

**Orange Coast College Foundation  
Board of Directors Meeting Minutes  
Thursday, July 23, 2020, 5 pm  
Via Zoom Conference**

**Attendees:** Mary Lynn Bergman-Rallis, David Cline, Jeff Hyder, Bill Wood, Julie Simer, Eileen Lewis, Marc Harper, Blade Gillissen, Derek Sabori, Janet Ronnenberg, Diane Nielsen, Barbara Bullard, Rich Pagel, Madjid Niroumand, Angelica Suarez, Doug Bennett, René Kinn, Sean Wellengard, Liz Parker, and Patrick Munoz

**Guest:** Sarah Hirsch

- A. **Welcome & Introductions:** Bill Wood and Doug Bennett welcomed the Board to the Zoom conference.
  - . **Approval of Minutes for May 21, 2020 as emailed:** Minutes approved.
  - a. **Introduction of Guest and New Board Member:** Pam Walker is the OCC Foundation's newest Board Member, who was unable to attend due to business matters, but will be introduced at a later date. Sarah Hirsch joined the meeting as OCC's new Director of Community Boating to deliver the Marine Activities Report.
  
- B. **College Report:** Angelica Suarez delivered the College Report. OCC was surprised to see a bump in enrollment for the summer given that a lot of the normally hands on classes were changed to being online. Although OCC hoped to offer some courses on site for the Fall (such as CTE courses) given the current progression of COVID-19 and State Mandate, OCC will have to continue offering its courses online and try to figure how programs such as Allied Health can be offered safely on campus. OCC had approx. 146 employees take advantage of retirement incentives, which has given OCC the opportunity to re-evaluate its budget. With the uncertainty of the current situation and the revenue shortfall for the state in the amount of \$54 billion, OCC is cautiously creating its budget. Madjid Niroumand then spoke on the current situation with Student Housing. The Student Housing complex (The Harbour) was scheduled to open its doors August 21<sup>st</sup>, but due to construction delays and COVID-19, students were allowed to cancel their housing leases, and thus the expected move in date has now been set at September 25<sup>th</sup>. The Housing team has been contacting students to provide accommodations for that period in between the August 21<sup>st</sup> and now September 25<sup>th</sup> move in dates. Students will be put up in hotels until the Resident Hall opens in September or return the following term in January.
  
- C. **College Facilities Update:** Rich Pagel gave an update on the College Center and Student Union as move in has begun and occupancy will begin the first week of August. Rich looks forward to having upcoming board meetings in the new Captain's Table Restaurant on the 3<sup>rd</sup> floor with a large ballroom that can accommodate all events on campus. The steel framework is up on the new Lit & Lang and Social & Behavioral Sciences building with plans to move into it in the later part of 2022. Certification of occupancy has been received for the Aquatic Center. The bridge is across PCH and the steel has been put up

on the addition to the OCC Sailing Center. The new Chemistry Building was slotted for some funding with the State giving the first portion of dollars to start construction documents and planning. With the amount of construction (and destruction) going on campus, the community will see a very different campus upon our return.

- D. **Marine Activities Report:** Doug Bennett introduced Sarah Hirsch, who joined the college last August as the manager of community boating programs and upon Brad's retirement on June 30<sup>th</sup> has been elevated to lead manager of the Sailing Center with a title yet to be determined.
1. **Maritime Training Center Report & Summer Camp Update:** Sarah Hirsch presented a promotional video of the Summer Camp, which has been working with the President's Office and State guidelines to ensure safe procedures to offer the program on site with all aspects of the camp held outside. Sarah gave an update with photos of the new building, which broke ground in the fall and hit the one year to completion date in mid-June. The building is slated to open approx. June 20<sup>th</sup>, 2021.
  2. **Approval of Allocation of funds Not to Exceed \$500,000 for a Bridge Simulator & Radar Lab from Maritime Programs Funds:** Sarah Hirsch discussed the Bridge Simulator, which is industry standard around the world, and the Radar Room which will be an update to our current radar training equipment. To make the Bridge Simulator more sustainable, the Sailing Center is looking to rent out to partners in the industry wishing to train on it outside of the program class schedule. Doug Bennett proposed allocating up to \$500,000 of the \$1.1 million in the Maritime Programs fund towards the Bridge Simulator equipment, software, and training. David Cline gave more insight into the corporation supplying the training and equipment, Wärtsilä. The motion to allocate funds not to exceed \$500,000 for a Bridge Simulator & Radar Lab from the Maritime Program Funds was made, seconded, and unanimously approved.
  3. **Approval of Listing of *Nordic Star*:** Doug Bennett had sent out a memo stating why the Marine Committee recommended that the *Nordic Star* be put on the market for \$1.3 – \$1.5 million with a target price of over a million dollars. The motion to approve the Listing of *Nordic Star* was made, seconded, and approved.
  4. **Recent Donations and Sales:** Doug Bennett gave an update on boats as a J-65 was accepted last week as part of a bargain sale, paying the donor \$90,000 on a boat that was listed at \$1.3 million with the hopes of lease to sale in the \$700,000 - \$900,000 range. Last fall the Foundation received a Nordhaven 57 in a bargain sale for \$200,000, which received an offer that was accepted for \$725,000 in a lease with an option to purchase. The Foundation also accepted a Swan 48 sailboat last year and completed a lease option last week for \$350,000 with an initial payment of \$200,000.
  5. **Brad Avery Retirement Update:** Doug Bennett recounted that Brad Avery retired effective June 30<sup>th</sup> and has continued on as a volunteer. Brad presented a proposal to Doug yesterday to enter into an agreement to

provide yacht brokerage services and the Marine Committee will be meeting the week after next to discuss the proposal before presenting it to the Foundation Board.

- E. **Finance Committee Report:** Julie Simer engaged in the Finance Committee Report displaying the information. Looking at the bottom-line YTD performance, the Foundation was at a loss of roughly \$1.44 million, but we have still ended up with over \$22 million balance. Things are improving with the cash management account having an ending balance of \$905,388. The asset allocation has moved out of global equity somewhat with 80% in risk assets as opposed to 79%. Northern Trust recommended moving out of the “algorithm-based” accounts and more towards active management, which makes sense given the current economic situation. Doug Bennett will email a report after the meeting stating that we are within policy and there is no reason to make major changes (just the minor change of moving to active management stated previously). The motion to accept the report was made and approved.
- F. **OCC PepsiCo 5-year Sponsorship Agreement:** Doug Bennett spoke about the Beverage Committee reviewing the contracts and PepsiCo presented a far superior offer with a \$65,000 sponsorship fee and money towards scholarships, OCC’s E-Gaming program and team, a sustainability initiative and working with OCC to become more aluminum centric with OCC being the first community college in Southern California to receive new aluminum products as they become available, as well as free product and support of OCC athletic teams.
1. **Overview & Approval of Agreement:** Doug Bennett provided a document listing in detail the key deal points stated above. The Board moved to endorse Doug Bennett to sign the sponsorship agreement with Pepsi. The motion was made, seconded, and approved noting that the funds will be reduced given the current situation.
  2. **Approve Allocation of 25% of annual sponsorship fee to OCC Food Services:** Doug requested that we approve 25% of annual sponsorship fee to OCC Food Services. The motion was made, seconded, and approved.
- G. **Jane Hilgendorf Athletic Endowment – Gym Refresh:** Jeff Hyder delivered a short biography on Jane Hilgendorf for the benefit of those unfamiliar with her strong history with and support of OCC. Jane Hilgendorf was the Dean of Health and Physical Education as well as Athletic Director at OCC before leaving. Jane passed away in March of 2016 and left OCC with a \$781,000 gift along with \$250,000 to Friends of the Library. The Committee that oversees the Jane Hilgendorf Athletic Endowment was looking to spend a large portion of the endowment on refurbishing the bleachers in the gym, but thanks to the efforts of Rich Pagel, that was not necessary and other funding was found. Phase 2 of renovating the Gym, will be modernizing the foyer.
- H. **ASOCC Report:** As the new president of ASOCC and Reymond Tu were unable to attend, no ASOCC Report was given.

- I. **Friends of the Library Report:** Eileen Lewis informed the Board that the Banff Film Festival will be online and as soon as Eileen gets the dates, then she will give them to Doug to share with the Board. The Friends of the Library book donation drop off is still open.
- J. **Foundation Update:** Doug Bennett updated the Board that the Foundation Office has been a little quieter and that the offices were packed up last Friday to be moved to the new College Center building. The staff have been working from home and figuring out the new processes. Rene Kinn is working on the upcoming OC Children's Book Festival, which will be online this year. The Foundation is still planning to host a Giving Tuesday event, though it will more than likely not be matching dollar for dollar this year.
- K. **Member Comments:** The Board wanted to commend the work that has been done and continues to be ongoing during the current situation.

**Meeting adjourned at 6:15 pm.**

#### **Upcoming Events & Meetings**

- Thursday, September 24 at 6 pm is the next Foundation Board Meeting, TBA

#### **Included with the Minutes:**

- 1) Northern Trust Exec Brief (p. 5)
- 2) Nodic Star Overview (p. 6 - 7)
- 3) Bridge Simulator & Radar Lab Quote (p. 8 - 12)
- 4) Overview of Key Deal Points in Pepsi Contract (p. 13)

## **Orange Coast College Foundation Executive Brief**

July 21, 2020

The following summarizes the status of the investment programs for the Orange Coast College Foundation for the period ending June 30, 2020.

The Foundation's investment policy provides for a well-diversified portfolio with asset allocation guidelines including a policy normal level and available ranges for each asset class. Currently the portfolio holds Equities at 51%, Fixed Income at 29%, Real Assets at 10% and Alternative Assets (private equity and hedge funds) at 10%. The portfolio is in compliance with the investment policy asset allocation guidelines and there are no conditions for attention.

The total return calendar year to date through June has been -5.6% net of fees. Equities returned a negative 7.3%, Fixed Income a positive 1.6% and Real Assets a negative 16.1%. The total value is \$22,182,490 down from \$23,496,797 as of 12/31/19. Over the past three years the compounded annual total return has been 4.2% net of fees. Over that period Equities provided a compound annualized return of 4.7%, Fixed Income 4.4% and Real Assets 1.2%.

The Foundation also retains a secondary investment program allocated exclusively to cash and investment grade fixed income. Total return calendar year to date has been 3.4% net of fees. Positive return contributions were made by all the asset classes. Fixed Income returned 3.9% and cash 0.4%. The total value is \$905,388 which is more than the \$875,286 as of 12/31/19. Over the past three years the compounded annual total return has been 3.9% net of fees. Over that period Fixed Income returned 4.5% and cash 1.5%.

Investment markets have rallied substantially with all asset classes making large gains since the close of the first quarter in March. US Equities gained 22% in the second quarter. This of course is a rebound from the equity market sell off experienced in the first quarter of 2020. Liquidity in the markets has returned to normal supported by monetary accommodation provided by the US Federal Reserve. Fiscal stimulus actions by the US Government and foreign authorities are supporting economic activity while the world adjusts to the threat of the Covid -19 virus. The investment program is currently positioned with a risk structure that is moderately lower than the investment policy's strategic norm.

Northern Trust's twelve month view of the general economic conditions is that equities will outperform bonds and that economic growth will be temporarily impaired by the impact of the coronavirus. The investment markets are expected to be highly volatile as more information about the virus's impact on global economic growth and the U.S. population becomes known. Investors are expecting health policy and additional fiscal policy steps by governmental authorities to assist in limiting the economic impact of the virus on U.S. businesses.

July 8, 2020

TO: OCC Foundation Board of Directors

FROM: Doug Bennett, Executive Director

RE: *Nordic Star*

The OCC Foundation Marine Committee is recommending that the Foundation's motoryacht *Nordic Star* be listed for sale as discussed at their meeting of June 24 and at previous meetings.

The *Nordic Star* was donated to the OCC Foundation in December of 2011 by the Jerry Barto family of Newport Beach. Following the donation, the boat was extensively refitted and upgraded to meet the U.S. Coast Guard requirements for a license to hire, and the interior spaces were redecorated and upgraded to make them more contemporary.

The upgrades were made with two primary goals, making the boat suitable as an underway teaching platform for the college's growing Professional Mariners Program, and for the offering of a charter program that would provide experiences for OCC students and to generate revenue to subsidize the ongoing maintenance of the vessel.

To help with the upgrades to the vessel, the Harriet Pflieger Foundation provided over \$360,000 in grants to fund various improvement projects on the boat and a five-year grant of \$40,000 per year to fund a portion of the captain's salary beginning in 2017. The other upgrades for the vessel were funded from the sale of donated boats to the Foundation.

A full-time captain for the boat was hired in 2017 with his salary funded by the Pflieger Foundation annual grant of \$40,000, \$40,000 per year in OCC general fund dollars to support the boat's instructional program, and \$40,000 from charter fees and OCC Marine Program foundation funds.

The ongoing net cost of maintaining the boat is about \$100,000 per year after income from charter fees and the Pflieger grant.

The boat is used by OCC Professional Mariner Training classes and for day charters and for weekend and week-long charters during the season. We have been unable to charter the boat since the beginning of the COVID-19 crisis in March.

While the boat has been useful to the Professional Mariner program, it has not reached the level of use and value to the program we had initially hoped, and the ongoing maintenance costs are more than we projected.

As the Professional Mariners Program has evolved, they have been able to make use of *Nordic Star* but not the extent expected.

The instructional challenges include its limited capacity for overnight trips and the fact that it is outfitted as a luxury yacht rather than an instructional boat. The instructors have found that it is more beneficial to charter boats that are better outfitted for instructional labs and have better overnight capabilities.

Based on staff recommendations, the boat would ~~will~~ be listed with Jim Elliott of Northrop & Johnson's office in Newport Beach. The initial asking price would ~~will~~ be in the \$1.4 - \$1.5 million range. Given the type of boat it is, and the luxury boat market staff estimates it could take anywhere from 90 days – 18 months to sell the vessel.

The proceeds from the sale would ~~will~~ go back into the Marine operating fund and Marine Program endowment. Funds would ~~will~~ then be used to support the Professional Mariner Training program and the general operations of the sailing and marine programs.

There have been preliminary discussions with donors who have boats that might fit the *Nordic Star* role. Generally, major boat gifts of this magnitude evolve over a few months to a year. Separately, the new Director of Marine Programs, the full-time faculty member in the Professional Mariner Program and the OCC Marine Science faculty will be initiating a scan of the market to assess what the cost would be to acquire a vessel that would be more appropriate to use in a lab environment for both programs.



**Price Quotation - Simulation Facility  
for Orange Coast College**

Wartsila Voyage Solutions  
751 North Drive Suite 9-12  
Melbourne, FL 32934

Date: 9 July 2020  
PC: ACD-TUS-C-00023  
Q008

<b>Full Mission Bridge- Complete</b>	
<b>Instructor Station</b>	\$22,270
<b>Full Mission Navigation Bridge</b>	\$238,220
<b>Services and Infrastructure</b>	\$34,450
	<b>\$294,940</b>
<b>NT Pro Multifunction Classroom (Radar/ECDIS)</b>	<b>\$48,600</b>
<b>Full Simulation Complex Total</b>	<b>\$343,540</b>
<b>OPTIONAL SMART SUPPORT EXTENDED Maintenance (5 Year Program)</b>	<b>\$67,500</b>

Description	Part Number / Ref.	QTY	Supply	Unit Price	PRICE (USD)
<b>Instructor Station</b>					
<b>Instructor Control and Monitoring</b>					
Instructor control and monitoring station software	TR-S-NTP4-INS-SW01	1	WVS	\$5,400	\$5,400
Instructor Station PC Hardware	Transas Type 2	1	WVS	\$2,500	\$2,500
Model Task Server	Transas Type 4	1	WVS	\$2,500	\$2,500
Instructor PC Monitors	LCD 24"	2	OCC	\$0	\$0
Instructor 1 Console/Desk	Customer	1	WVS	\$0	\$0
<b>Instructor Selective Visualization</b>					
Selective visualization software (Vis 6000)	TR-S-NTP4-INS-SW06	1	WVS	\$2,500	\$2,500
PC, Instructor Selective Visualization	Transas Type 4	1	WVS	\$2,500	\$2,500
Instructor Selective Visual Displays	LCD 32"	1	OCC	\$0	\$0
<b>Instructor Communications and Monitoring</b>					
IBID Sim VHF SW	TR-S-NTP4-OSB-SW34	1	WVS	\$995	\$995
Instructor Handset	TR-S-TGS-DHW07	1	WVS	\$525	\$525
USB Audio Interface Box	TR-S-TGS-DHW06	1	WVS	\$350	\$350
<b>Area and Model Databases (Standard)</b>					
Area Databases from Transas Standard Library	TBD	5	WVS	\$0	\$0
Ownship Models from Standard Library	TBD	10	WVS	\$0	\$0
Target Ship Models	All	250	WVS	\$0	\$0
<b>Functionality Module Software</b>					
AIS Functionality Module	TR-S-NTP4-INS-SW05	1	WVS	\$0	\$0
Tug and Mooring functionality Module	TR-S-NTP4-OSB-SW18	1	WVS	\$2,500	\$2,500



Debriefing Station					
Briefing / Debriefing Software, graphic feedback system	TR-S-NTP4-INS-SW02	1	WVS	\$0	\$0
Video Monitors	65" LED	1	OCC	\$0	\$0
PC, Debriefing Lectern	Transas Type 4	1	WVS	\$2,500	\$2,500
Monitor, Debriefing	LCD 24"	1	OCC	\$0	\$0
Debriefing room projector	Customer	1	OCC	\$0	\$0
				<b>Subtotal</b>	<b>\$22,270</b>
Full Mission Navigation Bridge					
Conning Display					
Conning Display Software	TR-S-NTP4-OSB-SW01	1	WVS	\$11,250	\$11,250
PC, Conning	Transas Type 4	1	WVS	\$2,500	\$2,500
Display Monitor, Conning	LCD 24"	1	OCC	\$0	\$0
Main Control Console	Wartsila 55	1	WVS	\$6,200	\$6,200
Radar/Arpa Station					
Transas Radar/Arpa software	TR-S-NTP4-OSB-SW03	1	WVS	\$6,750	\$6,750
PC, Radar	Transas Type 4	1	WVS	\$2,500	\$2,500
Display Monitor, Radar	LCD 24"	1	OCC	\$0	\$0
Radar keyboard/Trackball	LM-S-NT-65845A	1	WVS	\$1,995	\$1,995
ECDIS Station					
Transas Navi-Sailor 4000 ECDIS-I Software	TR-S-NTP4-OSB-SW40	1	WVS	\$6,750	\$6,750
PC, ECDIS	Transas Type 4	1	WVS	\$2,500	\$2,500
Display Monitor, ECDIS	LCD 24"	1	OCC	\$0	\$0
ECDIS keyboard/Trackball	LM-S-NT-65845A	1	WVS	\$1,995	\$1,995
General Purpose Station					
Binocular and Visualization Software	TR-S-NTP4-OSB-SW41	1	WVS	\$5,000	\$5,000
PC, Binocular	Transas Type 4	1	WVS	\$2,500	\$2,500
Display Monitor, General	LCD 24"	1	OCC	\$0	\$0
Trackballs	TR-A-SHW-TRACK3	1	WVS	\$540	\$540
45 deg Console	Custom	1	WVS	\$2,750	\$2,750
TUSA 800mm General (Visualization)	Custom	1	WVS	\$3,500	\$3,500
Visualization and Image Generation					
Visualisation (VIS6000) Channel Module	TR-S-NTP4-OSB-SW41	9	WVS	\$12,000	\$108,000
Visualisation Display Monitors (to Wartsila Specifications)	LED 75"	12	OCC	\$0	\$0
PC, Image Generation	Transas Type 4	7	WVS	\$2,500	\$17,500
Integrated Bridge Information Display					
IBID, 8.4" Panel PC	WG20001103	4	WVS	\$2,300	\$9,200
IBID Software Panels (Unlimited Screens)		1	WVS	\$8,500	\$8,500
RIC Connector Strip		4	WVS	\$0	\$0

Propulsion Control					
Throttles, Dual	SK-S-NT-01-2003	1	WVS	\$5,200	\$5,200
Wheel, Standard (with encoder)	Kobelt	1	WVS	\$3,800	\$3,800
Lever Steering Contros (Non Follow Up)	Kobelt	2	WVS	\$550	\$1,100
Thruster Controls (Bow/Stern)	Lilaas	1	WVS	\$2,300	\$2,300
Visualization Control Joystick	APEM or Equivalent	1	WVS	\$250	\$250
Z Drive - AZIPOD (Dual) Control Set	Lilaas or Equivalent	1	WVS	\$14,000	\$14,000
Azipod Control Adapter Plate (removable)	Custom Fabrication	1	WVS	\$800	\$800
WAGO Hardware Interface Modules					
Fieldbus TCP/IP 100Mb	750-352	1	WVS	\$450	\$450
4-Channel AIN +/-10V	750-457	2	WVS	\$350	\$700
8-Channel DIN 24V DC	750-430	2	WVS	\$125	\$250
4-Channel AOUT +/-10V DC	750-557	2	WVS	\$450	\$900
8-Channel DOOUT 24V 0.5A	750-530	2	WVS	\$125	\$250
24/10V DC Converter	750-623	1	WVS	\$175	\$175
Buss Power Feed	750-602	1	WVS	\$45	\$45
Termination Module	750-600	1	WVS	\$25	\$25
Power Supply, QUINT-PS/1AC/24DC/20	18162303	1	WVS	\$540	\$540
Communications					
IBID Sim VHF SW	TR-S-NTP4-OSB-SW34	1	WVS	\$995	\$995
IBID, 8.4" Panel PC	WG20001103	1	WVS	\$2,300	\$2,300
Navigation Bridge Handset	TR-S-TGS-DHW07	1	WVS	\$525	\$525
USB Audio Interface Box	TR-S-TGS-DHW06	1	WVS	\$350	\$350
Speakers, Desktop	TBD	1	WVS	\$35	\$35
Overhead Display					
IBID Overhead Display Monitor Software	TR-S-NTP4-OSB-SW43	1	WVS	\$500	\$500
28" ultra wide panelPC	20001101	1	WVS	\$2,800	\$2,800
Integrator Cable		1	WVS	\$0	\$0
Power Supply (24VT DC)	TBD	1	WVS	\$0	\$0
				<b>Subtotal</b>	<b>\$238,220</b>
Services and Infrastructure					
Infrastructure					
Server PC with MS Server OS	Type 1 Server	1	WVS	\$3,800	\$3,800
LAN Switch	HP ProCurve Giga	1	WVS	\$2,600	\$2,600
UPS (Server)	APC Managed	1	WVS	\$750	\$750
Infrastructure Power/Network/HVAC	Orange Coast College	1	OCC	\$0	\$0
Services					
Installation and Commissioning (man days)		20	WVS	\$950	\$19,000
Training (days)		5	WVS	\$950	\$4,750
Travel Expenses		1	WVS	\$3,550	\$3,550
Taxes	Orange County 7.5%	1	OCC	\$0	\$0
Freight, handling, duty and taxes	Invoiced at Cost +5%	1	WVS	\$2,200	\$2,200
				<b>Subtotal</b>	<b>\$34,450</b>

## NT Pro Multifunction Classroom (Radar/ECDIS)

### Instructor Control and Monitoring

Instructor control and monitoring station software	TR-S-NTP4-INS-SW01	1	Existing	\$0	\$0
PC Hardware, Instructor Station	Wartsila Type 4	1	OCC	\$0	\$0
Monitor	24"LCD	2	OCC	\$0	\$0
Instructor Station furnishings	Customer	1	OCC	\$0	\$0
				<b>Subtotal</b>	<b>\$0</b>

### Student Stations (10 Workstations)

Arpa/Radar/ECDIS/Conning Software (NT Pro 5000)	Standard Config D	10	Existing	\$0	\$0
PC Hardware, Student Station	Wartsila Type 4GTX	20	WVS	\$2,250	\$45,000
Display Monitors	24"LCD	30	OCC	\$0	\$0
Propulsion Control, Desktop	VR Insight Modified	10	WVS	\$850	\$8,500
Student Station Furnishings	Customer	10	OCC	\$0	\$0
				<b>Subtotal</b>	<b>\$45,000</b>

## Services and Infrastructure

Remote Access Gateway PC	NUC	1		\$750	\$750
Infrastructure Power/Network/HVAC		1	OCC	\$0	\$0
Installation Technical Engineer (OCC)	TR-USA-INST-L2	3		\$950	\$2,850
Travel Expenses	Fixed	1	WVS	\$0	\$0
					\$0
				<b>Subtotal</b>	<b>\$3,600</b>

### COMMERCIAL TERMS

Wartsila standard terms and conditions apply.

Pricing is in US Dollars and is valid through 8/15/2020

Delivery terms - DAP Incoterms, , 20 weeks for hardware components.

Payment terms: 50% upon order, 30% upon equipment on site (OCC), Balance due upon Installation completion

Additional expenses to be invoiced separately at cost +5% upon completion

Warranty: Software - 1 year, 3rd party hardware - 1 year, PC Hardware - 2 years

Documentation provided in English.

**Items of Customer Responsibility:**

**Network and Power cabling**

**Instructor Station Furnishings**

**Student Station Furnishings**

**Monitors (PC and Visualization)**

<b>Smart Support Extended Maintenance (As per Smart Support Prop)</b>					
Year One (SW Patches)	5 Days Onsite	1		\$13,500	\$13,500
Year Two (Software Upgrade)	5 days Onsite	1		\$13,500	\$13,500
Year Three (Patches)	5 Days Onsite	1		\$13,500	\$13,500
Year Four (Software Upgrade)	5 Days Onsite	1		\$13,500	\$13,500
Year Five (Software Upgade, PC Refresh)	8 Days Onsite	1		\$13,500	\$13,500
				<b>Subtotal</b>	<b>\$67,500</b>

## **Orange Coast College Foundation**

### **Overview of Key Deal Points for**

#### **2020-2025 OCC Foundation / PepsiCo Sponsorship Agreement**

Total Value \$427,500+ to Foundation Programs over Five Years

- \$65,000 per year annual sponsorship fee
- \$6,000 per year in annual Flex Funds
- \$3,500 per year for OCC E-Gaming Program & Team
- \$3,000 per year to general scholarship fund
- \$3,000 per year in credits for Gatorade products for athletic sidelines
- \$2,000 per year to athletic scholarship fund
- \$2,000 per year for campus sustainability projects
- One-time scholarship contribution of \$1,000
- 400 free cases of product per year
- Commitment to work with campus to significantly reduce amount of plastic beverage containers sold on-campus and to make OCC lead campus to receive new all-aluminum beverage containers as they come to market and to make OCC a community college showcase for renewable beverage container sale.
- 34% commission rate on vending machine sales (funds go to Campus Food Services).