

**The State Board of Community Colleges**  
**The North Carolina Community College System Office**

**Office of the President**  
**The Division of Business & Finance**  
**The Division of Workforce and Economic Development**

**A Report to the Joint Legislative Education Oversight Committee**  
**of the**  
**North Carolina General Assembly on the Planned Expenditures of**  
**Employment Security Commission Training and Employment Account Funds**

**April 14, 2000**



## **Planned Expenditures of Employment Security Commission Training and Employment Account Funds**

### **Introduction**

The 1999 Session of the General Assembly recognized the importance of providing the resources necessary to enhance worker training in North Carolina by appropriating \$66,500,000 over the biennium to the North Carolina Community College System (NCCCS). Beginning with discussions among members of the Assembly about how workers could be trained more quickly and effectively, thereby returning them to the marketplace, the dialogue quickly enjoined the North Carolina Citizens for Business and Industry, other trade and business associations, the Employment Security Commission, and the North Carolina Community College System Office. As the discussions moved along toward a funding mechanism for accomplishing the purposes of enhancing worker training and returning workers to employment more quickly, the Assembly debated and subsequently approved Session Law 1999-321<sup>1</sup>, more commonly known as House Bill 275. This legislation amended Section 9.11 of Session Law 1999-237<sup>2</sup>, more commonly known as House Bill 168.

A portion of the funds generated from this legislation<sup>3</sup> was directed by the Assembly to be used for four specific activities directly related to worker training. They included:

- equipment, technology and management information systems
- regional and cooperative programs
- new and expanding industry
- focused industrial training

In addition to directing the activities for which the funds were to be used, the Assembly required the following:

*The Community College System Office and the Employment Security Commission shall report to the Joint Legislative Education Oversight Committee prior to May 1, 2000, on proposed expenditures of these funds and prior to May 1 of subsequent years on actual expenditures.*

*Sec.9.11(e)*

At the time of this report, the Community College System Office has made no expenditures; however, funds have been designated and committed. It is the intent of this report to comply with the intent of the General Assembly in reporting the planned expenditures for fiscal year 1999-2000.

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<sup>1</sup> Ratified on July 15, 1999, the bill established a funding mechanism which implemented a zero unemployment insurance tax rate (for employers with positive experience ratings), temporarily reduced the unemployment tax rate for most employers, and substituted an equivalent contribution.

<sup>2</sup> "The Current Operations and Capital Improvements Appropriations Act of 1999"

<sup>3</sup> The intent of the General Assembly, as expressed in House Bill 275, was that 80 percent of the funds "be appropriated annually to the Department of Community Colleges" [sic]

### **Establishing Projected Availability**

The legislation that authorized the establishment of the funding mechanism for worker training also established a special account within the Office of the State Treasurer<sup>4</sup>. This account was established as non-reverting, and any interest earned on the account was to be credited thereto. It was estimated in House Bill 275 that \$18,000,000 in 1999-2000 and \$48,500,000 in 2000-01 would be available from the special account.

In August 1999, Employment Security Commission (ESC) Chairman J. Parker Chesson, Jr., wrote NCCCS President H. Martin Lancaster and provided an estimate of the funds that would be available by May of 2000, consistent with the provisions of House Bill 275 (a comparison of HB 275 and ESC projections is available in Attachment A). Based upon the similarity in comparison of the amounts projected by Chairman Chesson and the amounts appropriated by the General Assembly in House Bill 275, President Lancaster directed that an expenditure plan be prepared by senior staff within the System Office.

### **Expenditure Parameters**

The parameters surrounding the development of an expenditure plan were the descriptions and amounts set forth in both House Bill 163 and House Bill 275. The following depicts these parameters:

<b>Description</b>	<b>Fiscal Year 1999-2000</b>
Non-Reverting Equipment, Technology and MIS Reserve Funds	\$10,000,000
Non-Reverting Start-Up Fund for Regional and Cooperative Initiatives	\$3,000,000
New and Expanding Industry Training Program	\$4,000,000
Enhanced Focused Industrial Training Program	<u>\$1,000,000</u>
<b>TOTALS</b>	<b>\$18,000,000</b>

### **Expenditure Plan**

The following information and accompanying "Attachments" have been developed over the last seven months in anticipation of funds being made available in May 2000 to carry out the training purposes outlined by the General Assembly. The expenditure plan is divided into four sections, consistent with the descriptions in House Bill 163.

<sup>4</sup> "Training & Employment Account"

#### **A. Non-Reverting Equipment, Technology and MIS Reserve**

In 1998, the State Board of Community Colleges commissioned MGT of America, Inc., a nationally recognized education consulting firm, to study the allocation of equipment resources in the North Carolina Community College System. After several months of study, the consultant made a comprehensive report to the State Board, which included several recommendations that were subsequently adopted. The report cited a September 1997 survey by the System Office that identified approximately \$131.7 million of unfunded equipment needs. In addressing these needs, the consultant recognized the need for major additional funding, and called for the redesign of the equipment allocation formula. Eliminating from further use, a depreciation factor for equipment which had created historical inequities among the 58 colleges, the consultant replaced this with an increased base allocation (from \$20,000 to \$100,000) for all colleges, and the balance of the equipment appropriation on the basis of equipment FTE, whereby high equipment intensity programs would generate more funding per student than other programs.<sup>5</sup> The 1999 Session of the General Assembly recognized both the critical nature of equipment funding and the consultant's recommendations by appropriating \$21 million to a non-reverting equipment reserve, and acknowledging the new equipment allocation formula.<sup>6</sup>

The proposed plan of expenditure for equipment and technology funds, found in Attachment B, does recognize training activities of colleges as they relate to both business and industry. There is a clear nexus between teaching on state-of-the-art technology (computers, injection mold machines, lathes, etc.) and the employability of graduates. Graduates who are able to utilize modern equipment and technology do not have to be re-trained by industry at great expense.

The proposed allocation of \$10,000,000 of equipment funds does not include the base allocation, because that is covered in the Continuation Budget allocation of equipment funds. Instead, it weighs more heavily on programs that are equipment intensive. Allied health, machine shops, and other similarly expensive programs will be enabled to obtain much needed training equipment. The funds will be placed into a non-reverting equipment reserve consistent with the reserve established by the 1999 Session of the General Assembly.

Therefore, the proposed plan of expenditure of House Bill 275 funds for equipment and technology is in accordance with the intent of the legislation establishing it.

#### **B. Non-Reverting Start-Up Fund for Regional and Cooperative Initiatives**

Increasingly, there are regional training needs that transcend service area boundaries of any particular community college. Programs and activities in such areas as plastics, networking, metal working, e-commerce, allied health, and the like, take on a regional focus and require collaborative efforts to be initiated and sustained. The cost of such programs and activities is enormous. It is practically impossible for any one college to have the resources necessary to initiate these programs, and taxing authorities within the service delivery area are reluctant to fund activities that are not county specific.

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<sup>5</sup> Including "old" Technical, Vocational and Occupational Extension programs, now known as Applied Science and Continuing Education Programs.

<sup>6</sup> Section 10.2 of Senate Bill 1366 (Session Law 1998-212)

It goes without saying that the skills needed of employees by both business and industry know no boundaries. Industries often draw on labor pools that are increasingly regional in nature. Industries also look increasingly to the NCCCS to provide them with a labor pool that has the skills necessary to their particular process. It is against this backdrop, therefore, that a portion of funds was designated by the General Assembly for regional and cooperative programs that benefit primarily business and industry. It is also important to note that the Assembly contemplated drawing as many participants into the process as possible by noting the language "cooperative initiatives."

In response to legislative intent, the State Board of Community Colleges directed President Lancaster to develop a competitive process whereby colleges would develop proposals for a portion of the funds for regional and cooperative programming. The General Assembly appropriated \$3 million to the NCCCS Office for this purpose for 1999-2000 and 2000-2001 fiscal years. A grant application was developed (see Attachment C) and proposals were solicited.

The System Office received 31 proposals requesting approximately \$16.4 million. A complete list of the colleges submitting proposals and the amount requested is found in Attachment D. An ad hoc committee was established to review the proposals and make recommendations to the State Board for funding.<sup>7</sup> The recommendations to the State Board included:

Asheville-Buncombe Tech. CC, "Enka Center Proposal"	<b>\$509,000</b>
Blue Ridge CC (Consortium Agent), "Electronic Commerce Development Project"	<b>600,000</b>
Caldwell CC&TI, "Interactive, Real-Time Business/Industry Articulation"	<b>291,000</b>
Cape Fear CC, "Vocational Training Partnership - Truck Body Repair"	<b>200,000</b>
Craven CC, "The Initiation of the Development of a Permanent Collaborative Delivery System of Higher Education in Eastern NC"	<b>300,000</b>
Stanly CC, "E-Skills Training Solution: A Collaborative Partnership to Deliver Internet-Based Information Technology (IT) Skills Training"	<b>450,000</b>
Wake Tech CC, "Manufacturing Technology/Plastics Concentration Regional Instructional Laboratory"	<b><u>650,000</u></b>
	<b>\$3,000,000</b>

It is the intent of the State Board to expend House Bill 275 funds for the Start-Up of Regional and Cooperative Initiatives on the projects identified.

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<sup>7</sup> The Committee consisted of two State Board members, one college president, and four System Office staff members.

### **C. New and Expanding Industry Training Program**

The New and Expanding Industry Training program provides training on a project-by-project basis to companies that creates at least 12 or more new workers within a specific year in a North Carolina community. The program is seen as one of the state's leading economic development programs, and has been recognized as the number one worker-training program in the nation the past two years. Funding for this program has remained stable for approximately the past 15 years, despite significant growth in demand, which has placed significant constraints in recent years. Two years ago, the program received a special emergency \$4.7 million appropriation.

In 1999-2000, an additional \$4 million will be provided to the program through House Bill 275, and an additional \$5 million in 2000-2001. This will bring the program in line with funds provided to similar other programs in such states as Georgia, Virginia, and Alabama, and enable the program to meet the demand of growing industries in the state.

Funding follows a set of formal guidelines in which training projects are developed in collaboration between local college and state staff to support customized training projects for specific companies, and are then approved by the System Office and the Department of Commerce. The addition of \$4 million in 1999-2000 will provide a total of \$13.6 million available budget for the New and Expanding Industry Training program. As of March 31, 2000, \$12,992,062 in projected expenses had been approved. The list of projects to which the funding will support is found in Attachment E. We anticipate that the full \$13.6 million will be appropriated to projects prior to the end of the current year.

Funds for 2000-2001 will be further planned as new economic development announcements take place. Currently, based on existing projects, there is a requirement for \$3,689,507 in funds for next fiscal year, which will be significantly added to in the next several months as new training projects are planned.

### **D. Enhanced Focused Industrial Training Program**

The Focused Industrial Training program is a training program designed specifically to support existing North Carolina manufacturing companies. Through this funding, 39 colleges across the State receive funding to support a dedicated staff person with a specific purpose to coordinate and support customized training for industries in their service areas. In addition, all 58 community colleges and the Center for Applied Textile Technology receive instructional funds to support FIT training projects for manufacturing companies in their service areas. The projects are intended to enhance the competitiveness of North Carolina industries through technical training and workforce development services.

Community colleges sponsor FIT training projects when they are not able to provide the training through Occupational Extension or other program areas. This typically occurs when training costs fall outside of the normal occupational extension funding formula, such as when outside resources are required due to the specialized nature of the training and technology involved, or when class sizes are very small. Most projects entail specialized technical training for very few key-manufacturing

personnel. For example, if a company required specialized training for only two key employees in computer numerical controlled (CNC) machining, the college would typically sponsor this project through the Focused Industrial Training program. In such an instance, the company would pay the same registration rates as under the Occupational Extension program, while the college would use FIT funding to pay for all instruction costs (e.g., instructor contracts, course materials). Colleges also use funds to conduct formal job analyses and work profiles of company positions, which are then utilized in the design of customized training programs.

Colleges may also provide free seminars for manufacturing companies in their area using Focused Industrial Training funds. For example, a college might host on an open-enrollment basis, one-day seminars on lean manufacturing techniques or new forklift safety requirements, that are attended by workers and representatives from multiple companies in the college's service area. Finally, FIT funds may be awarded by the System Office to colleges to support "special projects" that enhance manufacturing training, or to support training associated with registered apprenticeship programs. Funding for special projects are typically designed to support more than one company, and/or enhance the training programs of more than one college.

House Bill 275 funds will provide an anticipated additional \$1 million in 1999-2000, and \$2 million in 2000-2001. The funds will support instructional costs and are available to all 58 community colleges and the Center for Applied Textile Technology. The funds are available to colleges on a project-by- project request basis to support specialized industry training projects in their service areas.

During both 1999-2000 and 2000-2001, the House Bill 275 funds will support a mix of company-specific training projects as well as special projects, which will significantly enhance the industry training programs of multiple community colleges. Because colleges request funds for company-specific projects as the need arises, it is impossible at this time to list all company-specific projects to be funded during that time period. Examples of the company-specific training projects already requested to be funded with HB 275 funds include:

- Gaston College will provide a 48-hour advanced programmable logic controller training program for four local industries.
- Asheville-Buncombe Technical Community College will conduct job analysis for 20 positions with Eaton Cutler-Hammer to create a customized Tester Certification Training Program
- Blue Ridge Community College will conduct job analysis of six positions and develop an 80-hour customized course for Blue Ridge Metal Corporation to assist in their ISO 9000 compliance.
- Catawba Valley Community College will support the Piedmont Triad Center for Advanced Manufacturing to develop a customized metalworking training program for Getrag Gears
- Alamance Community College will provide advance CNC (computer numerical controlled machining) for six trainees of GKN, as well as Oracle training for Glen Raven Mills.
- Sandhills Community College will provide control system training for electrical personnel for Unilever.
- Wayne Community College will provide controller training for 12 technicians of Georgia Pacific.
- Craven Community College will provide advanced carpentry training for 12 to 15 trainees at Hatteras Yachts.



These are a few of the examples of company-specific projects that will be funded with HB 275 funds. Additional requests arrive on a daily basis.

In addition to additional company-specific projects, the HB 275 funds will permit the Community College System to sponsor a number of special training projects to significantly enhance industry training delivered through multiple colleges. As a result, it supports current goals of the new Economic & Workforce Development Division to achieve greater economies of scale through collaborative efforts of multiple colleges, promote more seamless linkages with the entire workforce development system through the JobLink Centers, and sponsor strategic partnerships to enhance delivery of job training to business and industry.

Many of the special projects to be funded with additional House Bill 275 funds will fall under the umbrella of a unique new program called the *North Carolina Manufacturing Certification Program*. The initial program has been developed based on a collaborative effort of multiple colleges to develop short-term concentrated manufacturing training programs based on industry-defined skill standards. The program will consist of a 90-hour, Level I fundamentals program, as well as various industry specific programs. The program has received enthusiastic support from industry representatives in the state, as well as representatives of the JobLink system, as is being endorsed by the Center for the Manufacturing Success of the National Association of Manufacturers.

Previous FIT funding supported the initial development of the Level I program. The additional House Bill 275 funds in 1999-2000 will enable us to provide "train-the-trainer" programs and course materials (training manuals, videos, and site licenses for certain designated courses) to all colleges who wish to participate, as well as the capability to continuously improve the program through revisions. In addition, we will sponsor the development of several Level II short-term industry-specific programs that build on the Level I fundamentals program. These will include:

- Metals -- Guilford Technical Community College will sponsor the Piedmont Triad Center for Advanced Manufacturing to develop a short-term training program based on the Level I National Institute for Metalworking Skills (NIMS) standards. After completion of the training materials, PTCAM will provide "train-the-trainer" opportunities for community college trainers to deliver the program. The program is, in part, based on a very successful "Boot Camp" collaborative between PT CAM and the Guilford Workforce Development Board.
- Plastics -- Previous FIT funding supported the initial development of a short-term plastics operator and technician program sponsored by Asheville-Buncombe Technical Community College in conjunction with the Mountain Area Workforce Development Board. Additional resources provided to Davidson County Community College will further develop this program. Once packaged, the program, as well as "train-the-trainer" programs, will be provided to all interested community colleges.
- Textiles -- The Center for Applied Textile Technology is placing major emphasis on the development of short-term certification programs that will be provided in conjunction with the Level I program provided by local colleges. The program has been developed based on training needs defined by a blue-ribbon group of industry leaders in North Carolina. Additional FIT funding will enable the Textile Center to develop the training materials for the Textile Certification Program.

- Boat Building -- Several colleges in the eastern part of the state are collaborating on efforts to enhance training to this rapidly growing industry. Additional FIT funds will support the development of additional training modules to tie into the certification model.

Additional industry specific training programs will be added using FIT funds over the next two years. Potential industries mentioned include Composites, Fiber Optics, Furniture, Pulp and Paper, and Electronics. As programs are developed, they will be continuously improved and as applicable repurposed using multi-media including CD-ROM based teaching supplements and development of Internet-based courses that can contribute to the *Virtual Learning Community*.

In addition to the efforts through the North Carolina Manufacturing Certification program, the FIT funding will also support several other special projects. Many will be initiated with funds provided in 1999-2000 and completed with funds in 2000-2001, or initiated in 2000-2001. These include:

- Manufacturing Economic Literacy -- A new training program that is being developed along with special seminars to provide training to production employees and their supervisors on how to understand a company's financial statements (income statement and balance sheet) and how to relate those documents to the decisions that are made in manufacturing company, and their role in maintaining financially viable operations. Several companies have found success in teaching these skills to production employees, and tying employee bonuses and payment to profit sharing. The program will utilize the North Carolina Information Highway to bring special seminars to North Carolina from industries with previous experience.
- Biotechnology Initiative -- In conjunction with the Community College System's joint initiative with the North Carolina Biotechnology Center, special training will be provided targeted to biotechnology and pharmaceutical companies. Much of this training will be provided in special seminars and training programs on FDA required "Good Manufacturing Practices" offered in conjunction with the GMP Institute.
- Kaizen/Lean Manufacturing -- In close collaboration with North Carolina State University's Industrial Extension Service, community colleges support training on continuous improvement. Additional funding will enable this partnership to expand and include support for supplier networks.
- Automotive Supplier Programs-- Discussions have been initiated with the Automotive Sector Strategic Alliance, which has recently opened an office in Charlotte, regarding development and support of new training programs to support the significant base of automotive suppliers in the state. Initial pilot programs will be provided in the current year, with the potential of more significant offerings using 2000-2001 funding.
- Industrial Maintenance -- A major need of all manufacturers in the state is for skilled industrial maintenance technicians. In collaboration with the curriculum programs, a major effort of 2000-2001 program year will be the development of new training programs to support this important skill requirement. An initial group of college representatives to serve on a special statewide taskforce has been developed.

Finally, in addition to these and other programs, significant FIT funds provided through House Bill 275 will be dedicated to providing training in association with formal apprenticeship programs offered in collaboration with the North Carolina Department of Labor.

**North Carolina Community College System  
Schedule of Receipts from the Training and Reemployment Financing Initiative  
Compared to House Bill 275 Provisions**

<b>NCCCS Share of Projected Quarterly Contributions Received:</b>	<b>Fiscal Year 1999-2000</b>	<b>Fiscal Year 2000-2001</b>	<b>Fiscal Year 2001-2002</b>
Quarter 1	\$ -	\$ 13,038,091	\$ 14,389,717
Quarter 2	\$ -	\$ 9,457,467	\$ 10,437,898
Quarter 3	\$ -	\$ 5,981,268	\$ 6,385,003
Quarter 4	\$ 18,291,214	\$ 20,187,416	\$ -
<b>Total Receipts</b>	<b>\$ 18,291,214</b>	<b>\$ 48,664,242</b>	<b>\$ 31,212,618</b>
<b>House Bill 275 Provisions:</b>			
1. Nonreverting Equipment Technology and MIS Reserve	\$ 10,000,000	\$ 38,000,000	\$ -
2. Nonreverting Start-Up Fund for Regional and Cooperative Initiatives	\$ 3,000,000	\$ 3,000,000	\$ -
3. New and Expanding Industry Training Program	\$ 4,000,000	\$ 5,500,000	\$ -
4. Enhanced Focused Industrial Training Programs	\$ 1,000,000	\$ 2,000,000	\$ -
<b>Total House Bill 275 Provisions</b>	<b>\$ 18,000,000</b>	<b>\$ 48,500,000</b>	<b>\$ -</b>
<b>Difference</b>	<b>\$ 291,214</b>	<b>\$ 164,242</b>	<b>\$ 31,212,618</b>



NORTH CAROLINA COMMUNITY COLLEGE SYSTEM  
EQUIPMENT ALLOTMENT  
FY 1999-2000

Attachment B

COLLEGES	NONREVERTING HB275
ALAMANCE CC	\$ 181,852
ANSON CC	123,117
ASHEVILLE-BUNCOMBE TCC	281,373
BEAUFORT COUNTY CC	118,229
BLADEN CC	63,033
BLUE RIDGE CC	120,841
BRUNSWICK CC	60,252
CALDWELL CC & TI	193,734
CAPE FEAR CC	268,396
CARTERET CC	97,162
CATAWBA VALLEY CC	218,509
CENTRAL CAROLINA CC	272,272
CENTRAL PIEDMONT CC	679,122
CLEVELAND CC	123,032
COASTAL CAROLINA CC	236,374
COLLEGE OF ALBEMARLE	115,027
CRAVEN CC	135,673
DAVIDSON COUNTY CC	169,296
DURHAM TCC	246,992
EDGEcombe CC	128,763
FAYETTEVILLE TCC	507,129
FORSYTH TCC	309,603
GASTON COLLEGE	221,880
GUILFORD TCC	419,153
HALIFAX CC	112,499
HAYWOOD CC	117,049
ISOTHERMAL CC	111,825
JAMES SPRUNT CC	88,819
JOHNSTON CC	199,127
LENOIR CC	163,987
MARTIN CC	57,808
MAYLAND CC	64,634
MCDOWELL TCC	71,881
MITCHELL CC	109,044
MONTGOMERY CC	49,803
NASH CC	131,375
PAMLICO CC	20,899
PIEDMONT CC	109,465
PITT CC	283,817
RANDOLPH CC	122,864
RICHMOND CC	121,515
ROANOKE CHOWAN CC	63,286
ROBESON CC	162,554
ROCKINGHAM CC	115,532
ROWAN-CABARRUS CC	229,632
SAMPSON CC	90,926
SANDHILLS CC	200,475
SOUTHEASTERN CC	133,145
SOUTHWESTERN CC	128,678
STANLY CC	96,740
SURRY CC	185,138
TRI COUNTY CC	58,988
VANCE-GRANVILLE CC	228,031
WAKE TCC	467,101
WAYNE CC	205,868
WESTERN PIEDMONT CC	152,526
WILKES CC	140,729
WILSON TCC	113,426
<b>TOTAL</b>	<b>\$ 10,000,000</b>



House Bill 275- Worker Training Program: Utilizing Non-reverting Start-up Fund for Regional  
and Cooperative Initiatives  
1999-2000 Announcement and Guidelines  
**CLOSING DATE, March 27, 2000**

**Background**

The 1999 Session of the General Assembly enacted House Bill 275 (HB 275), the focus of which was to enhance worker training in North Carolina (note attached copy of the bill). One portion of the bill, 'Non-reverting Start-up Fund for Regional and Cooperative Initiatives,' affords the State Board an opportunity to develop programs which can either:

- "Foster regional cooperation and collaboration among community colleges, between public schools and community colleges, and between universities and community colleges"
- meet the regional training needs of businesses and industries
- enhance established highly technical training programs
- create 'specialized training centers' as a focus for advanced technology and expertise
- promote ingenuity in responding to a changing economy and workforce

As a result of the above legislation, the Board will have available \$3,000,000 in non-reverting funds for both 1999-2000 and 2000-2001 to establish these regional and cooperative programs. Careful and thoughtful consideration in the use of these funds will enable the North Carolina Community College System (NCCCS) to meet training needs of companies seeking new methods of increasing productivity as they seek to remain competitive in the marketplace of the new century.

**Status of Fund Availability**

The System Office was advised by the Office of State Budget and Management (OSBM) on September 1, 1999 that the funds appropriated by HB 275 would not be available until April 2000. The OSBM arrived at this conclusion because the receipts generated from the 'mandatory training and reemployment contribution' will not materialize until the end of the first quarter wherein the contribution is levied. Therefore, the State Board will not be able to distribute funds to the NCCCS until the end of the first quarter of calendar year 2000; however, this timeline affords the State Board an opportunity to begin soliciting proposals for colleges to develop regional initiatives.

**Funding Proposals**

**General Guidelines**

The State Board is moving ahead to identify projects eligible for funding. Each college that seeks to obtain funding should submit a proposal to the State Board. The proposals will be evaluated on a competitive basis. Because the funds are nonrecurring by legislative intent, even though

non-reverting, the proposals are for start-up of new programs or the expansion of regional and cooperative programs. The proposals must include an instructional component but may include capital facilities and equipment aspects. For example, if a group of colleges proposed to offer a regional robotic training program utilizing regular Budget-FTE to fund the ongoing educational component and requested capital and equipment dollars to house and equip the proposed program, the proposal would be considered because of the viable educational component.

#### A. *Eligibility Guidelines*

- Proposals are invited from the following:
  - Consortium of community colleges
  - Consortium of community colleges in collaboration with the following:
    - Public School Unit (LEA)
    - Public or Private University (or College)
    - Business or Industry
    - Trade/Business or Industrial Association
    - State or Local Governmental Agency
  - An individual college and any one of the following:
    - Public School Unit (LEA)
    - Public or Private University (or College)
    - Business or Industry
    - Trade/Business or Industrial Association
    - State or Local Governmental Agency

Proposals from a consortium may be submitted by one of the member colleges acting as the lead institution and fiscal agent.

- Programmatic, fiscal, and administrative arrangements between the applicant organization and the consortium organization must be stated clearly. The president or head of each member institution or agency must provide a letter of support confirming participation. The grantee institution has the specific responsibility for ensuring that all required assurances are obtained from the consortium.
- Proposals, which target economic development or workforce development needs
- Final funding for proposals is subject to the availability of funds from the Legislature.

#### B. *Funding and Duration of Projects*

- Maximum funding per project will be \$650,000 unless the State Board deems it necessary to exceed that amount.
- Funds must be obligated by June 30 of the funding fiscal year cycle.
- Due to the award date, projects may extend beyond the current fiscal year. This agreement is defined as a *no-cost extension*. Operating funds must be expended by June 1 of the following fiscal year. Capital funds must be expended by June 1 of the next fiscal year (two years beyond the initial award date).



- It is not intended that these will be entitlement funds or that recipients be dependent upon these funds for program continuation.
- Final approval of awards is made by the State Board of Community Colleges.
- A report is required 60 days after the project is completed or June 1, 2001 whichever date comes first, indicating lessons learned, outcomes and results, transportability of the program to other colleges, timetable and cost of implementation, and other summary information which will assist other colleges in implementing a similar project. The report should be forwarded to the office of the Executive Vice President. The report should not exceed four pages.

*C. Allowable Costs (general areas for life of grant)*

- Salaries: replacement costs of professional personnel, clerical assistants in proportion to the time or effort spent directly related to the project
- Contractual Services: contractual fees, including travel and supporting costs (per diem)
- Travel: staff travel directly related to the project
- Equipment and Capital Facilities: not to exceed \$650,000 unless justified and approved
- Educational/Instructional Materials and Supplies: curriculum development, program improvement
- Workshop Expenses
- Planning: Proposals should identify sources of future funding

*D. Proposal Processing and Review*

- Funding proposals are assigned to office of the Executive Vice President for acknowledgment and initial review. All proposals are reviewed carefully by, at least, a five-member review panel. The Executive Vice President will determine the composition of the review panel.
- In order to provide for the selection of the most meritorious projects for support, the State Board will utilize the criteria noted in Section E below. These criteria are intended to be applied to all proposals in a balanced and judicious manner, in accordance with the objectives and content of each proposal.
- The Executive Vice President and the Vice President of Finance presented the proposed criteria to the Policy Committee and the Finance Committee of the State Board respectively for review and future action at the November State Board meeting. Criteria approval will be requested at the January 2000 Board meeting. Funding proposals from the colleges will be evaluated by a review committee and recommendations forwarded to the Policy Committee for review and approval.

#### *E. Review Criteria for Funding*

- (30%)     **Plan:** The proposal should address the following questions:
- How does the plan foster cooperation and/or collaboration? (This aspect will represent 50% of this component.)
  - Does the project appear workable?
  - Are the goals and objectives, and procedures for achieving them innovative, well developed, worthwhile, and realistic?
  - Does the proposal show an awareness of system priorities such as the demographic, economic, education and training, social, political, and technological issues put forth in the 1999-2001 Strategic Plan?
  - Is the educational/training component the primary focus of the proposal?

This Strategic Plan can be located on the System Web Page, [WWW.NCCCS.CC.NC.US](http://WWW.NCCCS.CC.NC.US).

- (30%)     **Impact:** Does the project have potential for significantly strengthening local and/or state workforce preparation and economic development enterprises? Are the audience and impact sufficiently identified?
- (20%)     **Institutional Commitment:** Is the proposal supported by the involvement of capable faculty, administrators, adequate facilities, and resources? Specify the college resources which will be applied to the project. Identify cash and in-kind commitment.
- (10%)     **Budget:** Is the budget cost effective and appropriate for the target areas? Budget must include, at least, the following categories: personnel, contractual services, equipment, and capital, (buildings, construction, etc), travel, educational materials/supplies, workshops expenses, and other. Provide sufficient explanation of an "other category if utilized.
- (10%)     **Evaluation:** How will the project be evaluated? Anticipated outcomes must be quantifiable.

#### *E. Proposal Requirements*

Submit a narrative explaining how supplemental money will be used to enhance the implementation of the program. Include a budget (see above). Priority will be given to proposals that include one or more of the following components:

- (1) Implementation of a collaborative program.
- (2) Implementation of programs that present vital links to workforce development either across college service area boundaries or within the service area if involving other non-community college institutions or agencies.
- (3) Implementation of highly-technical, innovative programs.

## II. PREPARATION AND SUBMISSION OF PROPOSAL

The proposal should include:

- A. **Cover Sheet** for Proposal.
- B. **Project Description.** This should be the longest section of the narrative and should clearly and fully address each of the six review criteria defined in **Section E**, page three. The narrative is limited to seven double-spaced pages (12 point font).
- C. **Budget.** Attach a projected budget which identifies how the funds will be utilized for program implementation.
- D. An original and seven (7) copies should be received by **5:00 PM** on the closing date. *Fax copies will not be accepted. Address proposal application to:*

Stephen Scott  
Executive Vice President  
North Carolina Community College System  
200 West Jones Street  
Raleigh, NC 27603

### E. 1999-2000 Timeline

- November 18, 1999. Proposed criteria submitted to Policy Committee and Finance Committee for review and for future action.
- November 19, 1999. Submitted to State Board for future action. Released **draft** RFP to CC Presidents to enable the colleges to begin initial work on the start-up funding proposals.
- January 21, 2000 Board meeting. Criteria approval request. If approved, forward final criteria to colleges.
- March 27, 2000. Closing Date -- 5:00 PM for submission of proposals to the System Office.
- April 14, 2000 (Tentative). Submit to Policy Committee recommended proposals. Submit to State Board for future action.
- May 19, 2000. Final Policy Committee and SBCC approvals requested. Grantees notified.

For additional information, contact Stephen Scott or Bill Cole at (919) 733-7051.



## HB 275 Proposals

<b>Initiating College</b>	<b>Proposal Title</b>	<b>Collaborators</b>
Asheville-Buncombe TCC <b>\$1,060,000.00</b>	ABTCC Enka Center	Asheville Chamber of Commerce Buncombe County Economic Development Western Carolina University
Bladen CC <b>\$172,240.00</b>	Bladen Animal and Food Science Technology Center	UNC-Pembroke James Sprunt CC Sampson CC
Blue Ridge CC <b>\$645,000.00</b>	Western N. C. Electronic Commerce Development Project	Asheville-Buncombe TCC Caldwell CC Catawba Valley CC Haywood CC Isothermal CC Mayland CC McDowell TCC Southwestern CC Tri-County CC Western Piedmont CC Wilkes CC
Brunswick CC <b>\$650,000.00</b>	Center For Advance Studies	Brunswick County Schools
Caldwell CC <b>\$294,025.00</b>	Interactive, Real-Time Business/Industry Articulation	County of Caldwell Caldwell County Schools Broyhill Furniture Industries Fairfield Chair Co.
Cape Fear CC <b>\$650,000.00</b>	Turbine Institute	
Cape Fear CC <b>\$273,956.00</b>	Vocational Training Partnership	Pender County
Carteret CC <b>\$620,094.00</b>	The Down East Boat Manufacturing Center	Craven CC Pamlico CC Jarrett Bay Boat Works Carteret County Economic Development Council

Central Carolina CC <b>\$650,000.00</b>	N. C. School of Telecommunications	N. C. Telecommunication Industry Association Lee County Public Schools
Central Piedmont CC <b>\$650,000.00</b>	The Charlotte Region Workforce Development Partnerships Regional IT Training Collaborative	Catawba Valley CC Cleveland CC Gaston College NC Center for Applied Textile Technology Mitchell CC Rowan-Cabarrus CC South Piedmont CC Stanly CC
College of The Albemarle <b>\$635,500.00</b>	The Northeast Industrial Training Center	Perquimans County
Craven CC <b>\$300,000.00</b>	The Initiation of the Development of a Permanent Collaborative Delivery System of Higher Education in North Carolina	East Carolina University
Davidson County CC <b>\$650,000.00</b>	Regional Plastics Industry Training Center	Society of Plastics Engineers Society of Plastics Industry Business & Industry Public Schools
Fayetteville TCC <b>\$294,423.00</b>	Emerging Technologies Center	Cumberland County Schools Cape Fear Valley Health Sprint Fayetteville Area Economic Development Corporation
Forsyth TCC <b>\$648,596.00</b>	Information Technology Education Center	Winston-Salem Chamber of Commerce Wachovia Bank, R. J. Reynolds Tobacco Co., Womble, Carlyle, Sandridge & Rice, Davidson County CC, Surry CC, Salem College, Winston-Salem State, Wake Forest University

		(ICCEL), W-S/Forsyth County Schools, Surry County Schools, Stokes County Schools, Yadkin County Schools, Wilkes County Schools
Guilford Technical CC <b>\$750,000.00</b>	Heavy Equipment and Transport Technology Specialized Training Centers	High Schools NCITE Tech Prep Programs Business & Industry
Halifax CC <b>\$650,000.00</b>	Pulp and Paper Technology Cooperative Center	Beaufort CC Central Piedmont CC Southeastern CC Wilson TCC
Haywood CC <b>\$256,500.00</b>	Taking Wood Products Programs Statewide	Craven CC Isothermal CC Johnston CC Wilkes CC
Isothermal CC <b>\$650,000.00</b>	Cooperative Creation of a Composites Testing and Training Center	Composite Fabricators Association 3TEX
Lenoir CC <b>\$667,800.00</b>	Global Transit Park Workforce Development Plan	11 Eastern North Carolina Colleges GTP 13 Counties
Mayland CC <b>\$291,890.00</b>	New Partnerships in Nursing Education Program	Lees-McRae College
Mitchell CC <b>\$101,000.00</b>	Industrial Training Initiative	Iredell/Statesville Manufacturers Council Centralina Workforce Development Board Statesville Chamber of Commerce Mooresville/South Iredell Chamber of Commerce Iredell Employment Security Commission Job Link Center
Montgomery CC <b>\$645,000.00</b>	Emergency Vehicle Driving Range	South Piedmont CC Richmond County EMS
Pamlico CC <b>\$510,000.00</b>	The Pamlico Community College Huskins Education and Workforce	Pamlico County Schools

	Training Center	
Sandhills CC <b>\$641,307.00</b>	A Cooperative Initiative Between Hoke County Schools, Lumber River Workforce Development Board	Hoke County Schools Lumber River Workforce Development Board
South Piedmont CC <b>\$297,316.00</b>	Language Training Center	Union County Public Schools
Southeastern CC <b>\$650,000.00</b>	International Economic Development Center	UNC-Wilmington
Stanly CC <b>\$495,478.28</b>	E-Skills Training Solutions: A Collaborative Partnership to Deliver Internet-Based Information Technology (IT) Training Skills	Southwestern CC College of The Albemarle
Vance-Granville CC <b>\$266,030.00</b>	Biotechnology Process Technician	N.C. Biotechnology Center NOVO Nordisk Biochemical, Inc.
Wake TCC <b>\$650,000.00</b>	Manufacturing Technology/Plastics Concentration Regional Instructional Laboratory	Edgecombe CC Johnston CC Nash CC Wayne CC Wilson CC
Wilkes CC <b>\$634,020.00</b>	Capital Expansion and Machine Technology Program at the Ashe Campus	Ashe County Industrial Leaders Local Government Local Schools

**TOTAL = \$16,350,175.28**



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College	Company	Number of New Jobs	FISCAL YEAR 1999-00 Funds Allotted	FISCAL YEAR 1999-2000 Funds Unallotted	FISCAL YEAR 1999-2000 Total Funds Projected
Alamance Community College	A. O. Smith Electrical Products	150	\$43,798	\$0	\$43,798
Asheville-Buncombe Technical Community College	Alliance-Carolina	40	\$34,845	\$0	\$34,845
Asheville-Buncombe Technical Community College	Atlas Precision	35	\$10,876	\$0	\$10,876
Asheville-Buncombe Technical Community College	Carolina Knife, Inc.	14	\$19,030	\$0	\$19,030
Asheville-Buncombe Technical Community College	Continental Teves	70	\$34,343	\$0	\$34,343
Asheville-Buncombe Technical Community College	J.L. Ball - Grimes	54	\$846	\$0	\$846
Asheville-Buncombe Technical Community College	Hasco Mold Bases	70	\$23,609	\$0	\$23,609
Asheville-Buncombe Technical Community College	Kimball Store Fixtures	180	\$14,002	\$0	\$14,002
Asheville-Buncombe Technical Community College	Lotus Designs	18	\$24,744	\$10,397	\$35,141
Asheville-Buncombe Technical Community College	Medical Action Ind.	40	\$40,476	\$0	\$40,476
Asheville-Buncombe Technical Community College	NCI	20	\$12,464	\$0	\$12,464
Asheville-Buncombe Technical Community College	Quality Assur. Label	92	\$29,122	\$0	\$29,122
Asheville-Buncombe Technical Community College	Reliant Products	63	\$22,421	\$0	\$22,421
Asheville-Buncombe Technical Community College	Rotec	20	\$46,468	\$0	\$46,468
Asheville-Buncombe Technical Community College	Safety Equipment	110	\$29,584	\$0	\$29,584
Asheville-Buncombe Technical Community College	Sonopress, Inc.	215	\$23,441	\$0	\$23,441
Asheville-Buncombe Technical Community College	Wahl Instruments	60	\$860	\$0	\$860
Beaufort County Community College	National Spinning	100	\$35,000	\$0	\$35,000
Beaufort County Community College	Polyten Plastics	24	\$5,771	\$14,301	\$20,072
Bladen Community College	DuPont Fluoroproducts	18	\$6,031	\$13,969	\$20,000
Blue Ridge Community College	Autronic Products	45	\$24,173	\$6,810	\$30,983
Blue Ridge Community College	CIMation Technol.	100	\$14,170	\$10,000	\$24,170
Blue Ridge Community College	Continental Teves	200	\$50,488	\$0	\$50,488
Blue Ridge Community College	Eaton	200	\$32,539	\$20,000	\$52,539
Blue Ridge Community College	Meritor	80	\$11,140	\$0	\$11,140
Blue Ridge Community College	Prince Mfg.	220	\$56,134	\$40,000	\$96,134
Blue Ridge Community College	Steelcase	250	\$37,698	\$0	\$37,698
Brunswick Community College	Victaulic	36	\$15,750	\$0	\$15,750
Caldwell Community College & Technical Institute	Bernhardt Furniture	200	\$0	\$0	\$0
Caldwell Community College & Technical Institute	Cambridge Industries	21	\$26,155	\$0	\$26,155
Caldwell Community College & Technical Institute	Charleston Forge	30	\$21,547	\$22,750	\$44,297
Caldwell Community College & Technical Institute	Shurtape Techn.	194	\$38,021	\$67,000	\$105,021
Carteret Community College	Jarrett Bay Boats	85	\$17,369	\$5,326	\$22,695
Catawba Valley Community College	CommScope	70	\$77,897	\$0	\$77,897
Catawba Valley Community College	Sicor TCP	266	\$132,735	\$0	\$132,735
Catawba Valley Community College	Sicor Specialty	274	\$13,763	\$0	\$13,763

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Catawba Valley Community College	Turnedge America	12	\$9,970	\$0	\$9,970
Central Carolina Community College	Arden-Benhur Mills	37	\$14,864	\$0	\$14,864
Central Carolina Community College	Caterpillar	172	\$207,441	\$0	\$207,441
Central Carolina Community College	Huck Fasteners	30	\$6,215	\$0	\$6,215
Central Carolina Community College	Lee Brick & Tile	50	\$15,184	\$6,000	\$21,184
Central Carolina Community College	Metokote Corporation	47	\$16,194	\$0	\$16,194
Central Carolina Community College	Pac Fab	60	\$3,531	\$0	\$3,531
Central Carolina Community College	Static Control	250	\$35,232	\$30,000	\$65,232
Central Carolina Community College	Zum Industries, Inc.	140	\$13,416	\$0	\$13,416
Central Piedmont Community College	American Red Cross	148	\$15,084	\$0	\$15,084
Central Piedmont Community College	Black and Decker	274	\$75,986	\$0	\$75,986
Central Piedmont Community College	Carlisle Food Serv.	50	\$0	\$0	\$0
Central Piedmont Community College	Carrier	206	\$33,794	\$0	\$33,794
Central Piedmont Community College	Clarke American	308	\$57,304	\$0	\$57,304
Central Piedmont Community College	Equitable	359	\$0	\$0	\$0
Central Piedmont Community College	General Motors	187	\$44,759	\$0	\$44,759
Central Piedmont Community College	IBM Global Services	350	\$109,197	\$0	\$109,197
Central Piedmont Community College	Lucent Technologies	36	\$14,265	\$0	\$14,265
Central Piedmont Community College	Media Develop. Off.		\$529,141	\$0	\$529,141
Central Piedmont Community College	Sprint PCS	960	\$213,223	\$0	\$213,223
Central Piedmont Community College	Stanly Doors	516	\$167,742	\$0	\$167,742
Central Piedmont Community College	Vanguard	930	\$197,245	\$17,614	\$214,859
Central Piedmont Community College	Copeland	100	\$61,992	\$0	\$61,992
Cleveland Community College	Curtiss Wright	25	\$16,128	\$13,440	\$29,568
Cleveland Community College	Eaton	90	\$47,250	\$0	\$47,250
Cleveland Community College	Yutaka	20	\$0	\$0	\$0
Coastal Carolina Community College	Tiara Yachts	300	\$64,717	\$186,200	\$250,917
Coll. of Albemarle	Albemarle Boats	22	\$12,624	\$5,376	\$18,000
Coll. of Albemarle	Davis Boatworks	75	\$31,290	\$11,710	\$43,000
Coll. of Albemarle	Regulator Marine	35	\$12,701	\$4,580	\$17,281
Coll. of Albemarle	Seabrook Holding	20	\$14,789	\$0	\$14,789
Craven Community College	Aylward Enterprises	31	\$25,442	\$0	\$25,442
Craven Community College	BSH Home Appliances	116	\$23,155	\$12,845	\$36,000
Craven Community College	Duro Communications, Inc.	27	\$0	\$0	\$0
Craven Community College	Hatteras Yachts	131	\$15,000	\$15,000	\$15,000
Craven Community College	National Maritime	26	\$1,659	\$11,884	\$13,543

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Craven Community College	Wheatstone	120	\$5,407	\$13,000	\$18,407
Davidson County Community College	Dyno Overlays, Inc.	45		\$4,944	\$4,944
Davidson County Community College	Kaydon	140		\$93,418	\$93,418
Davidson County Community College	Marconi Communications	200			\$39,136
Durham Technical Community College	Aisin/AW North Carolina, Inc.	94	\$39,136	\$0	\$167,322
Durham Technical Community College	Becton Dickinson		\$167,322	\$0	\$26,308
Durham Technical Community College	CREE Research Inc.	250	\$26,308	\$0	\$60,428
Durham Technical Community College	Eitel Pharmatechnology, Inc.	105	\$60,428	\$0	\$40,057
Edgecombe Community College	Air System Comp.	273	\$40,057	\$0	\$67,850
Edgecombe Community College	AmeriCold Logistics	15	\$10,177	\$0	\$10,177
Edgecombe Community College	Carolina Systems	500	\$51,852	\$74,134	\$125,986
Edgecombe Community College	Nonnaco	300	\$47,187	\$0	\$47,187
Edgecombe Community College	Sara Lee Bakeries	610		\$180,000	\$180,000
Fayetteville Technical Community College	TBC Corporation	56	\$8,347	\$378	\$8,725
Forsyth Technical Community College	Bekaert Textiles	85		\$16,708	\$16,708
Forsyth Technical Community College	Equip. Warehouse		\$23,623	\$0	\$23,623
Forsyth Technical Community College	TIMCO	450	\$18,216	\$0	\$18,216
Gaston College	Advanced Drainage	70	\$7,783	\$0	\$7,783
Gaston College	Buckeye Technologies, Inc.	220			
Gaston College	CWW-Gerko	25	\$11,701	\$0	\$11,701
Gaston College	Freightliner/Mt. Hol.	319	\$101,159	\$21,021	\$122,180
Gaston College	Freightliner Gastonia	250	\$0		\$0
Gaston College	Pass& Seymour	220	\$46,345	\$8,977	\$55,322
Gaston College	Quality Metal Prod.	54	\$8,192	\$0	\$8,192
Gaston College	Stabilus	27	\$22,218	\$0	\$22,218
Guilford Technical Community College	Actna U. S. Health	400		\$84,724	\$84,724
Guilford Technical Community College	Andco Industries	30	\$7,560	\$0	\$7,560
Guilford Technical Community College	Bindagraphics	60		\$22,260	\$22,260
Guilford Technical Community College	Future Foam	75		\$11,186	\$11,186
Guilford Technical Community College	Neal Manufacturing	90	\$26,880	\$7,224	\$34,104
Guilford Technical Community College	Nimbus Technology	30	\$3,845	\$2,897	\$6,742
Guilford Technical Community College	RF Micro Devices	950	\$2,001	\$593,535	\$595,536
Guilford Technical Community College	Thomas-Dennis Co	15	\$81,396	\$129,754	\$211,150
Guilford Technical Community College	Tinco	250	\$28,930	\$11,070	\$40,000
Halifax Community College	Westpoint Stevens	69	\$36,831	\$0	\$36,831
Haywood Community College	Blue Ridge Paper		\$10,972	\$28	\$11,000



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Haywood Community College	Dana-Echlin	450	\$25,900	\$0	\$25,900
Isothermal Community College	A&E Products	60	\$31,374	\$0	\$31,374
Isothermal Community College	Acroquip				
Isothermal Community College	AFA	60	\$15,251	\$0	\$15,251
Isothermal Community College	All American Homes	56	\$11,340	\$0	\$11,340
Isothermal Community College	Broyhill Furniture	125	\$34,174	\$0	\$34,174
Isothermal Community College	Eaton Aeroquip	25	\$45,413	\$74,587	\$120,000
Isothermal Community College	Four Leaf Textiles	110		\$42,000	\$42,000
Isothermal Community College	Manual Woodwork	100			
Isothermal Community College	Mastercraft	100	\$82,178	\$0	\$82,178
Isothermal Community College	Parker Hannifin	25	\$27,023	\$0	\$27,023
Isothermal Community College	Thiemian Stamping	30	\$23,995	\$0	\$23,995
Isothermal Community College	3TEX		\$13,755		\$13,755
James Sprunt Community College	Amilon, LLC	28	\$18,879	\$284	\$19,163
Johnston Community College	Novo Nordisk	40	\$80,257	\$0	\$80,257
Lenoir Community College	Gilbarco Inc./Marconi Commerce System	26	\$9,648	\$15,476	\$25,124
Lenoir Community College	Masterbrands, Inc	600	\$58,212	\$79,188	\$137,400
McDowell Technical Community College	Coats Ameroca	80		\$87,000	\$87,000
McDowell Technical Community College	Performance Rail Products, Inc.	150	\$754	\$7,726	\$8,480
McDowell Technical Community College	Toolcraft	40	\$27,089		\$27,089
Mayland Community College	Addco, Inc.	40	\$9,975	\$25	\$10,000
Mayland Community College	Fiberlink, Inc	25	\$5,440		\$5,440
Mayland Community College	Outboard Marine	40	\$15,477	\$240	\$15,717
Mitchell Community College	Advanced Tubing Tech, Inc.	148	\$4,946	\$14,363	\$19,309
Mitchell Community College	Cardinal Glass	250	\$153,486	\$10,528	\$164,014
Mitchell Community College	Connoscope Inc. General Instrument Co	85	\$66,329	\$0	\$66,329
Mitchell Community College	Goodyear	129	\$96,261	\$47,105	\$143,366
Mitchell Community College	J.C. Penney Co, Inc.	300		\$16,535	\$16,535
Mitchell Community College	Polar Plastics (NC), Inc	31	\$5,460	\$36,858	\$42,318
Mitchell Community College	Rene Compos.	60	\$50,505	\$10,080	\$60,585
Mitchell Community College	Toter	27	\$10,886	\$0	\$10,886
Mitchell Community College	Toyo Seal	40	\$16,736	\$21,494	\$38,230
Mitchell Community College	Tubes Specialties CC	150	\$1,095		\$1,095
Mitchell Community College	Uniwood	58	\$32,399	\$0	\$32,399
Montgomery Community College	Mid-Atlantic Building System	125	\$26,625	\$0	\$26,625
Nash Community College	Alltex	110	\$47,490	\$39,868	\$87,358

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Nash Community College	McLane Company		\$16,770	\$0	\$16,770
Piedmont Community College	Clairmont Elect.	275	\$18,248	\$0	\$18,248
Piedmont Community College	Fleetwood Home, Inc.	200	\$46,238	\$0	\$46,238
Pitt Community College	Carolina Classics Catfish, Inc.	20	\$9,261		\$9,261
Pitt Community College	Catalytica Pharmaceuticals, Inc.	150		\$40,000	\$40,000
Pitt Community College	Convergys	450	\$75,114	\$0	\$75,114
Pitt Community College	Fuji Silysia Chemical USA, LTD			\$4,000	\$4,000
Pitt Community College	Grady-White Boats				
Pitt Community College	NACCO Mater.	350	\$40,876	\$0	\$40,876
Pitt Community College	United Machine Works, Inc.	25		\$9,500	\$9,500
Randolph Community College	Fox Apparel, Inc.	137		\$21,578	\$21,578
Randolph Community College	Greenfield Ind.	60	\$0		\$0
Randolph Community College	Tieplet, Inc.	60		\$37,115	\$37,115
Randolph Community College	Timken	24	\$15,536	\$0	\$15,536
Richmond Community College	General Glass International	48	\$15,960	\$2,730	\$18,690
Richmond Community College	Meritor	50	\$24,706	\$32,320	\$57,026
Richmond Community College	Woodard	35	\$28,836	\$0	\$28,836
Roanoke-Chowan Community College	Fineline East, Inc.	120	\$45,465	\$535	\$46,000
Robeson Community College	Elkay Southern Corporation	75	\$67,457	\$0	\$67,457
Robeson Community College	Rempac Foam	15	\$12,738	\$23,590	\$36,328
Rockingham Community College	AC Furniture	125	\$0	\$5,565	\$5,565
Rowan-Cabarrus Community College	Corning	375	\$1,389,768		\$1,389,768
Rowan-Cabarrus Community College	Draftex	250	\$82,401	\$68,716	\$151,117
Rowan-Cabarrus Community College	Draftex	333	\$27,899	\$0	\$27,899
Rowan-Cabarrus Community College	Freightliner	500	\$363,466	\$0	\$363,466
Rowan-Cabarrus Community College	Owens Corning	80	\$122,679	\$108,467	\$231,146
Rowan-Cabarrus Community College	Standard	100	\$15,771	\$9,188	\$24,959
Sandhills Community College	Sentry Furniture	265	\$66,935	\$66,356	\$133,291
Sandhills Community College	Unilever HPC	180	\$56,144	\$32,660	\$88,804
Sandhills Community College	Conflandey	52	\$33,280	\$26,773	\$60,053
Southeastern Community College	Dan River, Inc.	310	\$48,078		\$48,078
South Piedmont Community College	Ashley Products	25	\$21,682	\$318	\$22,000
Southwestern Community College	Consolidated Metco	30	\$6,680	\$0	\$6,680
Stanly Community College	Advel Cherry Texttron	30	\$39,553	\$0	\$39,553
Stanly Community College	Homes by Oakwood	254		\$29,484	\$29,484
Stanly Community College	Nabell USA	24	\$5,600	\$4,184	\$9,784
Tri-County Community College	Aegis Power Systems, Inc.	20	\$17,062	\$4,938	\$22,000
Tri-County Community College	Blackhawk Ind.	100	\$5,515	\$0	\$5,515
Tri-County Community College	OMC Andrews	60	\$71,864	\$0	\$71,864

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Tri-County Community College	Sioux Tools	180	\$21,861	\$71,579	\$93,440
Tri-County Community College	Vengeance Creek	40	\$7,807	\$0	\$7,807
Vance-Granville Community College	BKC	26	\$2,171	\$22,173	\$24,344
Vance-Granville Community College	Corporate Express	150	\$64,161	\$0	\$64,161
Vance-Granville Community College	HandCrafted Homes	300	\$42,184	\$21,201	\$63,385
Vance-Granville Community College	P&R Enviro. Indust.	52	\$21,729	\$12,495	\$34,224
Vance-Granville Community College	Royal Honie Fashion	100	\$98,086	\$0	\$98,086
Vance-Granville Community College	The IAMIS Copmany	72	\$36,225	\$49,836	\$86,061
Vance-Granville Community College	Universal Forest	42	\$531	\$0	\$531
Wake Technical Community College	Glaxo Wellcome	250	\$44,729	\$0	\$44,729
Wake Technical Community College	John Deere	290	\$222,634	\$57,750	\$280,384
Wake Technical Community College	MCI WorldCom	900	\$186,210	\$105,000	\$291,210
Wake Technical Community College	Norton Metalcraft	225	\$51,992	\$0	\$51,992
Wake Technical Community College	SciQuest com	100	\$5,513	\$0	\$5,513
Wake Technical Community College	Southbend	60	\$13,216	\$0	\$13,216
Wayne Community College	Barnes Foods	109	\$20,450	\$0	\$20,450
Wayne Community College	GAF Materials Corp.	100	\$7,433	\$30,000	\$37,433
Wayne Community College	Uchiyama	24	\$47,422	\$0	\$47,422
Wayne Community College	Waukesha Electric	20	\$81,754	\$0	\$81,754
Wilkes Community College	Certain-Teed Corp	50	\$35,000	\$35,000	\$35,000
Wilkes Community College	Leviton-Southern Devices Div	215	\$107,494	\$63,882	\$107,494
Wilkes Community College	Oldham	420	\$12,298	\$0	\$12,298
Wilkes Community College	Parker Sales & Service, Inc.	15	\$20,895	\$26,105	\$47,000
Wilkes Community College	Platinum Protective Products	102	\$0	\$0	\$0
Wilkes Community College	Schlas Industries	90	\$11,852	\$0	\$11,852
Wilkes Community College	Schlas Industries	30	\$173,555	\$0	\$173,555
Wilkes Community College	Tigra	295	\$67,184	\$0	\$67,184
Western Piedmont Community College	Baker Furniture	50	\$28,875	\$28,875	\$28,875
Western Piedmont Community College	BASF	100	\$30,576	\$0	\$30,576
Western Piedmont Community College	Caterpillar	73	\$40,289	\$80,000	\$120,289
Western Piedmont Community College	J. Schneider Fabrics	57	\$42,137	\$42,698	\$84,835
Western Piedmont Community College	Molded Fiber Glass	120	\$834	\$59,227	\$60,061
Western Piedmont Community College	Toolcraft	95	\$0	\$12,500	\$12,500
Wilson County Technical College	Granutec	96	\$36,162	\$0	\$36,162
Wilson County Technical College	Merck	18	\$24,045	\$0	\$24,045
Wilson County Technical College	Novopharm	180	\$27,000	\$0	\$27,000
Wilson County Technical College	Purdue Pharmaceuticals, Inc.	180	\$125,000	\$0	\$125,000
System	Reg. Manager		\$1,812	\$0	\$1,812
System	Trade Mission				



