

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BOARD REPORT**

**SUBJECT:** Residency and Tuition Determination for Temporary Protected Status (TPS) Students

**Background:**

The United States Secretary of Homeland Security determines whether a country should be designated as a TPS country. If a country is afforded TPS designation, this designation offers a temporary immigration status to nationals of the designated country. It provides a work permit and stay of deportation to those individuals who were in the United States at the time the TPS designation was given to their country. TPS designations can be made for 6, 12 or 18 months. The Secretary of Homeland Security will determine the term and any extension of the TPS designation. The Secretary makes the determination on multiple factors, which may include conflict in the country, environmental disasters, or conditions that prohibit the safe return of nationals to that country.

For the Fall 2019 semester, the College has four (4) international students on F-1 Visa's from TPS designated countries.

In compliance with the College's Tuition, Fees, and Refund Policy and the College Residency Policy, international students pay international tuition rates and fees.

**Discussion:**

Students with TPS status are currently charged international rates:

**Current Tuition Information**

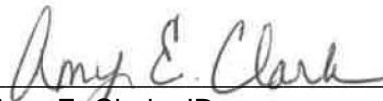
<b>Tuition Per Credit Hour</b>	<b>Level 100 &amp; 200</b>	<b>Effective Fall 2019</b>	<b>Level 300 &amp; 400</b>
In District	\$99	\$101.50	\$200
Out of District	\$172	\$177	\$265
Out of State	\$250	\$257	\$350
International Students	\$250	\$257	\$350

Responding to community input, the College evaluated tuition and residency policies related to TPS students (current and future). Following direction from the Board, the College has developed two options to address tuition rates for TPS students. Each version highlights the changes to our policies that the version proposes.

Attached for Board discussion is **Version 1** of the Tuition, Fees, and Refund Policy and Residency Policy which assigns Out-Of-District rates to TPS students.

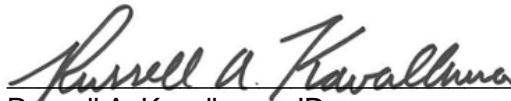
Also attached for Board discussion is **Version 2** of the Residency Policy which states that for residency purposes tuition for students, including DACA students and TPS students, will be

determined based on proof of residency. If a TPS student can establish In-District residency, they will be afforded In-District tuition rates for the duration of their TPS status.



---

Amy E. Clark, JD  
Vice President of Legal Services/General Counsel



---

Russell A. Kavalhuna, JD  
President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**CONTRACT AWARD**

**SUBJECT:** FANUC Robotics Educational Package

The faculty of the School of Science, Technology, Engineering, and Mathematics requests a contract for the purchase of one (1) FANUC LR Mate 200iD/4S R-30iB Plus Educational Package for student use in the Engineering Technology program. This robotics training bundle enables students to gain first-hand experience in programming and operating cutting-edge industrial robots. The package offers highly relevant content for modern factory and material handling robotic applications. It contains everything instructors require for teaching students to program and operate robots. The package includes: (1) FANUC Robotics LR Mate 200iD/4S Robot with R-30i Mate Plus Controller, (1) Fenceless Education Training Cart with an Allen Bradley SafeZone Safety Laser Scanner, and related software, manuals, in-service training, and installation. FANUC Robotics America also provides a Certified Education Training Program and Tool Kit and a Comprehensive Educational Package to instructors at educational institutions at no cost.

The discounted educational cost for all equipment, software and training programs totals \$39,864.17. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

FANUC Robotics distributes this equipment, software, and certification program only through authorized education resellers. FANUC's sole reseller for the state of Michigan is IST Ohio, Inc.

When procuring property and services under a Federal award, the College must comply with the requirements of Federal regulations found in 2 CFR 200, §§200.317 through 200.326. These regulations address a non-competitive procurement as follows:

Non-competitive Proposals – Sole Source. Procurement by noncompetitive proposals is procurement through solicitation of a proposal from only one source and may be used only when one or more of the following circumstances apply:

- i. The item is available only from a single source;
- ii. The public exigency or emergency for the requirement will not permit a delay resulting from competitive solicitation;
- iii. The Federal awarding agency or pass-through entity expressly authorizes noncompetitive proposals in response to a written request from the College; or
- iv. After solicitation of a number of sources, competition is determined inadequate.

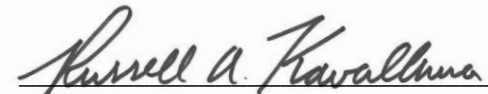
The FANUC Robotics Educational Package procurement complies with the above federal requirements per section i.) the items are available only from a single source and section iii.) the College submitted supporting documentation for a sole source procurement to the State of Michigan Department of Labor and Economic Opportunity (the pass-through entity) and received approval and authorization to proceed with the procurement on November 13, 2019.

The College requests Board approval for a sole source award.

**RECOMMENDATION:**

The College administration recommends a contract award totaling \$39,864.17 to IST Ohio, Inc. for one (1) FANUC LR Mate 200iD/4S R-30iB Plus Educational Package requested by the Engineering Technology program, in accordance with Quote #2582 dated October 3, 2019.

  
\_\_\_\_\_  
John S. Satkowski, JD  
Vice President of Financial Services

  
\_\_\_\_\_  
Russell A. Kavalhuna, JD  
President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**CONTRACT AWARD**

**SUBJECT:** Siemens SINAMICS S120 Training Cases

The faculty of the School of Business, Entrepreneurship, and Professional Development requests a contract for the purchase of four (4) Siemens SINAMICS S120 Training Cases, Part #6ZB24800CT00, for student use in the Electrical Technology department. The training case is a simulator system that helps students acquire the skills and experience necessary to design, operate, or maintain modular, high-performance motion control drives used in machine building and plant engineering. Motion control drives increase machine performance in many industrial applications, such as, packaging and printing, plastic, textile, paper and wood processing, material handling and assembly, machine tools, rolling mills, and the renewable energy sector.

The discounted educational cost for the four SINAMICS S120 Training Cases totals \$89,165.00. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

Siemens distributes their training products through a network of designated training and education partners at discounts of 20% to 90% to qualified schools. Siemens' sole partner for the state of Michigan is Electro-Matic Products, Inc.

When procuring property and services under a Federal award, the College must comply with the requirements of Federal regulations found in 2 CFR 200, §§200.317 through 200.326. These regulations address a non-competitive procurement as follows:

Non-competitive Proposals – Sole Source. Procurement by noncompetitive proposals is procurement through solicitation of a proposal from only one source and may be used only when one or more of the following circumstances apply:

- i. The item is available only from a single source;
- ii. The public exigency or emergency for the requirement will not permit a delay resulting from competitive solicitation;
- iii. The Federal awarding agency or pass-through entity expressly authorizes noncompetitive proposals in response to a written request from the College; or
- iv. After solicitation of a number of sources, competition is determined inadequate.

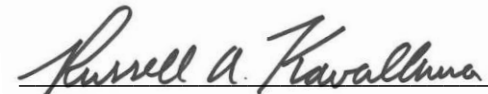
The Siemens S120 Training Case procurement complies with the above federal requirements per section i.) the items are available only from a single source and section iii.) the College submitted supporting documentation for a sole source procurement to the State of Michigan Department of Labor and Economic Opportunity (the pass-through entity) and received approval and authorization to proceed with the procurement on November 13, 2019.

The College requests Board approval for a sole source award.

**RECOMMENDATION:**

The College administration recommends a contract award totaling \$89,165.00 to Electro-Matic Products, Inc. for four (4) Siemens SINAMICS S120 Training Cases requested by the Electrical Technology department, in accordance with Quotation #1729054 dated October 23, 2019.

  
\_\_\_\_\_  
John S. Satkowski, JD  
Vice President of Financial Services

  
\_\_\_\_\_  
Russell A. Kavalhuna, JD  
President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**CONTRACT AWARD**

**SUBJECT:** Hill-Rom Hospital Beds

The faculty of the School of Health and Human Services requests a contract for the purchase of ten (10) Hill-Rom Centrella Smart+ Hospital Beds Model CNT-155, with core mattress and additional caregiver touchscreen. This equipment will be used by students in the School of Nursing enabling them to gain experience and training on one of the newest, most advanced medical-surgical beds available in the healthcare industry. These beds will replace worn and dated models in the Nursing labs at East Campus.

The discounted educational cost for ten Centrella Smart+ CNT-155 Hospital Beds, including accessories, delivery, installation and removal of old beds totals \$65,356.80. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

Hill-Rom, Inc. is the only manufacturer of the Centrella Smart+ Hospital Bed and does not sell this model through distributors in the United States. This product must be purchased solely from Hill-Rom, Inc.

When procuring property and services under a Federal award, the College must comply with the requirements of Federal regulations found in 2 CFR 200, §§200.317 through 200.326. These regulations address a non-competitive procurement as follows:

Non-competitive Proposals – Sole Source. Procurement by noncompetitive proposals is procurement through solicitation of a proposal from only one source and may be used only when one or more of the following circumstances apply:

- i. The item is available only from a single source;
- ii. The public exigency or emergency for the requirement will not permit a delay resulting from competitive solicitation;
- iii. The Federal awarding agency or pass-through entity expressly authorizes noncompetitive proposals in response to a written request from the College; or
- iv. After solicitation of a number of sources, competition is determined inadequate.

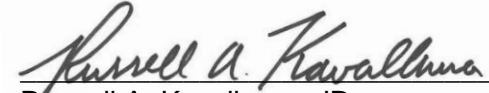
The Hill-Rom Centrella Smart+ Hospital Bed procurement complies with the above federal requirements per section i.) the items are available only from a single source and section iii.) the College submitted supporting documentation for a sole source procurement to the State of Michigan Department of Labor and Economic Opportunity (the pass-through entity) and received approval and authorization to proceed with the procurement on November 13, 2019.

The College requests Board approval for a sole source award.

**RECOMMENDATION:**

The College administration recommends a contract award totaling \$65,356.80 to Hill-Rom, Inc. for ten (10) Hill-Rom Centrella Smart+ Hospital Beds including accessories and services requested by the School of Nursing, in accordance with Proposal #SP27511349 dated October 15, 2019.

  
John S. Satkowski, JD  
Vice President of Financial Services

  
Russell A. Kavalhuna, JD  
President



**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**CONTRACT AWARD**

**SUBJECT:** SEC Scanning Electron Microscope

The faculty of the School of Science, Technology, Engineering, and Mathematics requests a contract for the purchase of one (1) SEC Model SNE-4500M PLUS High-Resolution Tabletop Scanning Electron Microscope for student use in the Engineering Technology program. Scanning electron microscopy (SEM) is a technique that uses a scanning electron microscope to allow one to examine and analyze the microstructure and fracture surface of many materials. SEM is used in many fields of science and engineering, such as, materials science, biological science, geology, medical science and forensic science. In HFC's Mechanical Engineering Technology program, one of the core courses is the Science of Materials that explores material properties and internal structures. Currently this course is lecture-based and theoretical. With the addition of this microscope, students will gain hands-on experience with an important tool used in many industries for basic research, quality control and failure analysis. SEM techniques are suitable for examining metals, alloys, ceramics, polymers and biological materials. SEM also plays a key role in many topics of current interest including nanotubes and nanofibers, high temperature superconductors, and alloy strength. Many aspects of high technology development - aerospace, electronics, energy, catalysis, environmental, photonics, chemistry - would be impossible without the data provided by SEM. A scanning electron microscope would also have applications in courses across multiple disciplines, including Chemistry, Biology, Welding or Manufacturing.

The discounted educational cost for all equipment, accessories, shipping, installation and training totals \$72,500.00. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

SEC Company, Ltd. is a world leader in electron beam technology, X-ray inspection equipment and scanning electron microscopes. SEC manufactures the Model SNE-4500M PLUS Microscope and certifies that Nanolmages, LLC is the sole authorized distributor of its products in the United States.

When procuring property and services under a Federal award, the College must comply with the requirements of Federal regulations found in 2 CFR 200, §§200.317 through 200.326. These regulations address a non-competitive procurement as follows:

Non-competitive Proposals – Sole Source. Procurement by noncompetitive proposals is procurement through solicitation of a proposal from only one source and may be used only when one or more of the following circumstances apply:

- i. The item is available only from a single source;
- ii. The public exigency or emergency for the requirement will not permit a delay resulting from competitive solicitation;
- iii. The Federal awarding agency or pass-through entity expressly authorizes noncompetitive proposals in response to a written request from the College; or
- iv. After solicitation of a number of sources, competition is determined inadequate.


The SEC Scanning Electron Microscope procurement complies with the above federal requirements per section i.) the items are available only from a single source and section iii.) the College submitted supporting documentation for a sole source procurement to the State of Michigan Department of Labor and Economic Opportunity (the pass-through entity) and received approval and authorization to proceed with the procurement on December 9, 2019.

The College requests Board approval for a sole source award.

**RECOMMENDATION:**

The College administration recommends a contract award totaling \$72,500.00 to NanoImages, LLC for one (1) SEC Model SNE-4500M PLUS High-Resolution Tabletop Scanning Electron Microscope requested by the Engineering Technology program, in accordance with Quote #C093019450HFC dated November 21, 2019.

  
John S. Satkowski, JD  
Vice President of Financial Services

  
Russell A. Kavalhuna, JD  
President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**CONTRACT AWARD**

**SUBJECT:** Megatech Electrical Training Boards

The faculty of the School of Business, Entrepreneurship, and Professional Development requests a contract for the purchase of seven (7) sets of Megatech Ford Electrical Training Boards for student use in the Automotive Technology program. These electrical training boards are used in the Automotive Student Service Educational Training (ASSET) program. In this program, students are trained to diagnose, service and maintain Ford and Lincoln vehicles using recommended procedures, special tools and Ford service publications. This is the only program of its kind in the state of Michigan. A student in the ASSET program can earn an Associate Degree in Automotive Service Technology while receiving on-the-job training at a sponsoring Ford or Lincoln dealership. The electrical training boards requested are part of a curriculum designed and specified by Ford Motor Company. These boards must integrate with the program's existing ASSET electrical workstations and curriculum materials. This custom set includes boards used to test a student's ability to diagnosis and repair seventeen different electrical components in a vehicle, including window switches and motors, wiper switches and motors, blower switches and motors, lights, and instrument panels.

The discounted cost for seven sets of Ford Electrical Training Boards (161 individual boards) totals \$49,504.95. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

Megatech Corporation is the sole manufacturer and distributor of the Ford electrical training boards. The boards are designed, manufactured, and supported exclusively by Megatech and specifically for Ford Motor Company's Ford ASSET program. These specialized electrical training boards are not available for sale or resale by any other vendor in the state of Michigan.

When procuring property and services under a Federal award, the College must comply with the requirements of Federal regulations found in 2 CFR 200, §§200.317 through 200.326. These regulations address a non-competitive procurement as follows:

Non-competitive Proposals – Sole Source. Procurement by noncompetitive proposals is procurement through solicitation of a proposal from only one source and may be used only when one or more of the following circumstances apply:

- i. The item is available only from a single source;
- ii. The public exigency or emergency for the requirement will not permit a delay resulting from competitive solicitation;
- iii. The Federal awarding agency or pass-through entity expressly authorizes noncompetitive proposals in response to a written request from the College; or
- iv. After solicitation of a number of sources, competition is determined inadequate.

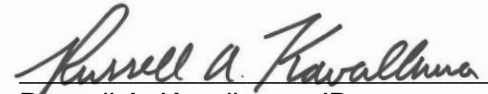
The Megatech Electrical Training Board procurement complies with the above federal requirements per section i.) the items are available only from a single source and section iii.) the College submitted supporting documentation for a sole source procurement to the State of Michigan Department of Labor and Economic Opportunity (the pass-through entity) and received approval and authorization to proceed with the procurement on December 9, 2019.

The College requests Board approval for a sole source award.

**RECOMMENDATION:**

The College administration recommends a contract award totaling \$49,504.95 to Megatech Corporation for seven (7) sets of Megatech Ford Electrical Training Boards requested by the Automotive Technology department, in accordance with Quotation #Q19-278 dated November 19, 2019.

  
\_\_\_\_\_  
John S. Satkowski, JD  
Vice President of Financial Services

  
\_\_\_\_\_  
Russell A. Kavalhuna, JD  
President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BID AWARD**

**SUBJECT:** Automotive Equipment and Tools  
Sealed Bid #20543

The faculty of the School of Business, Entrepreneurship, and Professional Development requests a contract for the purchase of Automotive Equipment and Tools for student use in the Automotive Technology program. The purchase consists of thirteen different products used to maintain and service vehicles. Major items on the order include: (1) Robinair A/C Recovery, Recycling and Recharging Machine, (10) Industrial Storage Cabinets, (2) Neutronics Refrigerant Analyzers, (5) ATech Intermittent Faulted Circuit Insertion Boxes, (4) OTC Fuel Injection Kits, (2) Vacula Pressure Brake Bleeders, and (10) Astron Power Supplies. This purchase supports an initiative to provide students in the Automotive Technology program with the same training as students in the Ford ASSET program. With these enhanced skills, HFC Automotive Technology graduates will be better prepared to compete for higher paying jobs. Federal Vocational Education Equipment Grant (Perkins) dollars provide 100% of the funds for this purchase.

The College invited bid submissions under Sealed Bid #20543. The bid responses appear below.

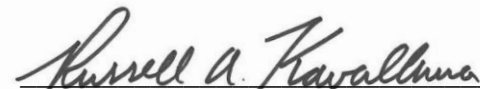
Wright Tool Company – complete bid	\$35,809.10
Fastime Racing – partial bid, did not quote on 1 item	42,464.85
Integrated Supply Network – partial bid, did not quote on 4 items	33,234.33
MSC Industrial – partial bid, did not quote on 6 items	19,870.16
Northern Tool	No Bid
Production Tool Company	No Bid
Auto-Wares Tool Company, Ford Fleet, Grainger, Zoro Tools	No Reply

An analysis of the unit costs on each bid response revealed that Wright Tool bid lowest on 10 out of 13 line-items and Fastime Racing bid lowest on the other three. Splitting the award between these two suppliers saves the College \$1,472.00 compared to an award to a single vendor.

**RECOMMENDATION:**

The College administration recommends two contract awards totaling \$34,337.10 – to Wright Tool Company for \$27,831.10 and to Fastime Racing Engines & Parts for \$6,506.00 – for the purchase of Automotive Equipment and Tools requested by the Automotive Technology department in accordance with the specifications of Sealed Bid #20543.

  
\_\_\_\_\_  
John S. Satkowski, JD  
Vice President of Financial Services

  
\_\_\_\_\_  
Russell A. Kavalhuna, JD  
President

**HENRY FORD COLLEGE  
OFFICE OF THE PRESIDENT**

**BOARD REPORT**

**SUBJECT:** Energy Program Contract for the Integrated Energy Master Plan (IEMP)

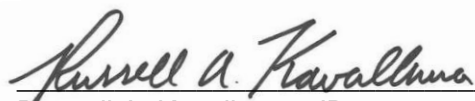
The College administration was authorized, on May 20, 2019, to hire outside legal counsel to proceed with negotiations with Johnson, Controls, Inc. (JCI) for an energy performance contract in accordance with the specifications of RFP 19732. The contract (Attachment A) developed includes:

1. A \$23.2 million investment to achieve a 60% reduction in electric/gas utility usage and a 40% reduction in water consumption
2. The performance guarantee is for 20 years with JCI required to meet performance standards defined within the contract.
3. Over \$20 million will be spent during the first four years of the project in order to ensure the infrastructure will provide the deferred savings.
4. The design phase will require approximately nine months to commit and then the implementation plan will be defined. JCI will have the option to complete construction earlier than the initial four-year period by dedicating more resources to the project.
5. In addition to performance guarantees, the contract also includes clauses that protect the College's interests regarding project completion through the use of surety bonds and limited liability coverage of 150% of the contract sum.
6. Insurance coverage clauses have been reviewed and approved by the College's risk management firm.
7. Warranty coverage for the systems are to be monitored by JCI with HFC personnel receiving training on maintaining the systems related to preventative maintenance.
8. HFC and JCI will develop a joint marketing/communication plan that will be used to inform the community, state, business and other interests regarding the unique characteristics that the IEMP project provides to the College and the environment

**RECOMMENDATION:**

The College administration recommends that the contract with JCI for implementing the College IEMP be approved.

  
\_\_\_\_\_  
John S. Satkowski, JD  
Vice President of Financial Services

  
\_\_\_\_\_  
Russell A. Kavalhuna, JD  
President