

NASSAU COMMUNITY COLLEGE
Garden City, New York 11530

FINANCE AND CAPITAL COMMITTEE AGENDA – January 10, 2023 at 5:00 p.m.

Call of the roll for attendance for the purpose of establishing a quorum: *Present:* _____

Finance & Capital Committee members 2022-2023

John Durso, Chair
Wanda Jackson
Ronald Rosenberg
George Siberón
Omar Mayyasi and Abel Cantillo, College Liaisons

The following items and/or reports are submitted for the consideration of the Committee.

1) Review and approval of prior meeting minutes

For _____ Against _____ Abstention _____

2) College Procurement Agreements for Board Approval

Category of Contract /Procurement Type	Threshold for Board of Trustees' Approval	Listed As	Contractor	Anticipated Annual Expenditure	Term of Agreement
Purchase Order/Pricing Agreement	\$100,000.00	A	Best Climate Control Corporation	\$1,100,000	One (1) year with four (4) additional one (1) year extensions, 2 years remaining (3/16/25)
Professional Service Contract	\$50,000.00	B	VisonPoint Marketing, LLC	\$850,000 3 rd year \$950,000 4 th year	One (1) year with four (4) additional one (1) year extensions, 3 years remaining (01/31/26)

A. Improving indoor air quality has been a primary goal of the HVAC system design, and COVID-19 has made ventilation a top priority for safely occupying academic facilities. Strategies to reduce viruses include mechanical upgrades while maintaining low energy use. A Campus-Wide Mechanical Energy and Performance Phased Evaluation was performed and consisted of commissioning HVAC systems to assess the current performance of existing equipment, identifying maintenance and repairs to malfunctioning equipment, and creating a Retro-Commissioning & Campus Energy Plan.

There was a significant amount of equipment not operating at peak performance. For instance, we found damper linkages are broken, and sensors are not functioning properly, etc. The increased expenditure to BCC is due to repairing the broken equipment and updating the Building Management System.

RESOLVED, THAT THE COLLEGE PROCUREMENT AGREEMENT WITH BEST CLIMATE CONTROL CORPORATION ANNUAL AMOUNT BE INCREASED TO \$1,100,000 AS REQUESTED BY AVP FACILITIES MANAGEMENT PHILLIP CAPPELLO IS APPROVED BY THE NASSAU COMMUNITY COLLEGE BOARD OF TRUSTEES FINANCE AND CAPITAL COMMITTEE AND WILL BE RECOMMENDED TO THE FULL BOARD OF TRUSTEES FOR APPROVAL. (FUNDING SOURCE: OPERATING AND CAPITAL)

For _____ Against _____ Abstention _____

B. VisionPoint’s advertising services support the College’s marketing efforts to positively affect enrollment and brand awareness. The original request contained an underfunded anticipated expenditure of \$350,000 for the second year of the contract term. Therefore, the original anticipated annual expenditure for VisionPoint increased to \$700,000 to support marketing. \$75,000 of this expense was subsidized by a 2021-2022 Perkins Grant and \$75,000 from the College’s recruitment and retention budget. We anticipate in the third year an additional \$150,000 in marketing dollars subsidized by SUNY Enrollment Initiatives Grant and NYS Dept of Education Perkins Grant.

RESOLVED, THAT THE COLLEGE PROCUREMENT AGREEMENT WITH VISIONPOINT MARKETING, LLC ANNUAL AMOUNT BE INCREASED TO \$850,000 FOR THE 3RD YEAR AND \$950,000 FOR THE 4TH YEAR AS REQUESTED BY ACTING VP OF INSTITUTIONAL ADVANCEMENT DR. RITA LANGDON IS APPROVED BY THE NASSAU COMMUNITY COLLEGE BOARD OF TRUSTEES FINANCE AND CAPITAL COMMITTEE AND WILL BE RECOMMENDED TO THE FULL BOARD OF TRUSTEES FOR APPROVAL. (FUNDING SOURCE: OPERATING AND GRANT)

For _____ Against _____ Abstention _____

3) **Comptroller’s Report** – Abel Cantillo

4) **Updates** – Omar Mayyasi