially the form, text and containing the provisions set forth in Exhibit "A" attached hereto with such changes therein as the officers executing such Retraining Agreement shall approve, such approval to be conclusively evidenced by the execution thereof.

Section 2. That the form of resolution required by the Iowa Economic Development Authority (the "Authority") is hereby approved and the officers of the College are authorized to file such resolution in accordance with the requirements of the Authority.

Section 3. That officials of the College are hereby authorized to take such further action as may be necessary to carry out the intent and purpose of this Resolution.

Section 4. That all resolutions and parts thereof in conflict herewith are hereby repealed to the extent of such conflict.

Passed and approved this 12th day of June, 2017.



President of the Board of Directors

ATTEST:

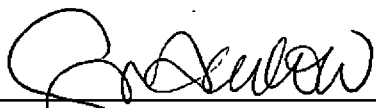


Secretary of the Board of Directors

STATE OF IOWA)
) ss
COUNTY OF POLK)

I, Carolyn Farlow, Secretary of the Board of Directors of the Des Moines Area Community College, do hereby certify that I have in my possession or have access to the complete corporate records of said College and of its Board of Directors and officers; and that I have carefully compared the transcript hereto attached with the aforesaid corporate records and that said transcript hereto attached is a true, correct and complete copy of all of the corporate records showing the action taken with respect to the matters set forth therein by the Board of Directors of said College on June 12, 2017, which proceedings remain in full force and effect, and have not been amended or rescinded in any way; that such meeting was duly and publicly held in accordance with the Notice of Meeting and tentative agenda, a copy of which was timely served on each member of the Board of Directors and posted on a bulletin board or other prominent place easily accessible to the public and clearly designated for that purpose at the principal office of the Board of Directors (a copy of the face sheet of said agenda being attached hereto) pursuant to the rules of the Board of Directors and the provisions of Chapter 21, Code of Iowa, as amended, upon reasonable advance notice to the public and media at least twenty-four (24) hours prior to the commencement of the meeting as required by said law and with members of the public in attendance. I further certify that the individuals named in the attached proceedings were on the date thereof duly and lawfully possessed of their respective offices as indicated therein, that no Board of Directors vacancies existed except as may be stated in said proceedings, and that no controversy or litigation is pending, prayed or threatened involving the organization, existence or boundaries of the College or the right of the individuals named therein as officers to their respective positions.

WITNESS my hand hereto affixed this 12th day of June, 2017.



SECRETARY OF THE BOARD OF
DIRECTORS

IOWA JOBS TRAINING PROGRAM (260F)
REQUEST FOR RELEASE OF FUNDS

20170310135714

Project Loan ID Number Form Approval Letter

Des Moines Area Community College

Community College

The Patrick Riley L.L.C dba Rainbow International of
South Central Iowa

Business

Aaron Chittenden

College Contact Person

304 E. Madison Street, Winterset, IA 50273

Business Location

The above-referenced Community College and Business have agreed to implement an Iowa Jobs Training Program (260F) training project to provide job training to employees of the Business. A **Training Contract**, Form 260F-4, has been finalized and signed by authorized representatives of the Community College and the Business.

The Iowa Economic Development Authority is therefore requested to allocate \$ 25,000 to
and this project.


Authorized Signature

6-12-17
Date

Approved for allocation by the Iowa Economic Development Authority:

Authorized Signature

Date

IMPORTANT!

This form must be uploaded with a copy of the **Training Contract** to the Iowa Economic Development Authority 260F data system.

IOWA JOBS TRAINING PROGRAM (260F) TRAINING CONTRACT

This Iowa Jobs Training Program TRAINING CONTRACT (the "Contract"), effective as of _____ between Des Moines Area Community College, Ankeny, Iowa, (the "Community College" and its location), and The Patrick Riley, L.L.C. dba Rainbow International of South Central Iowa, Winterset, IA, (the "Employer" and its location), is entered into under the following circumstances:

- A. Pursuant to Chapter 260F of the Code of Iowa (the "Act"), the Community College enters into this Contract with the Employer for purposes of establishing a training program to educate and train certain persons employed by the Employer.
- B. The Community College and the Employer each have full right and lawful authority to enter into this Contract and to perform and monitor the provisions of this Contract as they apply respectively to the Community College and the Employer.

NOW, THEREFORE, in consideration of the premises and the mutual representations and agreements herein contained, the parties agree as follows:

ARTICLE I REPRESENTATIONS

Section 1.1. Representations of the Community College. The Community College represents and covenants that:

- (A) It is duly organized and validly existing under the laws of the State of Iowa;
- (B) It is not in violation of or in conflict with any provisions of the laws of the State, which would impair its ability to carry out its obligations hereunder;
- (C) It is empowered to enter into the transactions contemplated by this Contract; and
- (D) It will do all things in its power required to maintain its existence or assure the assumption of its obligations hereunder by any successor public body.

Section 1.2. Representations and Covenants of the Employer. The Employer represents and covenants that:

- (A) It is a business duly qualified to do business in Iowa;
- (B) It has full power to execute, deliver, and perform this Contract and all other instruments given by the Employer to secure its performance and to enter into and carry out the transactions contemplated herein. Such execution, delivery, and performance are not in contravention of law or the Employer's articles of incorporation, by-laws or any indenture, agreement, mortgage, lease, undertaking, or any other restriction, obligation or instrument to which the Employer is a party or by which it is bound. This Contract has by proper action been duly authorized, executed, and delivered by the Employer and all steps necessary have been taken to constitute this Contract as a valid and binding obligation of the Employer.

- (C) There is no threatened, pending, or actual litigation or proceeding against the Employer or any other person which affects, in any manner whatsoever, the right of the Employer to execute the Contract or to otherwise comply with its obligations contained in the Contract.
- (D) The Employer is engaged in interstate or intrastate commerce for the purpose of manufacturing, processing, or assembling products or conducting research and development; OR, provides services and has customers outside of Iowa.
- (E) The employer, within the 36 month period prior to the date of this application, did not close or reduce its employment base by more than 20 percent at any of its other business sites in Iowa in order to relocate substantially the same operation to another area of the state.
- (F) The employer is not currently involved in a strike, lockout, or other labor dispute at any of its business sites in Iowa.
- (G) Persons to receive training under this Contract are current employees of the employer for which the employer pays state withholding tax.
- (H) Employees to receive training are not replacement workers who were hired as a result of a strike, lockout, or other labor dispute.
- (I) The employer is an equal opportunity employer which complies with all local, state, and federal affirmative action requirements.

ARTICLE II PROJECT; PROGRAM SERVICES; FEES

Section 2.1. The Iowa Jobs Training Program (260F) Application for Assistance, as submitted by the Community College in behalf of the Employer, and as approved by the Iowa Economic Development Authority, shall be incorporated as an integral part of this Contract. The "Project", as defined by the Application, shall consist of the program services and costs of services to be provided, the number of employees to be trained, the beginning and ending dates of training, the stated budget, and any other provisions specified in the Application.

Section 2.2. The Community College agrees to provide the program services within the constraints of funds awarded and released to the Project by the Economic Development Authority. It is understood and agreed that the Employer and the Community College will cooperate in the coordination and programming of the specific expenditures and operation of the Project within the guidelines set out by the approved application.

Section 2.3. Iowa Code section 84A.5 requires the Economic Development Authority to report to the Iowa General Assembly the impact of training provided by this Program on the wages of employees who receive training. This information is obtained by matching social security numbers of trainees with State income records. The Employer therefore agrees to provide the social security number of each employee who receives training under this contract.

Section 2.4. The Employer agrees to complete Performance Report, Form 260F-5, at the completion of training to evaluate the initial impact of training on the Business' operations. The Employer also agrees to complete a follow-up report one year after the completion of training to determine whether the Business' initial objectives for training were met.

Section 2.5. It is understood by the Community College and the Employer that should project funds not be available or received from the Economic Development Authority within a reasonable period of time, this Contract shall be terminated by mutual agreement of the parties. In any event, the Employer shall pay all administrative and legal costs associated with this Project which have been incurred by the Community College.

ARTICLE III PAYMENT AND SECURITY

Section 3.1. The Community College shall create a fund to deposit monies awarded to the Project by the Economic Development Authority (IEDA). Funds awarded by IEDA shall be known as the Project Award. Interest earned on the fund shall be refunded to the State if not used by the Community College in accordance with Iowa Administrative Code Chapter 261.

Section 3.2. The Employer and the Community College agree that the Project Award, in the amount of \$25,000, is issued by IEDA as a forgivable loan and shall not be required to be repaid by the Employer unless an event of default has occurred. Events of default and associated penalties are specified in Article VI of this Contract. The Community College and the Economic Development Authority shall determine whether an event of default has occurred.

ARTICLE IV CONTRACT MODIFICATION

Section 4.1. An Employer shall not modify any provision of this Contract without the prior written approval of the Community College.

Section 4.2. The Community College, with the written consent of the Employer, has the authority to modify all provisions of this Contract **except** modifications which result in a reduction of the number of employees to be trained or which significantly change the training program. The Community College is authorized to change the ending dates of the training project, training provider, or other minor modifications to the training program. A signed copy of the modification must be sent to IEDA.

Section 4.3. Modifications which result in a reduction of the number of employees to be trained or change the training program content must be approved by the Economic Development Authority, the Community College, and the Employer.

Section 4.4. This Contract shall not be modified in any way that would result in a violation of the "Act".

ARTICLE V EQUAL EMPLOYMENT OPPORTUNITY/AFFIRMATIVE ACTION REQUIREMENTS

Section 5.1. The employer shall comply with all federal, state, and local laws, rules, and executive orders, to insure that no applicant for employment or employee is discriminated against because of race, religion, color, age, sex, national origin, or disability.

Section 5.2. The employer shall provide state or federal agencies with appropriate reports as required to insure compliance with equal employment opportunity laws and regulations.

Section 5.3. The employer shall insure, to the maximum extent possible, that all authorized subcontractors comply with provisions of this section.

ARTICLE VI EVENTS OF DEFAULT

Section 6.1. Events of Default. Each of the following shall be an "event of default":

- (A) The Employer fails to complete the training project within the agreed period of time as specified in the training Contract. Such Employer shall be required to repay 20 percent of total project funds expended by the community college and the business.
- (B) The Employer fails to train the agreed number of employees as specified in the training Contract. Such Employer shall be required to repay a proportionate amount of total project funds expended by the community college and the Employer. The proportion shall be based on the number of employees not trained compared to the number of employees to have been trained.
- (C) If both (A) and (B) occur, both penalties shall apply.
- (D) The Employer fails to comply with any requirements contained in the training agreement. The Employer shall be sent written notice by the community college, which specifies the issue(s) of noncompliance and shall be allowed 20 days from the date notice is sent to effect a cure. If noncompliance is of such a nature that a cure cannot be reasonably accomplished within 20 days, the community college has the discretion to extend the period of cure to a maximum of 60 days.
- (E) The Employer ceases or announces the cessation of operations at the project site prior to completion of the training program.
- (F) The Employer directly or indirectly makes any false or misleading representations or warranties in the program application or training agreement, reports, or any other documents, which are provided, to the community college or IEDA.
- (G) The Employer acts in any manner contrary to, or fails to act in accordance with any provision of the training Contract.
- (H) An Employer takes corporate action to effect any of the preceding conditions of default.

Section 6.2. Whenever an event of default has occurred, further training or payments to the Employer shall be suspended.

Section 6.3. Whenever an event of default has occurred for reasons cited in ARTICLE VI, Section 6.1. (A-C), the Employer shall immediately pay to the Economic Development Authority the amount of penalty determined by the IEDA. The Employer shall also pay interest on the amount to be repaid at the rate of 6%. Interest shall accrue from the issuance date specified on the Project Award check.

Section 6.4. Whenever an event of default has occurred for reasons cited in ARTICLE VI, Section 6.1. (D-H), the Employer shall immediately pay to the Economic Development Authority the amount expended by the Employer and the Community College from the Project Award. The Employer shall also pay interest on the amount to be repaid at the rate of 6%. Interest shall accrue from the issuance date specified on the Project Award check.

Section 6.5. Whenever an event of default has occurred and is continuing, the Community College may take whatever action at law or in equity may appear necessary or desirable to collect the amounts then due or to enforce performance and observance of any other obligation or agreement of the Employer under this Contract.

Section 6.6. No remedy conferred upon or reserved to the Community College by this Contract is intended to be exclusive of any other available remedy or remedies, but each and every such remedy shall be cumulative and shall be in addition to every other remedy now or hereafter existing at law, in equity or by statute. No delay or omission to exercise any right or power accruing upon any default shall impair any such right or power or shall be construed to be a waiver thereof, but any such right and power may be exercised from time to time and as often as may be deemed expedient. In order to entitle the Community College to exercise any remedy reserved to it in this Article, it shall not be necessary to give any notice, other than such notice as may be expressly required herein.

Section 6.7. In the event any agreement contained in this Contract should be breached by either party and thereafter waived by the other party, such waiver shall be limited to the particular breach so waived and shall not be deemed to waive any other breach hereunder.

Section 6.8. As required by Iowa Administrative Code, Chapter F, any payments required to be made by the Employer to the Economic Development Authority are a lien upon the Employer's property until paid and have equal precedence with ordinary taxes and shall not be divested by a judicial sale. Property subject to the lien may be sold for sums due and delinquent at a tax sale, with the same forfeitures, penalties, and consequences as for the nonpayment of ordinary taxes. The purchaser at tax sale obtains the property subject to the remaining payments.

Section 6.9. Whenever an event of default has occurred and is unresolved, the Community College shall assign this Contract to the Iowa Economic Development Authority for appropriate collection action.

ARTICLE VII MISCELLANEOUS

Section 7.1. All notices, requests or other communications hereunder shall be in writing and shall be deemed to be sufficiently given when mailed by registered or certified mail, postage prepaid, addressed to the appropriate address as follows:

Community College: Des Moines Area Community College

2006 South Ankeny Boulevard

Ankeny, IA 50023

Employer: The Patrick Riley L.L.C dba Rainbow International of South Central Iowa

304 E. Madison Street

Winterset, IA 50273

The Employer and the Community College may, by notice given hereunder, designate any further or different addresses to which subsequent notices, requests or other communications shall be sent.

Section 7.2. All covenants, stipulations, obligations and agreements of the Community College contained in this Contract shall be effective to the extent authorized and permitted by applicable law. No such covenant, stipulation, obligation or agreement shall be deemed to be a covenant, stipulation, obligation or agreement of any present or future member, officer, agent or employee of the Community College or the Board of Directors other than in his official capacity, and neither the members of the Board of Directors nor any official executing this Contract shall be

liable personally or be subject to any personal liability or accountability by reason of the covenants, stipulations, obligations or agreements of the Community College contained in this Contract.

Section 7.3. This Contract shall benefit of and be binding in accordance with its terms upon the Community College, the Employer and their respective permitted successors and assigns. This Contract may not be assigned by the Employer without the express written consent of the Community College and may not be assigned by the Community College except as may be necessary to enforce or secure payment due resulting from an event of default.

Section 7.4. This Contract may be executed in any number of counterparts, each of which shall be regarded as an original and all of which shall constitute but one and the same instrument.

Section 7.5. If any provision of this Contract, or any covenant, stipulation, obligation, agreement, act, or action, or part thereof made, assumed, entered into or taken thereunder or any application thereof, is for any reason held to be illegal or invalid, such illegality or invalidity shall not affect any other provision or any other covenant, stipulation, obligation, agreement, act or action or part thereof, made, assumed, entered into, or taken, each of which shall be construed and enforced as if such illegal or invalid portion were not contained herein. Nor shall illegality of any application thereof affect any legal and valid application thereof, and each such provision, covenant, stipulation, obligation, agreement, act, or action, or part thereof shall be deemed to be effective, operative, made, entered into or taken in the manner and to the full extent permitted by law.

Section 7.6. This Contract shall be governed exclusively by and construed in accordance with the laws of the State of Iowa.

IN WITNESS WHEREOF, the Community College and the Employer have caused this Contract to be duly executed all as of the date hereinabove written.

Des Moines Area Community College

The Patrick Riley L.L.C dba Rainbow
International of South Central Iowa
Business

Community College

Authorized Signature

Joe Pugh Board President

Type Name and Title

Pat Riley

Authorized Signature

Pat Riley - President

Type Name and Title

pat@rainbowofsci.com

Email Address

2006 South Ankeny Blvd.

304 E Madison St

Ankeny, IA 50023

Address

Winterset, IA 50273

Address

6-12-17

Date

5/10/17

Date

~~Signature~~

260F-4 (03/00)

Approved as to Form 08/26/96 by DMACC General Counsel

260F Training Contract.doc

**Training Plan and Budget
For
260F Project**

The following Training Plan reflects the expected training activities for Rainbow International. The company will participate in some, if not all, of the following activities.

The company will document the names and social security numbers of the employees who receive training, and will keep track of specific training received by each employee. All records of training documentation to support the expenditures will be kept according to the categories shown below. They will be submitted for reimbursement as the training progresses. This training plan has been designed by Rainbow International staff with assistance from a DMACC Training Consultant. The Training Plan and Budget are as follows.

	Cost	260F Cost
I. Job Skill Training	\$1,000	\$0
Safety Training – OSHA 10, Asbestos handling, lead paint handling.		
II. Management/Supervisory Skills	\$28,650	\$20,552
Entrepreneurial Operating System (EOS) for the employees to develop their leadership skills and operate the business more effectively. See Attachment describing EOS.		
III. Materials and Supplies	\$0	\$0
IV. Administrative Costs	\$ 4,448	\$4,448
DMACC will help the company monitor the activity for the duration of the contract to assure that the training objectives are met.		
Total	\$34,098	\$25,000

The training began 12/21/16__ with completion anticipated by 12/21/18__. Upon receipt of proper documentation and reimbursement to all providers of training and training that meets guidelines of 260F, DMACC and this training plan will be made on an applied for basis.

The company will train at least _11_ unduplicated employees and will show, at the completion of the contract, \$9,098 in-kind cash match. This match will be linked to the training as outlined in this plan.

Day 1- EOS Focus Day with Accountability Chart

Overview:

This training will focus on understanding what you need to do when you feel like you are hitting the ceiling and introduces the 5 leadership abilities. The training helps the organization create understand and clear accountabilities within each role of the organization. The training goes on to create and understanding and application for establishing and accomplishing key priorities (rocks). Once the 5 leadership abilities are in place, a clear accountability is established and priorities are in place, then the L10 meeting is introduced to help students ensure that they are on track and meeting their priorities.

Objectives:

- 1- Create / understand the Hitting the Ceiling and the 5 Leadership Abilities
- 2- Create / understand the use of an Accountability Chart
- 3- Create / understand the use of Rocks (priority setting)
- 4- Create / understand the leadership L10 meetings

Agenda:

- 1- Create / understand the Hitting the Ceiling and the 5 Leadership Abilities
 - a. What does "hitting the ceiling" mean
 - b. Understanding the 5 leadership abilities: simplify, delegate, predict, systemize, structure
 - c. Clearly understand how to use these concepts within the roles / responsibilities of the student.
- 2- Create / understand the use of an Accountability Chart
 - a. Understanding Sales, Operations and Finance
 - b. Difference between and integrator and a visionary
 - c. Building the accountability chart structure
 - d. Create right people / right seats using the people analyzer tool
3. Create / understand the use of Rocks (priority setting)
 - a. Understand the importance of priority setting
 - b. Understand the importance of living in the 90 day world
 - c. Understand how to identify priorities
 - d. Learn / Understand how to right SMART Rocks
4. Create / understand the leadership L10 meetings
 - a. Understand the importance of the L10 weekly meeting
 - b. Learn how to work through the L10 meeting process
 - c. Learn how to clarify and Solve Issues through the IDS process.

Day 2 - Vision Building I with Scorecard Training

Overview:

This training continues after the Focus Day to further reinforce the tools of Accountability Chart, Rocks, and L10 Meetings. It continues to the first cut of the organization's weekly scorecard and understanding the importance of measures. The student learns the importance of discovering core values as the basis for culture and in defining the right people. The student learns and helps create the core focus for the organization and why it is important for laser-like focus and in keeping things on track and making progress. The student then learns why it is important to have an ambitious 10-year target and how having one aligns our energy.

Objectives:

- 1- Reinforce the use of the Accountability Chart, Rocks and leadership L10 meetings
- 2- Create / understand the use of the weekly Scorecard
- 3- Create / understand the importance of Core Values
- 4- Create / understand the importance of Core Focus
- 5- Create a vision of the 10 Year Target.

Agenda:

- 1- Reinforce the use of the Accountability Chart, Rocks and leadership L10 meetings
 - a. Mastery = Understanding + Execution
 - b. We review / refine the Accountability Chart, Check in on Rocks and L10 Meetings
 - c. We learn, clarify, adjust the tools with benefit of temporal spread
- 2- Create / understand the use of the weekly Scorecard
 - a. Understand the importance of measures in shaping behavior
 - b. Understand the difference between leading and lagging indicators
 - c. Create the first cut of the weekly scorecard that provides the pulse for the business
- 3- Create / understand the importance of Core Values
 - a. Understand the importance of Core Values as foundation for culture
 - b. Understand how core values shape behavior and helps us get more "right people"
 - c. Create the first cut of the core values and assign the core values speech
- 4- Create / understand the importance of Core Focus
 - a. Understand the importance of Core Focus as a filter for opportunities
 - b. Understand how core focus shapes our behavior and focus
 - c. Create the first cut of the core focus with purpose, cause, or passion AND niche
- 5- Create a vision of the 10 Year Target.
 - a. Understand the importance of the 10-Year Target
 - b. Understand how the 10-year target shapes our energy towards the future
 - c. Create the first cut of the 10-year target as the big, hairy, audacious, goal.

Day 3- Vision Building II with V/TO

Overview:

This training continues after Vision Building I to further reinforce the tools of Accountability Chart, Rocks, and L10 Meetings. We review / revise the core values, core focus and core target for the organization. We then learn how to create the market strategy for the organization focusing on target market definition, uniques, proven process and guarantees. Once this is set, we learn and create the 3 year picture that sets the near future vision. Once the 3 year picture is set, we bring it down to the ground and learn how to and create a 1 year plan. We use the 1 year plan to prioritize the actions for the next 90 days. We identify and solve a few key issues.

Objectives:

- 1- Reinforce the use of the Accountability Chart, Scorecard, Rocks L10 meetings
- 2- Reinforce importance of Core Values, Core Focus & 10 Yr Target
- 3- Create / understand the importance of a Market Strategy
- 4- Create / understand the importance of the 3 year Picture
- 5- Create / understand the 1 Year Plan
- 6- Create a new set of Rocks for the next quarter
- 7- Learn and Solve Key Company Issues with the IDS Process

Agenda:

- 1- Reinforce the use of the Accountability Chart, Scorecard, Rocks and L10 meetings
 - a. Review the accountability chart, scorecard, and L10 meeting
 - b. Revise the accountability chart, scorecard, and L10 meeting
 - c. Finalize the accountability chart, scorecard, and L10 meeting
- 2- Reinforce importance of Core Values, Core Focus & 10 Yr Target
 - a. Review the Core Values, Core Focus and 10 Year Target
 - b. Create the Core Values, Core Focus and 10 Year Target
 - c. Finalize the Core Values, Core Focus and 10 Year Target
- 3- Create / understand the importance of a Market Strategy
 - a. Learn the importance of target market, uniques, proven process and guarantee
 - b. Create the target market, uniques, proven process and guarantee
 - c. Learn to apply the target market, uniques, proven process and guarantee
- 4- Create / understand the importance of the 3 year Picture
 - a. Review the importance of the 3 year picture - financials, measurables, goals
 - b. Create the 3 year picture - financials, measurables, goals
 - c. Finalize the 3 year picture - financials, measurables, goals
- 5- Create / understand the 1 Year Plan
 - a. Review the importance of the 1 year plan – financials, measurables, goals
 - b. Create the 1 year plan– financials, measurables, goals
 - c. Finalize the 1 year plan– financials, measurables, goals
- 6- Create a new set of Rocks for the next quarter
 - a. Review the importance of the quarterly rock setting – financials, measurables, rocks

- b. Create the quarterly rock setting – financials, measurables, rocks
- c. Finalize the quarterly rock setting – financials, measurables, rocks
- 7- Learn and Solve Key Company Issues with the IDS Process
 - a. List and Prioritize Important Issues blocking growth and profitability
 - b. Learn How to Identify Issues to the “Root Cause”
 - c. Learn How to Discuss Issues Without Politicking
 - d. Use the IDS tool to Learn and Solve key Issues and improve productivity

Day 4 - 1st Quarterly with LMA & People

Overview:

This training continues every 90 days as we set a pulse for the learning and the application of key principles to increase productivity and results. In this quarterly session, we review past performance to hone our ability to predict future performance. We use the new insights to predict the next 90 days and set new goals for financial measures, operational measures and action priorities. In this quarterly, we focus on all things "people" with the understanding and application of what Leadership + Management = Accountability, the people analyzer and the 5-5-5 performance evaluation work. We close the session with the root cause analysis of key issues, and apply techniques to remove obstacles and barriers to better productivity / performance.

Objectives:

- 1- Gain feedback on past performance to predict future performance
- 2- Develop the Ability to Predict the 3-5 Most Important Rocks for the Next Quarter
- 3- Learn the importance of Leadership + Management = Accountability & People Systems
- 4- Learn and Solve Key Company Issues with the IDS Process

Agenda:

- 1- Gain feedback on past performance to predict future performance
 - a. Review / Analyze / Assess Key Financial Measures
 - b. Review / Analyze / Assess Key Operational Measures
 - c. Review / Analyze / Assess Performance on Rocks
 - d. Use Feedback to Learn & Improve Leadership Performance
- 2- Develop the Ability to Predict the 3-5 Most Important Rocks for the Next Quarter
 - a. Review Key Financial Measures
 - b. Review Key Operational Measures
 - c. Review the Issues List
 - d. Review Annual Goals and 3 Year Picture
 - e. Discuss & Make Predictions for the Next 90 Days
 - f. Set Rocks for the Next 90 Days
- 3- Learn the importance of Leadership + Management = Accountability & People Systems
 - a. Understanding the 5 principles of leaderships and management
 - b. Take the leadership/management questionnaire and Learn how to turn "no" to "yes"
 - c. Learn to apply the people analyzer & 5-5-5 in performance evaluation / improvement
 - d. Apply the learning to be better leaders and better managers
- 4- Learn and Solve Key Company Issues with the IDS Process
 - a. List and Prioritize Important Issues
 - b. Learn How to Identify Issues to the "Root Cause"
 - c. Learn How to Discuss Issues Without Politicking
 - d. Use the IDS tool to Learn and Solve key Issues and improve productivity

Day 5 - 2nd Quarterly with 8 Cash Flows

Overview:

This training continues every 90 days as we set a pulse for the learning and the application of key principles to increase productivity and results. In this quarterly session, we review past performance to hone our ability to predict future performance. We use the new insights to predict the next 90 days and set new goals for financial measures, operational measures and action priorities. In this quarterly, we focus on all things "profit" with the understanding and application of the 8 cash flow drivers and how they impact our goals, budgets and projections. We close the session with the root cause analysis of key issues, and apply techniques to remove obstacles and barriers to better productivity / performance.

Objectives:

- 1- Gain feedback on past performance to predict future performance
- 2- Develop the Ability to Predict the 3-5 Most Important Rocks for the Next Quarter
- 3- Learn & Apply the 8 Cash Flow Drivers
- 4- Learn and Solve Key Company Issues with the IDS Process

Agenda:

- 1- Gain feedback on past performance to predict future performance
 - a. Review / Analyze / Assess Key Financial Measures
 - b. Review / Analyze / Assess Key Operational Measures
 - c. Review / Analyze / Assess Performance on Rocks
 - d. Use Feedback to Learn & Improve Leadership Performance
- 2- Develop the Ability to Predict the 3-5 Most Important Rocks for the Next Quarter
 - a. Review Key Financial Measures
 - b. Review Key Operational Measures
 - c. Review the Issues List
 - d. Review Annual Goals and 3 Year Picture
 - e. Discuss & Make Predictions for the Next 90 Days
 - f. Set Rocks for the Next 90 Days
- 3- Learn & Apply the 8 Cash Flow Drivers??
 - a. Learn the 8 cash flow drivers concept
 - b. Identify the organization's unique cash flow drivers
 - c. Apply the organization's cash flow drivers to the business for better results
- 4- Learn and Solve Key Company Issues with the IDS Process
 - a. List and Prioritize Important Issues blocking growth and profitability
 - b. Learn How to Identify Issues to the "Root Cause"
 - c. Learn How to Discuss Issues Without Politicking
 - d. Use the IDS tool to Learn and Solve key Issues and improve productivity

Day 6 - 3rd Quarterly with the 3-Step Process Documenter

Overview:

This training continues every 90 days as we set a pulse for the learning and the application of key principles to increase productivity and results. In this quarterly session, we review past performance to hone our ability to predict future performance. We use the new insights to predict the next 90 days and set new goals for financial measures, operational measures and action priorities. In this quarterly, we focus on all things "process" with the understanding and application of the 3-step process documenter and the followed-by-all checklist to systemize/scale the business for profitability. We close the session with the root cause analysis of key issues, and apply techniques to remove obstacles and barriers to better productivity / performance.

Objectives:

- 1- Gain feedback on past performance to predict future performance
- 2- Develop the Ability to Predict the 3-5 Most Important Rocks for the Next Quarter
- 3- Learn & Apply the 3-Step Process Documenter and Core Processes
- 4- Learn and Solve Key Company Issues with the IDS Process

Agenda:

- 1- Gain feedback on past performance to predict future performance
 - a. Review / Analyze / Assess Key Financial Measures
 - b. Review / Analyze / Assess Key Operational Measures
 - c. Review / Analyze / Assess Performance on Rocks
 - d. Use Feedback to Learn & Improve Leadership Performance
- 2- Develop the Ability to Predict the 3-5 Most Important Rocks for the Next Quarter
 - a. Review Key Financial Measures
 - b. Review Key Operational Measures
 - c. Review the Issues List
 - d. Review Annual Goals and 3 Year Picture
 - e. Discuss & Make Predictions for the Next 90 Days
 - f. Set Rocks for the Next 90 Days
- 3- Learn & Apply the 3-Step Process Documenter and Core Processes
 - a. Learn the 3-step process documenter and followed-by-all checklist
 - b. Learn how to use the tools to document the 9-12 core processes
 - c. Apply the 3-step process documenter to document the core processes
 - d. Apply the followed-by-all checklist to ensure processes stay in place
- 4- Learn and Solve Key Company Issues with the IDS Process
 - a. List and Prioritize Important Issues blocking growth and profitability
 - b. Learn How to Identify Issues to the "Root Cause"
 - c. Learn How to Discuss Issues Without Politicking
 - d. Use the IDS tool to Learn and Solve key Issues and improve productivity

Day 7 & 8 - 1st Annual with 5 Dysfunctions

Overview:

This training continues every 90 days as we set a pulse for the learning and the application of key principles to increase productivity and results. In the annual session, we review past performance to hone our ability to predict future performance. We learn more about team health through Lencioni's 5 Dysfunctions of a Team and vulnerability-based trust. We create new and useful insights through the SWOT Analysis. We use the SWOT analysis to help us envision a 3-year picture and create 1-year plan. Once we have the 1-year plan, we use the new insights to predict the next 90 days and set new goals for financial measures, operational measures and action priorities. We close the session with the root cause analysis of key issues, and apply techniques to remove obstacles and barriers to better productivity / performance.

Objectives:

- 1- Gain feedback on past performance to predict future performance
- 2- Understand and apply Lencioni's 5 Dysfunctions for Team health / vulnerability-based trust
- 3- Create new and useful insights through the SWOT analysis
- 4- Create / understand the 3 year picture
- 5- Create / understand how to create a 1 year plan
- 6- Learn and Solve Key Company Issues with the IDS Process

Agenda:

- 1- Gain feedback on past performance to predict future performance
 - a. Review / Analyze / Assess Key Financial Measures
 - b. Review / Analyze / Assess Key Operational Measures
 - c. Review / Analyze / Assess Performance on Rocks
 - d. Use Feedback to Learn & Improve Leadership Performance
- 2- Understand and apply Lencioni's 5 Dysfunctions for Team health / vulnerability-based trust
 - a. Review Lencioni's 5 Dysfunctions of a Team
 - b. Understand the importance of vulnerability-based trust at the base of the pyramid
 - c. Apply the learning to improve team health through personal histories
 - d. Apply the learning to improve team health through the 1-thing exercise
- 3- Create new and useful insights through the SWOT analysis
 - a. Identify key organizational Strengths
 - b. Identify key organizational Weaknesses
 - c. Identify key organizational Opportunities
 - d. Identify key organizational Threats
 - e. Use / apply the SWOT learning / insights to validate/challenge organizational strategy
- 4- Create / understand the 3 year picture
 - a. Review the 3 year picture - financials, measurables, goals
 - b. Revise the 3 year picture - financials, measurables, goals
 - c. Finalize the 3 year picture - financials, measurables, goals

- 5- Create / understand how to create a 1 year plan
 - a. Review the 1 year plan - financials, measurables, goals
 - b. Revise the 1 year plan - financials, measurables, goals
 - c. Finalize the 1 year plan - financials, measurables, goals
- 6- Learn and Solve Key Company Issues with the IDS Process
 - a. List and Prioritize Important Issues blocking growth and profitability
 - b. Learn How to Identify Issues to the "Root Cause"
 - c. Learn How to Discuss Issues Without Politicking
 - d. Use the IDS tool to Learn and Solve key Issues and improve productivity

Day 9 – 4th Quarterly with Sales Department Improvement

Overview:

This training continues every 90 days as we set a pulse for the learning and the application of key principles to increase productivity and results. In this quarterly session, we review past performance to hone our ability to predict future performance. We use the new insights to predict the next 90 days and set new goals for financial measures, operational measures and action priorities. In this quarterly, we focus on all things "Sales" with the understanding and application of the sales department checkup and review / improvement of the sales core processes. We close the session with the root cause analysis of key issues, and apply techniques to remove obstacles and barriers to better productivity / performance.

Objectives:

- 1- Gain feedback on past performance to predict future performance
- 2- Develop the Ability to Predict the 3-5 Most Important Rocks for the Next Quarter
- 3- Learn & Apply The Sales Department Checkup
- 4- Learn and Solve Key Company Issues with the IDS Process

Agenda:

- 1- Gain feedback on past performance to predict future performance
 - a. Review / Analyze / Assess Key Financial Measures
 - b. Review / Analyze / Assess Key Operational Measures
 - c. Review / Analyze / Assess Performance on Rocks
 - d. Use Feedback to Learn & Improve Leadership Performance
- 2- Develop the Ability to Predict the 3-5 Most Important Rocks for the Next Quarter
 - a. Review Key Financial Measures
 - b. Review Key Operational Measures
 - c. Review the Issues List
 - d. Review Annual Goals and 3 Year Picture
 - e. Discuss & Make Predictions for the Next 90 Days
 - f. Set Rocks for the Next 90 Days
- 3- Learn & Apply The Sales Department Checkup
 - a. Understand how the importance of a strong sales organization
 - b. Utilize the Sales department check-up tool to identify areas for improvement
 - c. Apply the learning and improve the sales department/process for greater productivity
- 4- Learn and Solve Key Company Issues with the IDS Process
 - a. List and Prioritize Important Issues blocking growth and profitability
 - b. Learn How to Identify Issues to the "Root Cause"
 - c. Learn How to Discuss Issues Without Politicking
 - d. Use the IDS tool to Learn and Solve key Issues and improve productivity

Day 10 – 5th Quarterly with Getting What You Want Tool

Overview:

This training continues every 90 days as we set a pulse for the learning and the application of key principles to increase productivity and results. In this quarterly session, we review past performance to hone our ability to predict future performance. We use the new insights to predict the next 90 days and set new goals for financial measures, operational measures and action priorities. In this quarterly, we focus on all things "Planning" with the understanding and application of the "Getting More of What You Want" Tool focuses on beginning with the end in mind and getting more done. We close the session with the root cause analysis of key issues, and apply techniques to remove obstacles and barriers to better productivity / performance.

Objectives:

- 1- Gain feedback on past performance to predict future performance
- 2- Develop the Ability to Predict the 3-5 Most Important Rocks for the Next Quarter
- 3- Learn & Apply the Getting What You Want Tool
- 4- Learn and Solve Key Company Issues with the IDS Process

Agenda:

- 1- Gain feedback on past performance to predict future performance
 - a. Review / Analyze / Assess Key Financial Measures
 - b. Review / Analyze / Assess Key Operational Measures
 - c. Review / Analyze / Assess Performance on Rocks
 - d. Use Feedback to Learn & Improve Leadership Performance
- 2- Develop the Ability to Predict the 3-5 Most Important Rocks for the Next Quarter
 - a. Review Key Financial Measures
 - b. Review Key Operational Measures
 - c. Review the Issues List
 - d. Review Annual Goals and 3 Year Picture
 - e. Discuss & Make Predictions for the Next 90 Days
 - f. Set Rocks for the Next 90 Days
- 3- Learn & Apply the "Getting More of What You Want" Tool
 - a. Understand how the beginning with the end in mind and working backwards
 - b. Learn how to use the "Getting More of What You Want" Tool
 - c. Apply the "Getting More of What You Want" Tool to improve productivity
- 4- Learn and Solve Key Company Issues with the IDS Process
 - a. List and Prioritize Important Issues blocking growth and profitability
 - b. Learn How to Identify Issues to the "Root Cause"
 - c. Learn How to Discuss Issues Without Politicking
 - d. Use the IDS tool to Learn and Solve key Issues and improve productivity

Day 11 – 6th Quarterly with Compartmentalization Training

Overview:

This training continues every 90 days as we set a pulse for the learning and the application of key principles to increase productivity and results. In this quarterly session, we review past performance to hone our ability to predict future performance. We use the new insights to predict the next 90 days and set new goals for financial measures, operational measures and action priorities. In this quarterly, we focus on all things "Productivity" with the understanding and application of the "Compartmentalization" Tool focuses on dividing the work and activities to accomplish more with less effort. We close the session with the root cause analysis of key issues, and apply techniques to remove obstacles and barriers to better productivity / performance.

Objectives:

- 1- Gain feedback on past performance to predict future performance
- 2- Develop the Ability to Predict the 3-5 Most Important Rocks for the Next Quarter
- 3- Learn & Apply the concept of Compartmentalization to Increase Productivity
- 4- Learn and Solve Key Company Issues with the IDS Process

Agenda:

- 1- Gain feedback on past performance to predict future performance
 - a. Review / Analyze / Assess Key Financial Measures
 - b. Review / Analyze / Assess Key Operational Measures
 - c. Review / Analyze / Assess Performance on Rocks
- 2- Use Feedback to Learn & Improve Leadership Performance
 - a. Develop the Ability to Predict the 3-5 Most Important Rocks for the Next Quarter
 - b. Review Key Financial Measures
 - c. Review Key Operational Measures
 - d. Review the Issues List
 - e. Review Annual Goals and 3 Year Picture
 - f. Discuss & Make Predictions for the Next 90 Days
 - g. Set Rocks for the Next 90 Days
- 3- Learn & Apply the concept of Compartmentalization to increase Productivity
 - a. Understand how compartmentalization / time-blocking improves performance
 - b. Learn how to compartmentalize and time-block your time for better productivity
 - c. Apply the idea of compartmentalizing / time-blocking to improve productivity
- 4- Learn and Solve Key Company Issues with the IDS Process
 - a. List and Prioritize Important Issues blocking growth and profitability
 - b. Learn How to Identify Issues to the "Root Cause"
 - c. Learn How to Discuss Issues Without Politicking
 - d. Use the IDS tool to Learn and Solve key Issues and improve productivity

Day 12 & 13- 2nd Annual with Strengths Finders

Overview:

This training continues every 90 days as we set a pulse for the learning and the application of key principles to increase productivity and results. In the annual session, we review past performance to hone our ability to predict future performance. We learn more about team health through Lencioni's 5 Dysfunctions of a Team and introduce Strengths Finders. We create new and useful insights through the SWOT Analysis. We use the SWOT analysis to help us envision a 3-year picture and create 1-year plan. Once we have the 1-year plan, we use the new insights to predict the next 90 days and set new goals for financial measures, operational measures and action priorities. We close the session with the root cause analysis of key issues, and apply techniques to remove obstacles and barriers to better productivity / performance.

Objectives:

- 1- Gain feedback on past performance to predict future performance
- 2- Understand and apply Lencioni's 5 Dysfunctions for Team health / Strength's Finders
- 3- Create new and useful insights through the SWOT analysis
- 4- Create / understand the 3 year picture
- 5- Create / understand how to create a 1 year plan
- 6- Learn and Solve Key Company Issues with the IDS Process

Agenda:

- 1- Gain feedback on past performance to predict future performance
 - a. Review / Analyze / Assess Key Financial Measures
 - b. Review / Analyze / Assess Key Operational Measures
 - c. Review / Analyze / Assess Performance on Rocks
 - d. Use Feedback to Learn & Improve Leadership Performance
- 2- Understand and apply Lencioni's 5 Dysfunctions for Team health / Strength's Finders
 - a. Understand the importance of vulnerability-based trust at the base of the pyramid
 - b. Understand the Strengths Finders mind-set
 - c. Apply the learning Strengths Finders mind-set to improve relationships.
 - d. Apply the learning to improve team health through the 1-thing exercise
- 3- Create new and useful insights through the SWOT analysis
 - a. Identify key organizational Strengths
 - b. Identify key organizational Weaknesses
 - c. Identify key organizational Opportunities
 - d. Identify key organizational Threats
 - e. Use / apply the SWOT learning / insights to validate/challenge organizational strategy
- 4- Create / understand the 3 year picture
 - a. Review the 3 year picture - financials, measurables, goals
 - b. Revise the 3 year picture - financials, measurables, goals
 - c. Finalize the 3 year picture - financials, measurables, goals
- 5- Create / understand how to create a 1 year plan

- a. Review the 1 year plan - financials, measurables, goals
 - b. Revise the 1 year plan - financials, measurables, goals
 - c. Finalize the 1 year plan - financials, measurables, goals
- 6- Learn and Solve Key Company Issues with the IDS Process
- a. List and Prioritize Important Issues blocking growth and profitability
 - b. Learn How to Identify Issues to the "Root Cause"
 - c. Learn How to Discuss Issues Without Politicking
 - d. Use the IDS tool to Learn and Solve key Issues and improve productivity

Des Moines Area Community College



FINANCIAL STATEMENTS FOR MAY 31, 2017 AND THE ELEVEN MONTHS THEN ENDED

DMACC Fund Descriptions

Fund 1 – General Unrestricted Fund

This fund is used to account for the general operations of the College. These funds are available for any legally authorized purpose and are, therefore, used to account for all revenue and expenditures for activities not provided for in other funds. The organizational units to be financed through this fund are those which are generally directly concerned with the operation and support of the educational programs of the College as a whole.

Fund 2 – General Restricted Fund

This fund is used to account for resources that are available for the operation and support of the educational programs, but are restricted as to their use by outside agencies or donors.

Fund 3 – Auxiliary Fund

These funds are unrestricted, but they have been designated for a particular use. They account for activities intended primarily to provide non-instructional services or sales to students, staff, and/or institutional departments, and which are in addition to the educational and general objectives of the College.

Fund 4 – Agency Fund

This fund is used to account for assets held by the College as custodian or fiscal agent for others.

Fund 5 – Scholarship Fund

This fund accounts for the receipt and disbursement of scholarship awards to students, primarily PELL grants.

Fund 6 – Loan Fund

This fund accounts for the receipt and disbursement of funds relating to student loans.

Fund 7 – Plant Fund

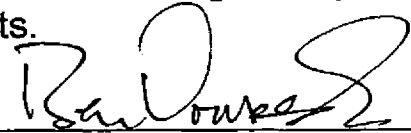
This fund is used to account for transactions relating to investment in College properties. They include amounts which have been appropriated or designated for purchase of land, improvements, buildings, and equipment, the retirement of indebtedness and the administration of the physical plant.

**DES MOINES AREA COMMUNITY COLLEGE
MONTHLY FINANCIAL REPORT
TABLE OF CONTENTS**

FINANCIAL STATEMENTS & ATTACHMENTS:

- | | |
|---|--|
| 1 | Balance Sheet - All Funds |
| 2 | Statement of Revenue, Expenditures & Changes in Fund Balance |
| 3 | Cash in Banks and Investments |
| 4 | Budget/Actual Report - All Funds |
| 5 | Fund 1 Revenue Comparison & Fund 1 Expense Comparison |

The financial statements and information listed above has been prepared in accordance with Generally Accepted Accounting Principles and is accurate and complete in all material respects.


Ben Voaklander, Controller

Des Moines Area Community College
Balance Sheet
May 31, 2017

	Unrestricted General Fund 1	Restricted General Fund 2	Auxiliary Fund 3	Agency Fund 4	Scholar- ship Fund 5	Loan Fund 6	Plant Fund 7	Total
ASSETS								
Current Assets:								
Cash in Banks and Investments	17,151,137	\$ 64,528,256	\$ 3,256,561	\$ 2,648,213	\$ 323,677	\$ 8,307	\$ (2,495,360)	\$ 85,420,791
Accounts Receivable	14,180,482	46,372,621	81,943	59,231	-	-	66,802	60,761,079
Student Loans	-	-	-	-	-	59,540	-	59,540
Deposits & Prepaid Expenses	69,006	-	-	-	-	-	-	69,006
Inventories	35,657	-	265,022	-	-	-	-	300,679
Total Current Assets	31,436,282	110,900,877	3,603,526	2,707,444	323,677	67,847	(2,428,558)	146,611,095
Fixed Assets:								
Land, Buildings & Improvements	-	-	-	-	-	-	199,214,532	199,214,532
Equipment, Leased Prop, Books & Films	-	-	-	-	-	-	16,552,631	16,552,631
Accumulated Depreciation	-	-	-	-	-	-	(73,380,104)	(73,380,104)
Total Fixed Assets	-	-	-	-	-	-	142,387,059	142,387,059
TOTAL ASSETS	\$ 31,436,282	\$ 110,900,877	\$ 3,603,526	\$ 2,707,444	\$ 323,677	\$ 67,847	\$ 139,958,501	\$ 288,998,154
LIABILITIES AND FUND BALANCES								
Liabilities:								
Current Liabilities	\$ 6,136,252	\$ 3,365,430	\$ 37,639	\$ 1,600	\$ -	\$ -	\$ 1,102,316	\$ 10,643,237
Long Term Liabilities	1,467,000	2,104,627	19,600	1,400	-	-	2,018,074	5,610,701
Certificates/Bonds Payable	-	62,825,000	-	-	-	-	30,855,000	93,680,000
Health & Dental Liabilities	-	3,813,597	-	-	-	-	-	3,813,597
OPEB Liability	-	8,135,476	-	-	-	-	-	8,135,476
Deferred Revenue	14,441,545	33,917,629	-	1,660	-	-	-	48,360,834
Deposits Held in Custody for Others	13,221	-	-	2,702,784	-	-	-	2,716,005
Total Liabilities	22,058,018	114,161,759	57,239	2,707,444	-	-	33,975,390	172,959,850
Fund Balance:								
Unrestricted	9,378,264	-	3,546,287	-	-	-	-	12,924,551
Restricted-Specific Purposes	-	(3,260,882)	-	-	323,677	67,847	(5,548,948)	(8,418,306)
Net Investment in Plant	-	-	-	-	-	-	111,532,059	111,532,059
Total Fund Balance	9,378,264	(3,260,882)	3,546,287	-	323,677	67,847	105,983,111	116,038,304
TOTAL LIABILITIES & FUND BAL	\$ 31,436,282	\$ 110,900,877	\$ 3,603,526	\$ 2,707,444	\$ 323,677	\$ 67,847	\$ 139,958,501	\$ 288,998,154

Des Moines Area Community College
Statement of Revenue, Expenditures and Changes in Fund Balances
For the Eleven Months Ended May 31, 2017

	Unrestricted Fund 1	Restricted Fund 2	Auxiliary Fund 3	Agency Fund 4	Scholarship Fund 5	Loan Fund 6	Plant Fund 7	Total
Revenue:								
Tuition and Fees	\$ 51,644,230	\$ 518,660	\$ 370,771	\$ 299,817	\$ -	\$ -	\$ -	\$ 52,833,478
Local Support (Property Taxes)	7,783,969	12,225,955	-	-	-	-	7,783,966	27,793,890
State Support	31,179,350	7,063,658	-	-	-	-	659,253	38,902,261
Federal Support	175,752	4,119,205	30,130	443,156	16,608,372	-	-	21,376,615
Sales and Services	666,026	7,335	1,704,616	35,133	-	-	340,498	2,753,608
Training Revenue / ACE	-	11,949,524	-	-	-	-	-	11,949,524
Other Income	1,898,684	4,574,290	1,539,916	1,236,072	2,057	-	615,926	9,866,945
Total Revenue	93,348,011	40,458,627	3,645,433	2,014,178	16,610,429	-	9,399,643	165,476,321
Transfers In - General	2,475,372	1,892,243	189,845	184,843	154,900	5,000	2,028,562	6,930,765
Total Revenue and Transfers In	\$ 95,823,383	\$ 42,350,870	\$ 3,835,278	\$ 2,199,021	\$ 16,765,329	\$ 5,000	\$ 11,428,205	\$ 172,407,086
Expenditures:								
Instruction	\$ 52,753,990	\$ 16,187,792	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 68,941,782
Academic Support	12,607,383	86,947	-	-	-	-	-	12,694,330
Student Services	9,638,263	855,362	-	-	-	-	-	10,493,625
Instructional Support	13,430,144	10,002,125	-	-	-	-	-	23,432,269
Operation and Maintenance of Plant	7,362,919	7,358,149	-	-	-	-	-	14,721,068
Auxiliary Enterprise Expenditures	-	-	4,017,226	-	-	-	-	4,017,226
Scholarship Expense	-	-	-	-	17,113,656	-	-	17,113,656
Loan Fund Expense	-	-	-	-	-	11,996	-	11,996
Plant Fund Expense	-	-	-	-	-	-	17,444,465	17,444,465
Agency Fund Expense	-	-	-	1,446,706	-	-	-	1,446,706
Total Expenditures	95,792,699	34,490,375	4,017,226	1,446,706	17,113,656	11,996	17,444,465	170,317,123
Transfers Out - General	1,763,147	4,276,871	677,128	213,594	25	-	-	6,930,765
Total Expenditures and Transfers Out	97,555,846	38,767,246	4,694,354	1,660,300	17,113,681	11,996	17,444,465	177,247,888
Net Increase (Decrease) for the Period	(1,732,463)	3,583,624	(859,076)	538,721	(348,352)	(6,996)	(6,016,260)	(4,840,802)
Fund Balance at Beginning of Year	11,110,727	(6,844,506)	4,405,363	1,412,717	672,029	74,843	111,999,371	122,830,544
Fund Balance at End of Period	\$ 9,378,264	\$ (3,260,882)	\$ 3,546,287	\$ 1,951,438	\$ 323,677	\$ 67,847	\$ 105,983,111	\$ 117,989,742

**DES MOINES AREA COMMUNITY COLLEGE
INVESTMENT RECAP
May 31, 2017**

DEPOSITORY ACCOUNTS

Bankers Trust	\$	13,629,032	0.65%	Money Market
Various Checking Accounts	\$	243,862	0.30%	Checking Accounts
Wells Fargo Bank - Ankeny	\$	-	0.15%	Money Market
Sub Total	\$	13,872,894		

DMACC INVESTMENTS

<u>Bank</u>	<u>Purchase Date</u>	<u>Amount</u>	<u>Rate</u>	<u>Maturity</u>
Bank Iowa		\$ 4,000,000	0.75%	Investment Account
Bank of the West		\$ 3,158,411	0.28%	Checking Accounts
Federal Home Loan Bank	May 26, 2016	\$ 3,350,000	1.00%	6/29/2018 *
Federal Home Loan Mortgage Company	May 26, 2016	\$ 1,650,000	0.80%	10/27/2017 *
West Bank		\$ 59,055	0.15%	Investment Account
Wells Fargo		\$ 517,504	0.15%	Investment Account
Sub Total		\$ 12,734,970		

Calculated

					<u>Term</u>
					<u>Months</u>
City State Bank - Madrid	February 27, 2017	\$ 1,000,000	1.62%	February 27, 2019	24.3
City State Bank - Madrid	February 10, 2017	\$ 1,000,000	1.22%	February 12, 2018	12.2
City State Bank - Madrid	February 10, 2017	\$ 2,000,000	1.41%	August 14, 2018	18.3
Community Bank of Oelwein	May 25, 2016	\$ 1,000,000	0.95%	November 28, 2017	18.4
Northwest Bank- West Des Moines	April 18, 2016	\$ 1,000,000	1.00%	April 18, 2018	24.3
Northwest Bank- West Des Moines	March 21, 2016	\$ 1,000,000	1.20%	March 21, 2018	24.3
People Savings Bank - Des Moines	August 10, 2016	\$ 2,000,000	0.95%	August 10, 2017	12.2
U of I Credit Union (Collateralized)	May 2, 2016	\$ 1,000,000	1.00%	May 2, 2018	24.3
Collins Credit Union (Collateralized)	June 30, 2016	\$ 4,000,000	1.54%	January 16, 2019	31.0
U of I Credit Union (Collateralized)		\$ 19,383,792	0.95%	Money Market	
Bankers Trust - Des Moines Money Market		\$ 17,198,573	0.62%	Money Market	
Wells Fargo - Ankeny Money Market		\$ 396	0.15%	Money Market	
ISJIT Diversified Fund		\$ 8,230,166	0.51%	Money Market	

ISJIT INVESTMENTS

Total ISJIT Investments \$ 58,812,927

Grand Total of Investments

\$ 85,420,791

Grand Total Weighted Average of Investments

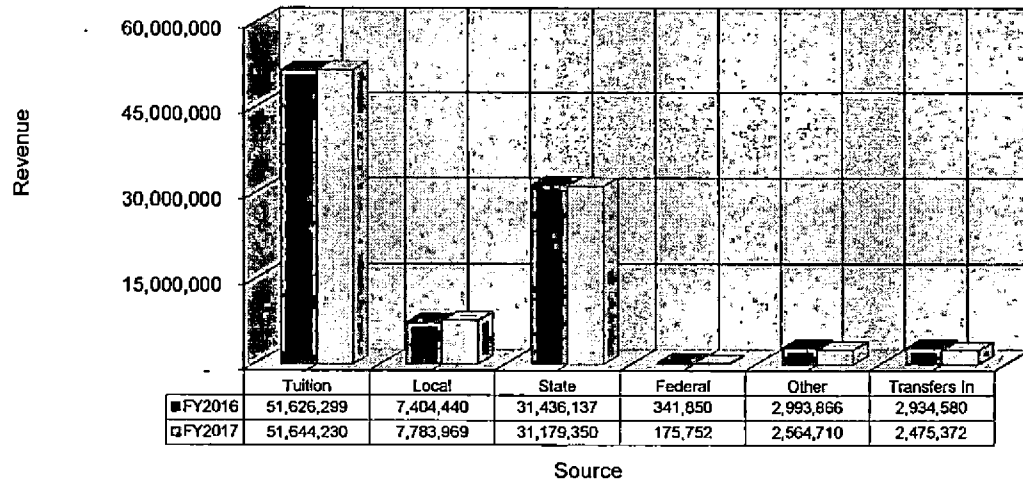
0.78%

**Des Moines Area Community College
Fiscal Year Ending June 30, 2017 Budget Report
Summary by Fund (All Funds)
For the Eleven Months Ended May 31, 2017**

<u>Fund Name</u>	<u>Fund Number</u>	<u>Board Approved Budget</u>	<u>Working Budget</u>	<u>Amount Received/ Expended</u>	<u>Budget Commitments</u>	<u>Working Budget Balance</u>
Revenue						
Unrestricted Current	1	\$ 105,435,809	\$ 105,308,633	\$ 95,823,383		\$ 9,485,250
Restricted Current	2	51,060,859	54,004,582	42,350,870		11,653,712
Auxiliary	3	3,546,126	4,412,043	3,835,278		576,765
Agency	4	866,914	935,115	2,199,021		(1,263,906)
Scholarship	5	23,329,460	23,339,500	16,765,329		6,574,171
Loan	6	5,000	5,000	5,000		-
Plant	7	10,834,074	11,509,729	11,428,205		81,524
Total Revenue		\$ 195,078,042	\$ 199,514,602	\$ 172,407,086		\$ 27,107,516
Expenditures						
Unrestricted Current	1	\$ 105,437,731	\$ 105,230,369	\$ 97,555,846	\$ 6,021,126	\$ 1,653,397
Restricted Current	2	49,996,347	53,849,674	38,767,246	2,704,127	12,378,301
Auxiliary	3	3,870,837	5,582,263	4,694,354	822,738	65,171
Agency	4	771,119	856,467	1,660,300	84,954	(888,787)
Scholarship	5	23,349,460	23,434,500	17,113,681		6,320,819
Loan	6	5,000	5,000	11,996		(6,996)
Plant	7	20,745,947	19,226,178	17,444,465	1,563,398	218,315
Total Expenditures		\$ 204,176,441	\$ 208,184,451	\$ 177,247,888	\$ 11,196,343	\$ 19,740,220

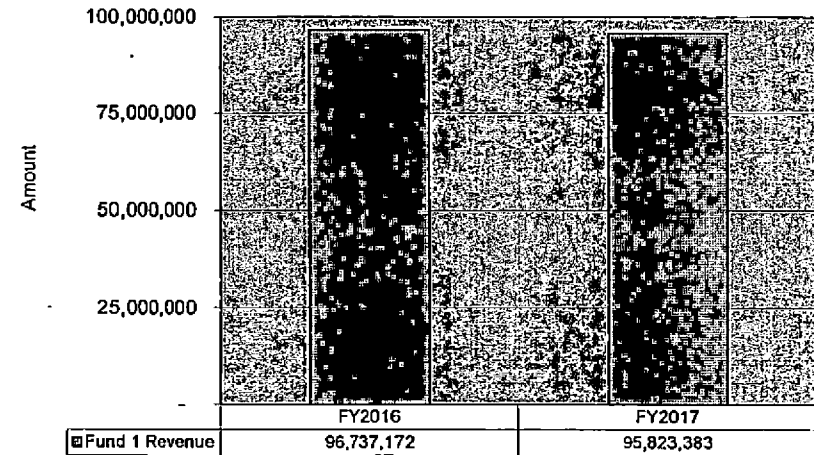
**Des Moines Area Community College
Revenue/Expense Comparison With Prior Year
For the Eleven Months Ended May 31, 2017**

**Fund 1 Revenue Comparison by Source
May 31, 2017**

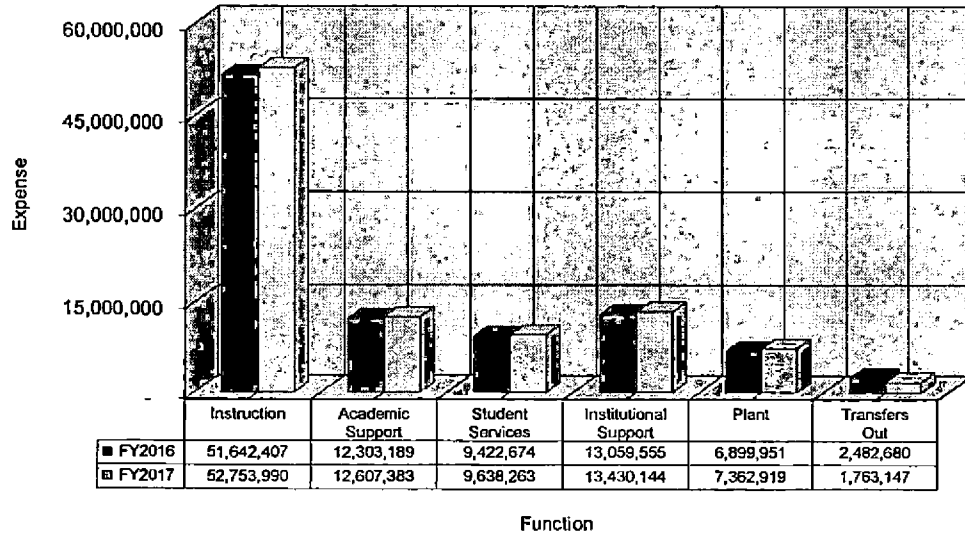


Tuition Decrease	0.03%
Overall Decrease	-0.94%

**Fund 1 Revenue
May 31, 2017**



**Fund 1 Expense Comparison by Function
May 31, 2017**



Overall Increase	1.82%
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**Fund 1 Expense
May 31, 2017**

