



Pierpont Board of Governors Retreat  
Friday, December 6, 2019  
8:00 AM

NCWV Advanced Technology Center, Room 216 A

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## AGENDA

- 8:00 – 8:30      **Welcome Breakfast**  
Remarks from Thomas Barlow, BOG Chair  
Remarks from Johnny M. Moore, Ph.D, President
- 8:30 – 9:45      **Zornitsa Georgieva, Ph.D, Keynote Speaker**  
Research and Policy Analyst, WV HEPC/WV CTCS
- 9:45 – 10:00      **Break**
- 10:00 – 11:30      **Breakout Session – BOG Committees Working Groups** (*BOG, President's Council, Staff Liaisons*)  
Facilitators – Committee Chairs
- Communications, Academic Affairs, Recruiting, & Student Services Committee (CARS)
    - Chair – Sharon Shaffer
    - BOG Members – Thomas Barlow, Jillian Sole, Joshua Laprise
    - Ex Officio - President – Johnny M. Moore
      - Staff Resources: Provost, VP Student Services, Academic Deans, Int. Exec. Dir. of Information Systems & Dir. of eLearning, Dir. Admissions/Recruiting, Dir. of Financial Aid, Dir. Academy for Teaching Excellence, Assessment & Inclusion, Dir. Cont. Workforce Ed., Registrar, Student Government Association Coordinator, Admin. Asst. to Provost, Foundation Representative
  - Data Analytics and Research Committee (DAR)
    - Chair – Brooke Nissim-Sabat
    - BOG Members – Larry J. Puccio, Jr., Sharon Shaffer, Natalie Stone, Thomas Barlow
    - Ex Officios - BOG Chair -Thomas Barlow, President - Johnny M. Moore
      - Staff Resources: VP Student Services, Academic Deans, Int. Exec. Dir. of Information Systems & Dir. of eLearning, Dir. Academy for Teaching Excellence, Assessment & Inclusion, Dir. Institutional Research (vacant)
  - Finance/Audit and Administration Committee (FA)
    - Chair – Brian Bozarth
    - BOG Members – Holly Kauffman, Rick Pruitte, Sharon Shaffer
    - Ex Officios - BOG Chair -Thomas Barlow, President - Johnny M. Moore

- Staff Resources: VP Finance & Administration, VP Organization & Development, Foundation President, Foundation Director, Int. Exec. Dir. of Information Systems & Dir. of eLearning,
- Government Relations, Policies, & Human Resources Committee (GRPHR)
  - Chair – Warren “Chip” VanAlsburg
  - Members – Thomas Barlow, Holly Kauffman, Joshua Laprise, Sharon Shaffer
  - Ex Officio - President – Johnny M. Moore
    - Staff Resources: VP Student Services, VP Finance & Administration, VP Organization & Development, Faculty Advisory Council Representative, Exec. Asst. to President, Co-Chairs of the Institutional BOG Policies Review Committee, Student Government Association Coordinator

11:30 – 12:10

**Lunch**

12:10 – 1:10

**Review and Approval of FY 2019 Audited Financial Statements – ACTION ITEM**  
Facilitators – Kelly Shaffer and Sarah Crouse, Suttle and Stalnaker, PLLC

1:10 – 1:15

**Resolution to Approve Regroup Mass Text Messaging System**  
Facilitator – David Williams, Procurement Director

1:15 – 1:30

**Break**

1:30 – 2:00

**Discussion from Breakout Session on BOG Committees**  
Facilitators – Committee Chairs

2:00 – 2:45

**Quarterly Advanced Technology Center Advisory Board Meeting (BOG, Public)**  
Facilitator – Chair, Sharon Shaffer

- Facility (Dale Bradley)
- Industry Relationships/Partnerships (Travis Miller)

**Dismissal of Cabinet, Council, and Staff Liaisons**

2:45 – 3:30

**Review of Established BOG Bylaws and Goals**  
Facilitators – Sharon Shaffer, BOG Vice Chair and Brian Bozarth, BOG Secretary

3:30 – 4:30

**President and the Board Only – President’s Goals and Targets**

*Total CEU's for the BOG members = 4.50 hours*

*Proposed –to be offered as a Resolution at the February 2020 BOG Meeting:*

**Mission:** To provide accessible, responsive, comprehensive education that works.

**Vision:** Empowering individuals to transform their lives through education.

**Tagline:** Education that works.

**Pierpont Community and Technical College  
Board of Governors  
Meeting of December 6, 2019**

**ITEM:** Acceptance of the Independent Auditor's Report by Suttle & Stalnaker, PLLC of Pierpont Community and Technical College's Finance Statements as of and for the year ended June 30, 2019

**COMMITTEE:** Committee of the Whole

**RECOMMENDED RESOLUTION:** Be it resolved that the Board of Governors accept the Financial Statements and the Independent Auditor's Report for FY 2019.

**STAFF MEMBER:** Dale Bradley

**BACKGROUND:** Suttle & Stalnaker PLLC presented the audit report and provided a copy of the FY 2019 Audited Financial Statements to the Board of Governors.

The report indicated that statements prepared by staff presented fairly, in all material respects, the financial position of the business-type activities of Pierpont, as of June 30, 2019 and 2018, and the changes in financial position and cash flows thereof for the years then ended in accordance with generally accepted accounting principles.

The following are comments about the College's FY 2019 Financial Statements from Management:

- Pierpont issues its Audited FY 2019 Financial Statements October 1, 2019 which was the completion date established by the HEPC. The combined WV Higher Education Funds Audit was completed and sent to the WV Department of Administration prior the October 31, 2018 deadline.

- The financial statements include Management Discussion and Analysis, the Statement of Net Position, the Statement of Revenues, Expenses, and Changes in Net Position (SRECNP), and the Statement of Cash Flows, and the footnotes. Staff prepare all of these items in preparation for the annual audit.
- The 2019 Audit Report continues to include details of the Separation of Assets and Liabilities Agreement between Pierpont Community & Technical College and Fairmont State University sharing with interested bond holders of both institutions commitment toward bond debt, operating budgets of bond related auxiliaries, and repair and renovation of all Shared Education and General Facilities. This information is found in financial statement note 16.
- Due to the Separation of Assets and Liabilities Agreement it is important to review the Additional Information beginning on page 64 of the 2019 Audited Financial Statements to understand what transpired during FY 2019 independent of the assets and liabilities and activities shared with Fairmont State University.
  - Pierpont's overall Net Position in FY 2019 was \$49,377,609 which is a decrease of \$2,142,614 from FY 2018.
    - \$1,275,859 or 60% of this decrease is attributed directly to Pierpont's change in Net Position independently, while \$883,498 or 40% of this decrease came from Pierpont's portion of the shared assets and liabilities.
  - Pierpont's Net Decrease in Net Position from operating, non-operating and transfer activities for FY 2019 was \$1,138,488.
    - \$633,511 or 56% of this decrease is attributed directly to Pierpont independent activities, while \$504,977 or 44% of this decrease came from Pierpont's portion of shared activities.

- During FY 2019 Pierpont recognized payments made and expenses incurred on behalf of Pierpont of \$432,350 which helped offset other reductions.
- The other postemployment benefits (OPEB) liability that has accrued since Fiscal Year 2008 reduced by \$275,834 in FY 2019 for a total OPEB liability of \$2,974,842 at June 30, 2019. The State of West Virginia has instituted several measures to reduce the OPEB liability and the projected elimination of the liability by fiscal year 2037.



**Pierpont Community & Technical College  
Board of Governors Meeting  
December 6, 2019**

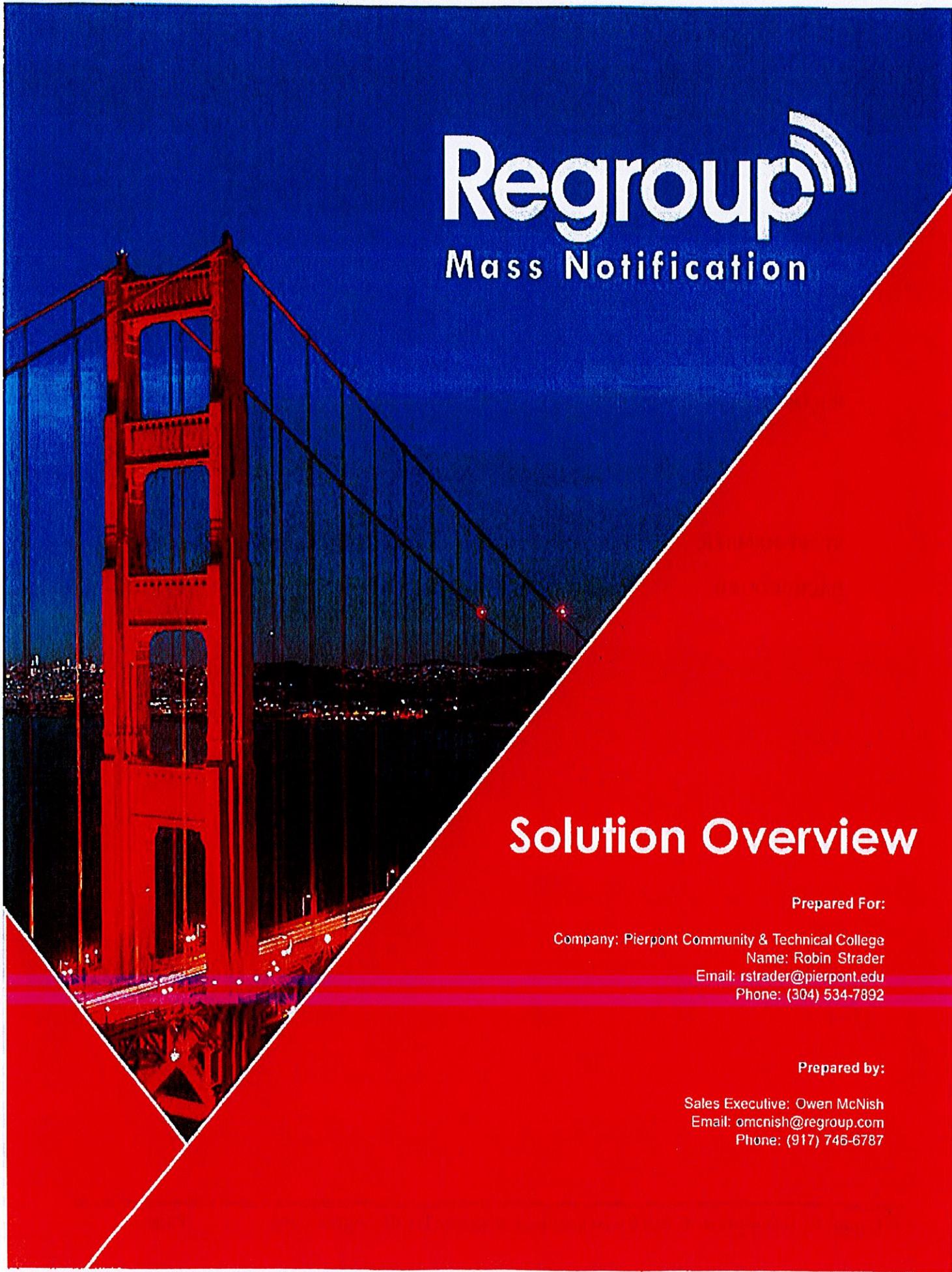
**ITEM:** Approval of agreement with Regroup Mass Notification for emergency texting services.

**COMMITTEE:** Committee of the Whole

**RECOMMENDED RESOLUTION:** Resolved, that the Pierpont Community & Technical College's Board of Governors approve entering into an agreement with Regroup Mass Notification for emergency texting services.

**STAFF MEMBER:** David Williams, Director of Procurement

**BACKGROUND:** See attached Regroup Mass Notification informational material and references responses.

A photograph of the Golden Gate Bridge at night, illuminated with red lights, set against a dark blue sky. The bridge spans across the water, with city lights visible in the distance. The image is partially obscured by a large red triangle on the right side of the page.

# Regroup

Mass Notification

## Solution Overview

**Prepared For:**

Company: Pierpont Community & Technical College  
Name: Robin Strader  
Email: [rstrader@pierpont.edu](mailto:rstrader@pierpont.edu)  
Phone: (304) 534-7892

**Prepared by:**

Sales Executive: Owen McNish  
Email: [omcnish@regroup.com](mailto:omcnish@regroup.com)  
Phone: (917) 746-6787

## Powerful During Emergencies, Useful Every Day

Regroup Mass Notification empowers better mass communication that keeps people safe and informed at all times. Our award-winning, cloud-based mass communication platform is what clients across North America and around the globe rely on to send both emergency and day-to-day communications to millions of people. Our system helps organizations keep people safe, strengthen operational resilience, mitigate risk, and thrive in an increasingly unpredictable world.



The Most Ways to Send & Receive	Unlimited Messages & Admins	Emergency Alerts Made Easy
Broadcast your message via email, text/SMS, push notifications, desktop alerts, voice calls, digital signage, PA systems, website portals, social media outlets, and more.	We offer unlimited text, voice, email, and social media messaging to every client. In addition, you can create unlimited groups, admins, and templates in the system.	When seconds count, pre-programmed QuickPost Templates help you get information out fast. Regroup also offers automated alerts from IPAWS, NOAA, NWS, ShakeAlert, and more.



Location-Based Messaging	Two-Way Communications	Ease of Use & Setup
When location matters, notify people in specific areas with Regroup's GeoFence messaging capabilities. Simply draw your location on a map or select a location group to alert recipients with specific messages.	With two-way messaging, you can ask for status updates or request responses through a variety of channels and recipients can respond quickly and easily from wherever they are.	Our platform and mobile apps are designed to be easy to use in every way. Setup is a breeze with automatic two-way database synchronization, opt-in/opt-out registration, and unlimited training.



Free Mobile Apps	Comprehensive Analytics	24/7 Client Support
Regroup offers two mobile apps that make it easier for administrators and recipients alike to send and receive messages from wherever they are in the palm of their hand.	Easily confirm delivery of messages to ensure your message has been received. Real-time data gives you the ability to take alternative steps to reach recipients as needed.	Our experienced and knowledgeable support team is available twenty-four hours a day to help with onboarding, broadcasting messages, or to answer questions.

## Unify Your Messaging and Contact Data



Regroup's flexible API integrates with thousands of third-party systems and databases, allowing you to manage your contact data easier and unify your communication into one easy-to-use platform. We can also offer Single Sign-On (SSO) Authentication with most integrations.

### Regroup Integrates easily with:

- CRM Systems
- API-Enabled Databases
- Learning Management Systems (LMS)
- Help Desk Ticketing Platforms
- Scheduling and Calendar Systems

## Automated Critical Alerts

Accelerate transmission of critical alerts and reduce the margin for human error by automating your emergency notification process. Regroup's automated, content-triggered messaging enables you to predetermine which parameters and rules automatically trigger an alert.

Our platform offers native integrations with all Federal and National public notification systems, and works with your internal systems to automate emergency notification protocols. Alerts can be automatically triggered from:

- Integrated Public Alert Warning System (IPAWS)
- National Weather Service (NWS)
- National Oceanic and Atmospheric Administration (NOAA)
- Business Continuity Systems
- IT Monitoring Systems
- Fire and Other Alarm Systems
- ShakeAlert Early Earthquake Warnings
- Any Regroup Messaging API Connection



## Awards and Accolades





Having a mass notification solution in place is an important part of any organization's emergency preparedness plan. We know it can be hard to decide on a tool or make a switch to something new.

That's why we're making Regroup **FREE** for the rest of 2019 for all new customers! When you sign a new 1-year agreement, you'll have the rest of 2019 to migrate your data, configure your new account, train your staff, and do whatever else you need to be ready to use it.

With a deal like this, there's no reason **NOT** to switch to Regroup!

#### Standard Features Included with Regroup

- Unlimited Groups and Admins
- Unlimited Domestic Texts, Email, and Voice Messages
- Unlimited 24-Hour Customer Support
- Unlimited Technical Training
- AlertManager Mobile App for Admins
- AlertMe Mobile App for Contacts
- Easy Text-to-Join Signup
- Social Media Integration (Facebook, Twitter)
- Scheduled Messaging
- Two-Way, Interactive Notifications
- Geo-Mapping
- Database Integration



## Cost Proposal

### Total Member Count

This proposal has been prepared to meet your requirements with an estimated membership enrollment of 2,500.

### Advance Payment Discount

Regroup is pleased to offer substantial discounts to the annual base cost of your contract if your organization wishes to commit to multiple years and pay in advance. Advance payment discounts are below:

- 2 years = 10% Discount
- 3 years = 15% Discount
- 4+ years = 20% Discount

Product Description	Fee type	Sale Price	Term	Total Price
Regroup Annual Subscription	Annual	\$4,750.00	1	\$4,750.00
Implementation Fee	One Time	\$700.00	1	\$700.00
AlertManager Mobile App	Included	\$0.00	1	\$0.00
AlertMe App with Geofencing	Included	\$0.00	1	\$0.00
Quick Conference	Included	\$0.00	1	\$0.00
Database Integration	Included	\$0.00	1	\$0.00
Texting-In to Join	Included	\$0.00	1	\$0.00
Desktop Alerts via FeedNotifier	Included	\$0.00	1	\$0.00
NOAA Automated Weather Alerts	Included	\$0.00	1	\$0.00
Post Auto Translation	Included	\$0.00	1	\$0.00
<b>Total Proposal:</b>				<b>\$5,450.00</b>



# Subscription Agreement

**Prepared For:**

Company: Pierpont Community & Technical College  
 Name: Robin Strader  
 Email: rstrader@plerpont.edu  
 Phone: (304) 534-7892

**Prepared By:**

Regroup Mass Notification  
 Prepared by: Owen McNish  
 Email: omcnish@regroup.com  
 Phone: (917) 746-6787

**Contract Term: 3 years paid annually or paid in full**

**Contact Count: 2,500**  
**Valid Until: 11/29/2019**

**A. Product and Pricing Multi-Year Summary**  
 Please Initial Preferred Option

**Option 1: 3 Years Paid in Full with Multi Year Discount**

Product	Fee Type	Sale Price	Term	Discount	Total Price
Regroup Annual Subscription	Annual	\$4,750	3	15%	\$12,112
Implementation Fee	One Time	\$700	1	0%	\$700
AlertManager Mobile App	Included	\$0	1	0%	\$0
AlertMe App with Geofencing	Included	\$0	1	0%	\$0
Quick Conference	Included	\$0	1	0%	\$0
NOAA Automated Weather Alerts	Included	\$0	1	0%	\$0
Database Integration	Included	\$0	1	0%	\$0
Texting-In to Join	Included	\$0	1	0%	\$0
Desktop Alerts via FeedNotifier	Included	\$0	1	0%	\$0
Post Auto Translation	Included	\$0	1	0%	\$0

**Total Proposal: \$12,812**

Initial: \_\_\_\_\_



# Subscription Agreement

**Option 2: 3 Years Paid Annually (No discount)**

Product	Fee Type	Sale Price	Term	Discount	Total Price
Regroup Annual Subscription	Annual	\$4,750	1	0%	\$4,750
Implementation Fee	One Time	\$700	1	0%	\$700
AlertManager Mobile App	Included	\$0	1	0%	\$0
AlertMe App with Geofencing	Included	\$0	1	0%	\$0
Quick Conference	Included	\$0	1	0%	\$0
NOAA Automated Weather Alerts	Included	\$0	1	0%	\$0
Database Integration	Included	\$0	1	0%	\$0
Texting-In to Join	Included	\$0	1	0%	\$0
Desktop Alerts via FeedNotifier	Included	\$0	1	0%	\$0
Post Auto Translation	Included	\$0	1	0%	\$0

Total Proposal: \$5,450

Initial: \_\_\_\_\_

**B. Terms**

1. Initial Term: The Initial Term shall be one (1) year following the effective date.
2. Implementation Date: TBD
3. Effective (Start of Term) Date: January 1, 2020
4. Invoice Date: Upon Signature
5. Regroups grants Pierpont Community & Technical College, Inc access to the Regroup platform from the signature date to December 31, 2019 at no additional cost.

# Subscription Agreement

## Ba. Renewal Terms

1. This three (3) year agreement shall be paid in full at \$12,813. or
2. This three (3) year agreement shall be paid at \$5,450 for the first year and \$4,750 for each subsequent year.
3. At the end of the current agreement, Regroup will provide the Pierpont Community & Technical College with an option to renew subscription on an annual basis at a mutually agreed upon cost. The notice will be provided 90 days prior to the expiration of the current agreement.

## C. Payment Terms

1. All initial and subsequent payments shall be due 21 days after the effective date. Unless otherwise specified, all dollars (\$) are United States currency.
2. Late payments may incur a 1.5% penalty.
3. Pierpont Community & Technical College shall be invoiced for amounts due in respect of the Initial Term upon execution of this Subscription Agreement

## D. Acceptance and Authorization

The terms and conditions of the Regroup [Terms of Use](#) and [Privacy Policy](#), which are incorporated herein by reference, apply in full to the services and products provided under this Subscription Agreement.

IN WITNESS WHEREOF, the parties hereto each acting with proper authority have executed this Subscription Agreement, under seal.

Accepted by Buyer: Pierpont Community & Technical College    Accepted by: Regroup

Signature \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: Chris Utah

Title: \_\_\_\_\_

Title: COO

Date: \_\_\_\_\_

Date: \_\_\_\_\_

## Regroup References

Good morning Mr. Williams,

I have had good experiences with Regroup. My staff has been working with them closer than I have on a regular basis. I am alerted of any situation that deem my attention. We have been with them for a number of year about six to be exact and they have been cooperative with TSU. Any situation they have readily resolved it with my staff.

Hopefully this has been helpful and please let me know if you have any direct questions.

Dr. C. Johnson  
Chief of Staff  
Tennessee State University  
(615) 963-7401  
[johnsonc@tstate.edu](mailto:johnsonc@tstate.edu)

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Mr. Williams:

Sorry I have not gotten around to this sooner; holidays et al...

We suffered trying to find an emergency notification system for a while. Most were too expensive for our budget. We tried a per incident system, but realized we could not test or do drills as each would count as an event and was more than we wished to spend. We could not depend on everyone remembering what to do in case of an emergency.

We use Cisco VOIP phones and purchased SingleWire Informacast which is great for on campus alerts, but does not help getting information out to people in transit or even just outside a building.

When we came across ReGroup, we liked them for several reasons. Off the cuff, they are hosted, so no maintenance; a real plus for understaffed us. Their pricing is based on enrollment, so the price is per year and budgeable. We can test and do drills as we see fit. It integrates with our SingleWire solution, so we can trigger on campus alerts at the same time we send emergency alerts. It will also integrate with social media and send RSS feeds if we want to post alerts to our website. One of the things that really sold us was we can use this as mass communication system and not just an emergency system. We use it to remind students to register for classes and to pay for said classes. We can get school closings and delays out quickly. A couple of years ago, a tornado hit our campus and we sent over 20,000 alerts to different devices in under ten minutes. We can use ReGroup to send mass emails without being blocked as spammers. We do not have many clubs here, but a few use ReGoup to keep their members informed of meetings, etc.

The hardest part of ReGroup is maintaining a user list. We pull a list of all accounts from our administrative database every evening and upload it via FTP to ReGroup. This keeps our "All Users" group up to date. I assign admins to the other groups and those folk can maintain their own list. Creating groups is easy; it can be done manually or by uploading csv lists.

To me though, the best thing about ReGroup is their staff. I have never had any problems getting support on the phone. Everyone at the company is friendly and easy to work with. They are innovative and are constantly finding new ways of improving the system. They respond to customers ideas and try to add functionality based on those ideas.

All in all, I think ReGroup is a great solution to mass communication.

Hope this helps.

Bruce Cannon  
Communications Manager  
Spartanburg Community College

