

## **CEANY Eastern Regional Meeting, April 27, 2007**

### **Summary of What's Hot, What's Not Roundtable Discussion**

**FULTON-MONTGOMERY COMMUNITY COLLEGE**, presented by Reid Smalley  
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**Hot:** Log Cabin Building proved to be an extremely popular course that filled two sections with 20 students. Course consisted of three two-hour lecture/discussions classes with a final “walk – and - talk-through” 2 ½ hours session tour of the instructor’s home.

**Not:** Real Estate Licensing courses are not doing well and are forcing programming cutbacks due to low interest.

**SUNY NEW PALTZ**, presented by Kathy Kraus  
For more info: [krausk@lan.newpaltz.edu](mailto:krausk@lan.newpaltz.edu)

**Hot:** Certificate program since 1990-Institute for Drama Business is still doing well. Program consists of a number of non-credit courses and unpaid internships in New York. Runs through the Center for International Programs.

**Not:** Software Institute is no longer doing well.

**SUNY IT**, presented by Deb Tyksinski  
For more info: [debtyk@sunyit.edu](mailto:debtyk@sunyit.edu)

Working with local government leaders up to 30 villages and towns. 90 across the state a \$500,000 grant Looking for training partners for small towns. (5,000 residents). Digital Towpath ([digitaltowpath.com](http://digitaltowpath.com)) has a Board of Directors. It has a vendor that does hardware. Working with tech training, office training, etc. Membership is \$500.

**SUNY IT**, presented by Nancy Wallace  
For more info: [drabenn@sunyit.edu](mailto:drabenn@sunyit.edu)

**Hot:** Developed six summer camps for middle and high school students in academic areas mirroring the make-up of the college. Marketed with \$25/multiple children per family and multi/camp discount and all programs filled immediately. Some of the subject areas: Lego Robotics; Mind Storm; Girls Math & Science; Digital Video, Creative Writing; Healthy Body and Health Issues.

**SUNY IT**, presented by Peter Perkins  
For more info: [perkinp@sunyit.edu](mailto:perkinp@sunyit.edu)

**Hot:** Mohawk Valley business expansion- E Fast – will bring 600 more jobs to the community. 18-credit certificate program – 4 courses, 2 graduate.

**SUNY IT**, presented by Ginger Parker  
For more info: [parkerv@sunyit.edu](mailto:parkerv@sunyit.edu)

**Hot:** Learning in Retirement Program is now 10 years old and has become so large that an administrator (Ginger) was added to the staff at SUNY IT. It is a 501C-3 organization. There are 500 members and they run classes 3 semesters a year. The

classes are mostly academic and are facilitated by volunteers. The most successful classes were on alternative medicine and the least successful on pet care.

**SUNY IT**, presented by Elizabeth Rossi

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**Hot:** Offered several successful teacher training programs such as Energy and Math and Science Workshops. College faculty members were recruited to provide the content for teachers and young people attending the programs. Waived tuition for teachers who attended. Nano-Technology Camp had five spots for teachers.

**Not:** Healthy Body Camp for kids experienced very low enrollment. Was not a good mix, was good for the nurses providing programming but not for the kids.

**SCHENECTADY COMMUNITY COLLEGE**, presented by Denise Brucker

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**Hot:** Summer courses for young people in culinary arts and forensics are successful. Also doing certificate program in incident management. Certifying agency is NIMS (National Incident Management Services). Certificate is a prerequisite for obtaining Homeland Security funding so is in demand. Delivered in hybrid form – have found that blue collars workers don't feel comfortable enough with the computer for online delivery. Partner with One-Stop providing a six-week office technology program funded by Taniff for DSS.

**Not:** Welding courses are not doing well; private industry provides in-house training.

**SUNY System Administration**, presented by Barbara Drago

Focus is on Workforce and Continuing Education. Business and Economic Developers are seeing the value of partnering with continuing education in developing the workforce to meet demand. Research indicates that the average person may change positions 11 times in a lifetime. Need to keep an open mind regarding traditional and non-traditional approaches to CE.

**SUNY System Administration**, presented by Denise Bukovan

Denise reports that there is 2 million dollars available next year for workforce development. Normally, there is only 1 million available. Hopefully this will lead to more workforce development activity. For more information on workforce development in the state, Denise wrote a report which has been distributed to CEANY board members and can be found on the SUNY website.

**SUNY System Administration**, presented by Patricia Pietropaolo

**SUNY POTSDAM**, presented by Nancy Hess

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**Hot:** SOAR (Stimulating Opportunities After Retirement) is a very successful volunteer/peer lead and managed organization with membership of over 300. Participants pay a \$60 annual fee to participate in any one of 30 courses and/or workshops over the course of the year. The program is great PR for the college but is not a money maker. Due to changing campus space configurations, accessible space is becoming an issue for these courses. A spin-off conference is scheduled for June of this year.

**Not:** Project SAVE and Child Abuse Workshops, mandatory for many professionals, have been rolled into a credit bearing course offered through the education department. Non-credit offering of these workshops through CE has been reduced to a few courses a year with low attendance. No longer a money maker for CE.

**SUNY POTSDAM**, presented by Nancy Belodoff

For more info: [belodonl@potsteam.edu](mailto:belodonl@potsteam.edu)

**Hot:** Summer Camp and Crane Youth Music (CYM). A program in its 35<sup>th</sup> year, it provides a great showcase for the Crane School of Music, is a great recruiter for the college and provides funding to help support college programs. Enrollment for the two week program is at its maximum capacity with up to 1/3 returning campers every year. Research has shown that up to 25% of the Crane School undergraduates attended CYM before enrolling in SUNY Potsdam.

**Not:** SUNY Potsdam has a long relationship working with PSWP to provide professional development programs to PEF employees who work at the various state agencies in our area. Under the new contract after a period of inactivity due to lack of funding, several workshops were offered many directed at correctional facility staff. There was a higher than usual rate of cancellation of programs, due in part to marketing techniques focused on internet and e-mail marketing. Due to security issues in the correctional facilities, this method was not successful. Adjustments to the marketing plan have been made and we look forward to a more successful program year when PDP gets its funding for the next cycle.

**SUNY Delhi**, presented by Amy Reynolds and Debra McLaughlin

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**Hot:** Success in developing a leadership institute. Brought together a wide range of people from the community and county to focus on topics such as agriculture, culture and tourism, health and human services. Started with 12 attendees and met once a month on Wednesday from Sept through May. Included off-campus field trips. Fee of \$850 was covered mostly by businesses.

**Not:** Food service sanitation program was not so successful. SUNY Delhi was the only provider and they tried to run it as a DL offering and encountered lots of problems. There was no site signage, the facility wasn't open when it should have been and the participants were apprehensive about not having one on one contact with an instructor.

**CSEA**, presented by Liz Asadourian

For more info: Call WORK Institute at 866-478-5548.

**Hot:** Provides online Civil Service Test Preparation Workshop for CSEA members. Includes coverage of general test taking tips and strategies, understanding and interpreting written material, preparing written material, office recordkeeping, evaluating conclusions and supervision. The cost is \$29.99 for two months of anytime access to the workshop. This topic generated a lot of discussion around test prep not qualifying as remediation. Rather it is a refresher for adult learners preparing to take a test.

**Ulster Community College**, presented by Deb O'Connor (Linda Corsones)

For more info call (845) 339-2025

**Hot:** Presented a successful program example of a Web Development Certificate which enrolls approximately 20 students per semester. Five courses are required for the Web Development certificate or can be taken independently of one another. Required classes include An Overview of Web Development; Intro to HTML; Intro to Web Graphics; Webpage Design Using Dreamweaver and Intro to Cascading Style Sheets. In general there has been a big decrease in computer training, with the exception of the Web Design Certificate. On the credit side, computer training is showing a drop off except for Cisco.

**Not:** The real estate sales person course is still doing well but real estate appraisal has been dropped.

**Columbia-Greene Community College**, presented by Bob Bodratti

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**Hot:** Team Leader Training, a 33 hour, 11 week certificate program designed to train team leaders to direct a production team without the "carrot and stick" capabilities of a true supervisor. Components includes a three hour workshop consisting of adventure education games and initiatives designed to teach teamwork concepts: an 18 hour workshop style program on how to lead and influence employees; a 6 hour workshop on mind-body management of stress and emotions and a 6 hour workshop focusing on the importance of effective written communication. The program has been developed for employees of Taconic Farms, Inc. The cost was \$525/ per person.

**Not:** As is the case across the board, computer classes are no longer doing well.

**Cohoes CSD**, presented by Tom Gizara

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**Hot:** Uses the GED materials from Cambridge to assist students in obtaining their diploma. To qualify the student has to drop out of school first and has to test at grade 11 or 12 reading and math levels. Individual instruction is provided and it is funded by the Cohoes City Schools. Tom asked if CEANY would be interested in championing this program or the general issue of helping drop-outs obtain their HS diplomas.

**Hudson Valley Community College**, presented by: Judy Hitchcock/Leslie Orłowski

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Office handles \$600,000 in training dollars for public grant-funded training programs. Examples of topics include writing, report writing, e-mail writing. They offer certificate programs as well as CEUs. Work a lot with TANIF participants on employment

readiness programs, leadership training and team building. Office was recently reorganized.

**Adirondack Community College**, presented by Patti Carte

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**Hot:** Learning Adventures for Seniors: Senior Lecture Series has proven to be a very successful program for ACC. The lecture series enrolls 140 people each semester for \$75 and consists of three lectures each day for four consecutive Tuesdays on a variety of topics. Presenters lecture for one hour with a 15-minute question and answer period following each lecture. Lectures are scheduled for 10:00, 11:30 and 1:45. ACC faculty as well as community members who are experts in their field are invited to lecture. Advantages of the program are that it brings people on campus who might otherwise not come to the campus and makes several thousand dollars annually.

**Clinton Community College**, presented by Peter Grosskopf

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**Hot:** CCC/NCCC SUNY Workforce Development Grant Partnership Program Through a Memorandum of Understanding, Clinton Community College and North Country Community College share resources, requests for training, and delivery of content to regional companies. Prior to partnering in 2002, twenty businesses participated in SUNY Workforce Development Grant sponsored training. Now 90 companies participate in offerings that train on average 450 individuals each program year. The performance standards established to measure learning outcomes for this very successful program have been met or exceeded.

**Not:** ADVANCE-NY, funded by WIA, to upgrade occupational skills of incumbent workers to meet identified workforce skill shortages has not proven to be a successful program. Application requirements and restrictions on what trains costs grant funds will cover are identified as reasons for shortcomings in this program. If the DOL would allow application development as the SUNY Workforce Development Grant by private sector companies in partnership with training providers (community colleges) businesses would receive assistance in the application process and become more successful in receiving award, thus training a greater number of employees