WMU Board of Trustees Meetings

12-13-2016

WMU Board of Trustees Formal Session December 13, 2016

WMU Board of Trustees

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Western Michigan University
Board of Trustees

Tuesday, December 13, 2016

Closed Informal Session – 9:00 AM

Formal Session – 11:00 AM, Bernhard Center Room 157-159

1. Acceptance of the Agenda – Miller
2. Approval of the Minutes (October 11, 2016 Meeting) – Miller
3. Remarks by the Chair – Miller
4. Remarks by the President – Dunn
5. Comments by the Faculty Senate President – Ayers
6. Comments by the Western Student Association President – Fischmann
7. Comments by the Graduate Student Association President – Chambers
8. Product Design and Innovation Institute Presentation – Guyette
10. Public Comments Regarding Action Items – Miller

Action Items – Miller

11. President’s Compensation – Miller
12. Apartment Rates 2017/2018 – Anderson
13. Agreement between WMU and GUFE, China – Schlör
14. Agreement between WMU and Jakarta International College – Schlör
15. Agreement between WMU and Charlotte County, Florida – Van Der Kley
16. Paper Tech Revised Bylaws – Craig
17. Consent Items – Miller
   A. Gift Report
   B. Grant Report
   C. Personnel Report
   D. Curriculum Proposals
   E. Operating Cash Accounts
   F. Annuity and Life Income Funds
18. General Public Comments – Miller

Supplemental and supporting agenda materials can be viewed at:
http://www.wmich.edu/trustees
Western Michigan University
Board of Trustees

Proposed Meeting Minutes

October 11, 2016

The Board of Trustees (BOT) Formal Session was called to order by Chair Miller at 11:10 AM on Tuesday, October 11, 2016. The meeting was held in the Heritage Hall Ballroom. Presiding were Chair Miller, Vice Chair Rinvelt, and Trustees Asmonga-Knapp, Bolger, Hettinger, Johnston, and Pickard.

A motion to accept the October 11, 2016 BOT agenda was made by Trustee Hettinger, with a second from Trustee Bolger. The motion passed unanimously.

A motion to accept the minutes as exhibited from the September 7, 2016 BOT meeting was made by Trustee Hettinger, with a second by Trustee Bolger. The motion passed unanimously.

Remarks by Chair Miller – Attachment A  Remarks by President Dunn – Attachment B

Faculty Senate President S. Ayers, Western Student Association (WSA) President T. Fischmann, and Graduate Student Association (GSA) President D. Chambers provided comments regarding their respective areas and their ongoing activities and initiatives relating to shared governance, promoting student involvement, and academic enrichment. See Attachment C for remarks by President Ayers.

Dean M. Li of the College of Education and Human Development (CHED) presented to the BOT regarding the ongoing collaborations and accomplishments involving CHED.

Trustee Johnston provided an update on the Presidential Search Process indicating the Presidential Search Advisory Committee would be hosting discussion sessions to seek stakeholder input regarding the presidential profile to be used for recruitment of candidates.

There was no indicated public interest in providing commentary regarding an Action Item.

As Action Items, Director D. Dakin from Facilities Management outlined the Wayfaring Project and presented a proposal for the BOT. A motion to accept Renaming the Wayfaring Project Street Name Changes was made by Trustee Hettinger, with a second by Trustee Asmonga-Knapp. The motion passed unanimously.
Director D. Dankin also proposed the State Capital Outlay Building Priorities. A motion to accept the **State Capital Outlay Building Priorities List** was made by Trustee Hettinger, with a second by Trustee Bolger. The motion passed unanimously.

**A motion to approve the Consent Items** was made by Trustee Johnston, with a second by Trustee Hettinger. The BOT unanimously approved the following Consent Items as exhibited: Gift Report, Grant Report; and Personnel Report.

In General Public Comments, WMU-AAUP President L. Minnick shared remarks reflecting on the passing of Mary A. Caine, distinguish former WMU educator and leader of WMU-AAUP.

The BOT meeting ended at 12:24PM following a **motion to adjourn** by Trustee Hettinger, a second by Trustee Asmonga-Knapp, and unanimous approval.

Respectfully submitted,

[Signature]

Kahler B. Schuemann
Secretary to the Board of Trustees
Western Michigan University
Good morning. Thank you all for being with us this morning, and welcome back to Heritage Hall.

While I've personally loved this building for many years, I now can claim one more sentimental attachment to it. My wife and I joined 1,200 other couples Saturday to renew our marriage vows here on the Grand Lawn as part of homecoming weekend. Trustee and Mrs. Rinvelt, President Dunn and First Lady Linda Dunn and many other familiar faces were among those renewing marriage vows that day. And together, all of us--1,201 couples--set a Guinness world record.

Congratulations to the Development and Alumni Relations staff who developed and implemented this inspired--and inspiring--initiative. It's been fun watching the news coverage roll out before and after Saturday's gathering.

For all of us, homecoming was a wonderful experience, capped off, of course, by the Bronco winning streak that was extended to 6-0. I take some pleasure in noting this is this board's sixth meeting of the year, and we are committed this morning to making it a successful one--a "win" in Bronco parlance.

Solar Garden Launch

Since we last met, this University celebrated a new resource for both the campus and the community. Partnering with Consumers Energy, we launched a solar garden on our College of Engineering and Applied Sciences campus. That facility becomes the largest on any campus in the state. And it gives people in the community an opportunity to support solar energy by subscribing to the effort and getting energy credits on their energy bills. The 1-megawatt solar garden includes 8.5 acres of solar array panels and will produce enough energy for about 200 homes. And as a university, we'll be able to use the facility to conduct research and provide training for young engineers who will use that technology in the future.
This board approved this partnership earlier this year, and I think we all need to take great pride in what this means for the campus and community. At the opening event, President Dunn reflected on the importance of solar energy as an alternative to fossil fuel, citing the classic billboard language:

"When there's a huge solar energy spill, it's just called a 'nice day.'"

**BTR award**

That solar garden and our engineering campus are at the heart of another wildly successful partnership--the Business Technology and Research Park. That initiative that was developed in collaboration with our home community of Kalamazoo over the past 15 years. It's now full--with 42 private firms providing more than 800 high-tech jobs.

Expansion of that park into Phase II--in partnership with Oshtemo--took a big step forward last week, when we learned the U.S. Department of Commerce has awarded $2.1 million to help us develop the infrastructure of the 54-acre parcel known as the Colony Farm Orchard. The expansion is expected to attract some $50 million in private investment and produce about 200 jobs.
ATTACHMENT B

John M. Dunn
Board of Trustees Remarks
October 11, 2016

Good morning. I'd like add my own not of welcome and express my thanks as well for the staff work that went into Saturday's Guinness world record vow renewal ceremony. The news story traveled around the globe, and we've been hearing from Broncos everywhere.

Broncos are competitive

- A core quality showcased during homecoming was the Bronco competitive nature: We saw:
  - 1,300 runners competing for the best 5K time in the Campus Classic in the morning;
  - 1,201 couples intent on breaking the previous vow renewal world record held by Miami University in the afternoon; and
  - A sensational and hard-fought gridiron battle against Northern Illinois in the evening.

To cap off the weekend, many of us arose Sunday morning to see NBC's Sunday Today Show do a segment on what is perhaps the most unusual recent example of the Bronco drive to win. Anchor Willie Geist took viewers from around the nation through a video about our lacrosse team deciding the outcome of a match against the University of Dayton, which was canceled because of weather. The decision was made in a time-honored tradition with a best-two-out-of-three round of "rock, paper, scissors." The victors? The Broncos, of course. And the video went viral--another "win."

APLU video

That competitive spirit extends across the campus. Last Friday, we learned that a video on the Seita Scholars program that we submitted to a competition sponsored by the American Association of Public and Land-grant Universities has been named one of three national winners. The win means we'll be asked to present on that topic when APLU holds its national gathering in Austin in November. The competition was about programs that lead to enhanced access and student success. I'm tremendously proud of the programming for former foster
youth the Seita program provides and really pleased we'll have a chance to showcase our work for higher education leaders from around the nation.

**Trip to Thailand/International Enrollment**

Since we met last month, I was privileged to visit Thailand for a week, meet with some of our very enthusiastic alumni there and launch a series of conversations with officials at three Thai universities about the potential for future collaboration. I consider such ongoing outreach around an always-changing globe an essential part of our charge. It is one reason why our international enrollment remained stable this year, even as many of our sister institutions saw their international numbers drop precipitously.

We have healthy new increases in enrollment from Indonesia, which is up by 25 students, and Oman, which is up by 24. Those increases come as government-sponsored programs in other nations like Brazil came to an end. Our biggest international news is likely the fact that we saw a very small drop--14 students--in our largest international group, which comes to us from Saudi Arabia. Information from other universities describes huge losses of Saudi students which WMU has been able to avoid.

**Florida outreach**

Next week, we'll celebrate another major outreach effort by this University, when we go to Punta Gorda, Florida, for a celebration of our developing partnership with that community's higher education and economic development leaders. We'll be announcing a formal alliance with Florida Southwestern State College and Charlotte County Economic Development. The partnership will expand some of our academic offerings--aviation and health care for instance--into that region. This is an initiative that the board has supported over the past two years as it developed. You'll remember Charlotte County officials were here for this board's meeting in February. I'm pleased to let you know that we're ready for lift off.

**Michigan Geological Survey**

I'd also like to mention a celebration we had two weeks ago marking the receipt of $500,000 in funding from the state for the Michigan Geological Survey. The MGS has been based at WMU in
our Department of Geosciences since 2011. The much-needed funding will allow the survey to begin subsurface mapping of the state and help Michigan catch up to neighboring states in finding, assessing, protecting and strategically developing the state's natural resources. We are, of course grateful for the state support and confident that the investment will pay huge economic and environmental dividends.

**Faculty and student accolades**

I always like to close with some examples of faculty and student accolades. I'll share just two.

First, in this election year in which women are expected to play an outsized role in the outcome, Dr. J. Kevin Corder, professor of political science, is the co-author of a new book, "Counting Women's Ballots: Female Voters from Suffrage through the New Deal." He and his co-author from the University of Notre Dame, had their work featured by the Washington Post recently with an article they wrote about the voting history viewed through the lens of gender and turnout.

A major student achievement is the announcement by NASA--the National Aeronautics and Space Administration--that Shawn R. Brueshaber, a Ph.D. candidate in mechanical and aeronautical engineering has won a prestigious graduate fellowship from NASA's Earth and Space Science Fellowship program Shawn will research the weather and climate of our giant planets (Jupiter, Saturn, Uranus, and Neptune). The year-long fellowship was one of just 28 awarded nationally.
Good morning and thank you for this opportunity to present the work of your Faculty Senate in participating in the shared governance at WMU. After a wonderful homecoming week, including a HUGE wedding vow renewal and win over Northern IL, it’s another great day to be a BRONCO!

Three Memoranda of Action have been approved by the Administration, MOA-16/06: General Education Revision, MOA-16/08: Revise High School Dual Enrollees Policy, and MOA-16/12: Acceptance of the Dual Use of Research Concern Policy.

At last week’s first Faculty Senate meeting of the AY, three MOAs were approved: MOA-16/09: Repeating a WMU Course for Credit in Study Abroad, MOA-16/10: Revise Graduate Catalog Admission Requirements to Specialist Programs, and MOA-16/13: Revise Undergraduate Catalog Non-Degree Certificate Programs.

The updates on our councils and committees includes:
The Committee for Research Day is planning another event for April 2017. Last year’s event was very successful for our graduate students and faculty attendance was up from the previous year.

The Graduate Studies Council met for the first time to review its charges and four new curriculum proposals.

The International Education Council has convened working groups to enhance study abroad, improve international student services and further promote international research and curriculum innovation.
They have communicated with the WMU Presidential Search Committee about including consideration of global engagement experience and commitment of potential candidates.

The Libraries Committee is convening its first meeting of the semester on October 11, 2016, and among its agenda items is a discussion of celebrating the annual federally-mandated (September 17, since 2007) instructional event on the U.S. Constitution in the libraries, not solely in the Departments of History and Political Science.

The Ad Hoc General Education Design Committee has been meeting weekly since being formed on 16 September, 2016 after a one-half day Saturday retreat. The group is making good progress toward their charge of recommending a revised model for the General Education program based on MOA 16/9 and the General Education Self Study report to create a learner centered approach to general education that balances the learning of essential skills with content.

In light of the general education revision that will be a big part of the Faculty Senate agenda this year, the Faculty Senate Executive Board placed a moratorium on developing new general education courses. Proposals for new general education courses will not be accepted out of colleges until the new General Education curriculum is approved by a vote of the Faculty Senate.

The Committee to Oversee General Education (COGE) is charged with reviewing previously approved General Education courses. During the 2016-17 academic year, COGE will review all proficiency 2 baccalaureate-level writing and writing-intensive courses. All courses, unless approved as a new proficiency 2 course during the 2015-16 academic year, must undergo re-approval. Additional information and the General Education policy can be found at the Faculty Senate website, menu item Policies, General Education link.
Recognizing the importance of student voter registration, the Faculty Senate urged WMU faculty to remind students to register to vote and support this year's student-led, non-partisan voter registration drive. With today as the last day to register to vote in the November election, the WSA-led registration drive has yielded more than 1,800 new voters.

Recently the Executive Board held a training for all Council/Committee chairs. The topics covered included chair responsibilities, working with Executive Board representatives, agenda setting, meeting procedures, addressing charges, recommendations, reports, and MOAs. The electronic curriculum change proposal process is in the pilot phase and appears to be close to full-scale implementation. OIT has created the infrastructure for individual course changes (not program changes) and there are “getting started” documents on the Faculty Senate website to facilitate this process. Deans and college curriculum committee chairs are scheduling training sessions for this process as well.

Each October the Faculty Senate sends out a request for faculty fees to all of the 900+ academic rank employees at WMU. These fees support the Board-appointed shared governance work the Senate facilitates through our 7 councils, 10 committees and numerous ad hoc and subcommittees. We have made a modest increase of this fee to $20 in an attempt to approach self-sustenance.

The next Faculty Senate meeting will be on Thursday, November 3 at 5 p.m. in room 208 Bernhard Center. As always you are invited to attend.

If you have any questions I will be most happy to attempt to respond to them.
PRODUCT DESIGN + INNOVATION

creating innovative designers for the future
INTRODUCTION

CHALLENGE
The lack of innovative educational opportunities preparing the next generation of product design graduates with a bold entrepreneurial spirit.

SOLUTION
Create a quality educational program devoted to preparing the next generation of product designers, that achieves the goal of balancing the three-legged stool of form, function, and manufacturing, while addressing the objective of a seamless interface of human beings with technology.
"…the things we interact with are leaving the simple and physical world and becoming virtual and complex…Today, industrial design is as much about designing systems and software and applications as it is about designing objects. We are designing machines, but also the ghosts that live inside them."

Tim Brown, CEO/President
IDEO
PROGRAM SUMMARY

THE IDEA:
Western Michigan University proposes to create a highly innovative PD+I program to meet current and future global Manufacturing needs.

PRODUCT DESIGN + INNOVATION PROGRAM

- WMU uniquely qualified to meet challenge of seamlessly interfacing with humans and technology
- WMU proposes creation of highly innovative industrial design program to meet global manufacturing needs, in SW Michigan
- Graduates able to work in many areas of design, helping meet current/future needs of regional companies and beyond
- Kalamazoo possesses ideal qualifications and area market to maximize industrial design community to connect grads with world-class regional employers
WHY NOW?

The mission of the College of Fine Arts (CFA) is to foster, integrate, and promote the academic and artistic excellence of its departments and schools.

The CFA vision is to be a national leader in the preparation of artists, practitioners, teachers, and scholars through educational and creative excellence.

Western Michigan University will create a highly innovative industrial design program to meet the current and future design and manufacturing needs of the Midwest centered in Southwest Michigan. As Michigan recovers from the great recession, manufacturing jobs and the industrial center that were once a vital part of the Michigan economy are growing again. It is predicted that between 2012 and 2022, this sector will grow by at least 4 percent a year, and the median salary for jobs in this field are currently $64,620. Currently, there are dozens of jobs that cannot be met in the job market and this gap will grow each year. Western Michigan University is committed to addressing this challenge and reversing that trend.

Western Michigan University’s CFA, in partnership with the College of Engineering and the Haworth College of Business, is firmly committed to providing cutting-edge training and programming that will ensure a vital and healthy arts and cultural community locally, nationally, and globally. As part of this commitment, one of CFA’s top priorities is to make sure that industrial design and related industries have the strongest possible design talent and leadership.

We aspire to build the ideal three-legged stool of Form, Function, and Manufacturing while addressing the most recent challenge: the seamless interface of human beings with technology – those "ghosts within the machines." To create the perfectly modern stool that balances artist aesthetics, elegant engineering and a business minded entrepreneurial spirit is challenging, but then to bring these disciplines together into harmony with nature human interface is the ultimate goal.

WMU is uniquely qualified to meet these challenges. Nationally-ranked programs in the colleges of Fine Arts, Engineering, and Business combine to form an unrivaled talent base that will allow the delivery of this new cutting-edge program. Graduates will be able to work in many areas of the design field helping to meet the current and future needs of industrial design companies in the region and beyond.

"At Stryker Medical, design increases the creative capacity of our company leading to better solutions to product and business issues. We need design professionals who can contribute to teams with their core skills while leading the company in new methods for thinking strategically to define our future."

- Bill Fluharty, Director of Design

Stryker Medical
“At Stryker Medical, design increases the creative capacity of our company leading to better solutions to product and business issues. We need design professionals who can contribute to teams with their core skills while leading the company in new methods for thinking strategically to define our future.“

-Bill Fluharty, Director of Design
Stryker Medical
WHY IT MAKES SENSE

It is projected that the PD+I program expenses and revenue will be budgeted in the following manner:

**Expenses**

**Human Resources**

- Four (4) full-time faculty, including the program coordinator:
  - Program coordinator: $70,000 + fringe = $104,040
  - Three (3) faculty: $62,000 - $65,000 + fringe = $289,710

- Two to three (2-3) part-time faculty drawn from industry partners in the area: $35,000

- One (1) full-time office associate that would assist with both day-to-day operations and advising systems: $64,260 including fringe

- Two (2) shop/lab technicians (Faculty Specialists) with expertise in rapid prototyping, 3D printing, and related operations: $153,000 including fringe

Salary + Fringe: $645,470 annually

Annual program operating expenses: $121,000 ($43,500 office expenses; $27,500 faculty/staff support; $50,000 equipment replacement and repair)

Total program costs (salaries and operating): $766,470 annually
WHY IT MAKES SENSE

Income

Tuition — 80 students

CFA has upwards of 20% out-of-state students and we expect PD+I to exceed that, but using a conservative 85 percent in-state to 15 percent out-of-state ratio produces the following calculations:

- $1,037,544 annual tuition income based on 2015/16 rates for lower and upper-class credit hours at 15 credits per semester
- $129,120 in annual differential tuition income based on 15 credit hours and 2015/16 rates
- Total new annual tuition income to the University: $1,166,664
- Less annual operational expenses of $766,470 = $400,194 of new annual income to WMU. This does not include income from room, board, fees, etc.
- Allowing for annual expenses for facility upkeep, utilities, and maintenance allocated at $15 a square foot for 25,000 square feet, equates to $375,000 annually. This still leaves the University with a positive return on investment of at least $25,000 annually after all expenses based on tuition alone.

Physical Facilities — Renovate existing third and first floors of Middle Kohrman Hall for PD+I program Expenses:

- 4,300 sq. ft. of studio-based learning spaces by cohort level (3-4)
- 5,000 sq. ft. of "Flexlab" fabrication space
- 720 sq. ft. of office space
- 1,200 sq. ft. of multi-purpose studio for critique, project-based learning, and related clean space classwork
- Wood and Metals shops to augment existing spaces in the Frostic School of Art to meet safety and accreditation standards
- Renovation costs estimated at approximately $300 per sq. ft. x 25,000 sq. ft. = $7,500,000 in onetime expenses

Equipment expenses — To be determined through program design (rough estimates)

- Digital 3D printers, color laser printer, black and white laser printer, vinyl cutter
- Analog prototyping equipment
- Laser cutters, CNC routers
- Oversized exhaust system
- Equipment totals: $625,000 one-time and $50,000 annually

PD+I program expense totals:

- $8,125,000 in one-time renovation and start-up costs
- $766,470 annually for salaries and operating expenses
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Based on the desired program and structure of the PD+I program, we have developed a proposed space definition which is tailored to the cohort model envisioned for the program.

The spatial definition consists of the following key elements:

- Main Entry
- “Commons + Gallery” Social Spaces
- Design Studios (4 Years)
- Innovation Lab
- Fabrication Lab
- Technology Lab
- Prototype + Print Lab
- Wood Lab
- Metals Lab
- Critique + Ideate Room
- “Client” Presentation Room
- Project Team Rooms (Huddle space)
- Conference Room
- Vending and student Lounge
- Offices + Support Space

The detailed space analysis of these elements totals approximately 28,000 gross square feet of building area desired for the PD+I program. The initial conceptual plans illustrate a proposed layout for the program within Middle Kohrman Hall building on the First and Third Level of the building. The intent is to create a dynamic, open, and collaborative environment that leverages the assets of the existing building as well as the adjacencies of classrooms and other design space housed within South Kohrman Hall and the Richmond Center for Visual Arts.

In addition, we have completed a preliminary analysis of the site and suggested ideas to activate, access and highlight the PD+I program within the re-imagined facility. The following pages present the initial conceptual design for the future of the PD+I program at Western Michigan University.

“Growth fuels our business and new products drive our growth. The need for talented product design professionals who believe Kalamazoo is a great place to thrive is core to our ability to succeed.”

- Mike Roeder, President/CEO
  Fabri-Kal
The chosen area for the program, Middle Kohrman Hall, sits in a transitional area between the recently completed areas for the Arts programs and the larger general classroom building of Kohrman hall.

The portion of the building that the PD+I program would occupy has some campus exposure on the east side, fronting towards a connector to the main east-west axis of pedestrian movement thru campus. The west exposure faces the “back-of-house” functions of building services and utilities, as well as parking access to the south. The Middle Kohrman building does not encourage cross traffic between these sides and offers non-descript entry access points on each side.

Part of the energy of the PD+I program is activity, innovation, and collaboration, and to enhance this building with student experiences. The design for the site will encourage crossing through the common areas of the program, and will situate internal gathering and social spaces (gallery, café, collaboration areas) and external offerings (outdoor seating, outdoor product display) along this route.
CONCEPT PLANS – First Level
INTERIOR CONCEPT
# PROJECT TIMELINE

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PROPOSAL: President’s Compensation

Background

The President’s employment agreement provides that the salary shall be reviewed at least annually and adjusted as determined by the Board of Trustees. It is noted that WMU’s non-bargaining employees received a three-percent (3%) increase effective July 1, 2016. Consistent with past years, it is being recommended that the President receive a three-percent (3%) increase for the 2016-17 fiscal year. President Dunn’s current salary per his employment agreement is $398,241. With this increase, rounded up to the next whole dollar, the President’s salary for the 2016-17 will be $410,189.

Recommended Motion

It is recommended that the Board of Trustees pass the following resolution:

The Western Michigan University Board of Trustees greatly appreciates the accomplishments and satisfactory performance of President John M. Dunn, while recognizing the need for financial conservatism in today’s challenging economic climate.

Accordingly, the Board of Trustees hereby approves a base salary of $410,189 for the 2016-17 year for President John M. Dunn, effective July 1, 2016.
PROPOSAL: Apartment Rates 2017/2018

Background
All on-campus housing options continue to support and assist WMU in recruitment, retention, and student success efforts. The number of students living in the apartments for fall 2016 is consistent with fall 2015. The Western View complex is operating at 96% occupancy for the fall 2016 semester. Other apartments are operating at 74% occupancy, largely due to Stadium Drive being offline for a year-long renewal in the south neighborhood. The refreshed facility, which re-opened fall 2016, includes study and meeting space. It is anticipated this complex will be operating near capacity soon.

Students living at Western View and the WMU Apartments benefit from the conveniences of on-campus living, including easy access to classes, events, and services. As indicated below, approval is being sought for standard, unfurnished units. Furnished and expanded units are available. The recommended rates for all complexes include parking, water/sewer services, cable, trash removal, and security features. The WMU Apartments rates include all utilities.

It is important that students and families are provided a rate structure at this time so they can appropriately plan for next year’s housing needs.

Western View Recommended Rates – Per Bedroom

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<tbody>
<tr>
<td>1 Bedroom</td>
<td>$745</td>
<td>0%</td>
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<tr>
<td>2 Bedroom</td>
<td>$529</td>
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<td>$19</td>
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<td>3 Bedroom</td>
<td>$473</td>
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<tr>
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WMU Apartments Recommended Rates – Per Unit

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<td>1 Bedroom</td>
<td>$663</td>
<td>1.0%</td>
<td>$7</td>
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<tr>
<td></td>
<td>2 Bedroom</td>
<td>$764</td>
<td>1.0%</td>
<td>$8</td>
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<tr>
<td>Elmwood</td>
<td>1 Bedroom</td>
<td>$695</td>
<td>1.0%</td>
<td>$7</td>
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<td></td>
<td>2 Bedroom</td>
<td>$879</td>
<td>1.0%</td>
<td>$9</td>
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<tr>
<td>Stadium Drive</td>
<td>2 Bedroom</td>
<td>$764</td>
<td>1.0%</td>
<td>$8</td>
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Recommended Motion
It is recommended the administration be authorized to implement the Western View and WMU Apartments rates for 2017/18, effective fall 2017.
PROPOSAL: Agreement between Guizhou University of Finance and Economics (GUFE, China) and Western Michigan University

Background

One of the three basic tenets of WMU’s Strategic Plan Gold Standard 2020 remains being globally engaged. A specific strategy to promote global engagement is to provide international learning experiences that prepare all learners for the globalized world.

An agreement first entered into April 2016 between GUFE and WMU promotes mutual cooperation and collaboration for the purpose of training international application-oriented talents, strengthening the exchanges of culture, science and technology between China and the U.S., promoting the development of the educational cause and economy of two countries and enhancing the academic communication between two universities.

At the core of this agreement, WMU courses will account for more than one-third of the total courses and core courses for each program. Current programs contemplated include the Bachelor of Business Administration (BBA) in Accountancy, the BBA in Electronic Business Marketing and BBA in Finance. These WMU courses will either be taught in China and/or here at WMU’s main campus. WMU faculty will teach WMU’s courses. Students of the Institute will be enrolled as WMU students either in a traditional 3+1 program where the last year is taught here. Or, the students will be enrolled as WMU students and taught at GUFE’s site. Both avenues will adhere to all current degree requirements and degree granting conditions of WMU for the Bachelor of Business Administration degree. Higher Learning Commission (HLC) provisions will be followed and specific authorization from HLC will be sought as is appropriate.

As the relationship with GUFE has evolved, there is now interest in establishing the GUFE-WMU Joint Institute. This Institute is a collaborative effort. It does not have legal person status in conformity with the Chinese Regulations on Chinese-Foreign Cooperation in Running Schools. The Institute does require approval of the Chinese Ministry of Education and said approval is still pending.

Due to the use of “WMU” as part of the official name of the Institute, Board approval is being sought to move ahead with this collaborative effort and for the use of WMU’s name. Articles of Association have been jointly developed by both GUFE and WMU to guide this collaborative effort and are attached.
It should be noted that the duration for the Institute will be fourteen years once approved by all required parties. Termination can occur if the permit is revoked, insolvency occurs, or with twelve- (12) month notice by either party

Recommended Motion

It is recommended the Board of Trustees approve the naming of the GUFE-WMU Joint Institute and authorize the treasurer and/or assistant treasurer to enact any necessary changes to the agreement, its addendums, or the Articles of Association to affect the establishment of the Institute.
Agreement

between

Guizhou University of Finance and Economics (GUFE, China)

and

Western Michigan University (WMU, US)

on

Cooperative BBA Program in eBusiness Marketing

September, 2014
The cooperation agreement on cooperative Bachelor of Business Administration (BBA) program in eBusiness Marketing is reached between Guizhou University of Finance & Economics (GUGE, China) and Western Michigan University (WMU, US) on the basis of equal consultations and the principles of mutual complementation and resource-sharing for the purpose of training international application-oriented talents, strengthening the exchanges of culture, science and technology between China and the US, promoting the development of the educational cause and economy of two countries and enhancing the academic communication between two universities.

I. The Two Parties
Party A: Guizhou University of Finance and Economics (GUGE)  
Address: Huaxi University Town, Guiyang, Guizhou Province, China

Party B: Western Michigan University (WMU)  
Address: Kalamazoo, MI 49008-5200, USA

II. Purpose and Objective
This program is designed to provide a challenging educational environment that equips students with a global perspective, English proficiency, and the knowledge and skills required for careers in fields such as e-commerce, digital marketing, mobile marketing, social media, and Web and mobile application development and services.

III. Scope and Content of the Cooperative Program
1. Name of the cooperative program: Cooperative BBA program in eBusiness Marketing between Guizhou University of Finance & Economics (GUGE, China) and Western Michigan University (WMU, US)  
   Location: GUGE and WMU  
   Teaching Language: Chinese and English  
   Students who meet the graduation requirements and degree-granting conditions shall be granted the undergraduate diploma and the Bachelor's Degree of Management of GUGE and the Bachelor of Business Administration of WMU. The certificates of academic qualifications and academic degrees shall be identical with those issued in their own country.

2. Length of schooling is planned for four academic years, full-time  
   Students shall study at GUGE for the first three years and study at WMU in the fourth year.  
   Based on a thorough evaluation of the teaching system of both parties, the credits shall be transferred and recognized by both parties to ensure the smoothness of the bridging program between the two universities. The first three years’ courses are taught at GUGE. Students who complete the first three years’ courses, meet the English proficiency and academic requirements of WMU, and fulfill the requirements for recommendation of GUGE, shall have the qualifications for the fourth year study at WMU.  
   Nominated GUGE students are required to have a cumulative grade point average (cGPA) acceptable to WMU, which at the effective date of this Agreement is equivalent to 2.0 on a 4.0 scale and a minimal TOEFL score acceptable to WMU, which at the effective date of this Agreement is 550 pBT or a minimum of 80 on the iBT.
At WMU’s sole discretion, GUF E students with a lower TOEFL score may be eligible for either

(1) WMU university enrollment to include successful completion of one 5 credit-hour English course in the first term of enrollment; or

(2) enrollment into the WMU ESL program through their Center for English Language and Culture for International Students (CELCIS) until they receive the required level of English proficiency required for academic enrollment.

3. Number of enrollment and admissions criteria
   The number of enrolled students in the program is planned to be 150 per year, and the largest number of students at school shall be 600. The enrollment shall be incorporated into the national enrollment plan for regular institutes of higher education. Admission shall be made among Tier Two universities in National College Entrance Examination and provincial cut-off scores for entry to Tier Two universities shall apply. Priority shall be given to candidates who are best qualified.

4. Program specifications
   GUF E and WMU shall jointly develop program specifications for this program.

5. Cooperation term
   Unless this agreement is terminated earlier, this program shall enroll students annually for five years, and it shall last for nine years considering the four years needed by the students of the fifth enrollment to complete the whole program.

6. Faculty and staff training and exchange
   GUF E and WMU shall establish a program that places and supports selected faculty and staff members from each institution annually for visiting, and/or research or teaching at the other institution. The visiting faculty and staff members shall observe lectures, meet with faculty and students, participate in seminars and conferences, and visit facilities and personnel.

IV. GUF E’s Responsibilities
1. GUF E shall obtain all permits required for cooperation with WMU in launching the cooperative BBA program in eBusiness Marketing under the laws and regulations of China.

2. After the program is approved, GUF E shall make the annual plan of enrollment, enroll new students of the program and manage students’ academic affairs.

3. GUF E shall provide educational facilities, including classrooms, computer laboratories, libraries, stadium and gymnasium, offices, and other necessary teaching facilities.

4. GUF E shall be responsible for the items in the program structure that shall be delivered by GUF E faculty, including courses, syllabus, teaching materials, teacher employment, teaching and assessment.

5. GUF E shall appoint GUF E faculty members to assist in teaching the GUF E courses that
shall be delivered by WMU faculty at GUBE.

6. GUBE will provide suitable living facilities, copying of necessary course materials, suitable technology support, and a library reader card to WMU faculty teaching at GUBE.

7. GUBE shall undertake daily administrative work and academic management of the program, and ensure quality of teaching by GUBE faculty members.

8. Provided that GUBE receives acceptable permission from students to release their GUBE educational records, including transcripts, to WMU, GUBE shall provide WMU with their educational records, including transcripts, on completion of the first three years at GUBE.

9. GUBE shall collect tuition and related fees in China from students. Any student who does not pay all tuition, costs, and other fees owed to GUBE shall be subject to the consequences, including but not limited to withholding of transcripts and not being allowed to register for classes. It is acknowledged and agreed by both parties that this, and other acts or omissions of the students, could result in failure for the students to complete their degree at GUBE and WMU at all, or within the four year time period.

10. GUBE shall grant undergraduate diplomas to students who meet the graduation requirements of GUBE and Bachelor degree of Management to students who meet the degree-granting conditions of GUBE.

11. GUBE shall assist the faculty and staff of WMU to obtain entry visas to China by providing a letter of invitation to obtain an L-Visa or F-Visa.

12. GUBE shall provide to selected WMU visiting faculty and staff members access to agreed-upon courses and facilities at no cost or at reduced cost, as long as there is no violation of Chinese governmental policies.

13. GUBE shall advise and obtain written acknowledgement and agreement from all students in the program that students themselves are responsible for all tuition, fees, living costs, and other expenses and that if they are academically dismissed or become subject to the criminal court process in China or the U.S, due to their conduct, they agree to accept all consequences, including financial consequences, of being dismissed from the program, and bearing the expenses of defense and leaving the U.S. during their time at WMU. GUBE shall provide WMU with copies of the written acknowledgement and consent forms.

V. WMU's Responsibilities

1. WMU shall obtain applicable permits for cooperation with GUBE, if any are required, in launching the cooperative BBA in eBusiness Marketing program under the laws and regulations of the US.

2. WMU agrees to introduce modern educational ideology and academic management methods, and participate in student enrollment, program promotion and program management.
3. WMU shall be responsible for the items in the program structure that shall be delivered by WMU faculty at WMU’s main campus, including courses, syllabi, sample teaching materials, teacher employment, teaching and assessment.

4. WMU shall dispatch qualified WMU faculty to teach courses in the program structure that will be delivered at GUFE by WMU faculty. It is agreed that WMU faculty will teach these GUFE courses on GUFE’s campus. WMU shall provide syllabi and sample textbooks and prepare course and assessment materials for these courses.

5. WMU shall issue letters of admission to qualified students.

6. Provided that GUFE students meet all academic, financial, conduct, and admission requirements of WMU, and to the extent permitted by U.S. law, WMU shall issue a Certificate of Eligibility for Nonimmigrant (F-1) Student Status to each such student so that the student may apply for an F-1 visa. It is understood that nothing in this Agreement shall be interpreted to guarantee issuance of Certificates of Eligibility or visas, as there may be certain factors or U.S. federal requirements that would prohibit WMU from issuing a Certificate of Eligibility with which to apply for a visa.

7. WMU shall provide necessary courses for students to complete their fourth year in a timely and convenient manner so that students can complete the agreed-upon program.

8. Provided that WMU receives acceptable permission from the students to release their WMU educational records, including transcripts, to GUFE, WMU shall provide GUFE with their educational records, including transcripts, on completion of the fourth year at WMU.

9. WMU shall collect tuition and related fees from students in the US. Any student who does not pay all tuition, costs, and other fees owed to WMU shall be subject to the consequences, including but not limited to withholding of transcripts and not being allowed to register for classes. It is acknowledged and agreed by both parties that this, and other acts or omissions of the students, could result in failure for the students to complete their degree from WMU at all, or within the one year time period.

10. WMU shall grant Bachelor of Business Administration in eBusiness Marketing to students who meet the degree-granting conditions of WMU.

11. WMU shall assist the faculty and staff of GUFE to obtain entry visas to the US by providing a letter of invitation to obtain a B-1 or J-1 Visa.

12. WMU shall provide to selected GUFE visiting faculty and staff members access to agreed-upon courses and facilities at no cost or at reduced cost, as long as there is no violation of US governmental or WMU policies.

13. WMU shall advise and obtain written acknowledgement and agreement from all
students in the program that students themselves are responsible for all tuition, fees, living costs, and other expenses and that if they are academically dismissed or become subject to the criminal court process in China or the U.S, due to their conduct, they agree to accept all consequences, including financial consequences, of being dismissed from the program, and bearing the expenses of defense and leaving the U.S. during their time at WMU. WMU shall provide GUFE with copies of the written acknowledgement and consent forms.

VI. Financial Management
1. A special account for the program shall be set up in the financial account of GUFE. GUFE shall manage and control program funds independently for the first three years, but GUFE shall provide all non-educational records and information requested by WMU regarding any costs pertaining to WMU, WMU’s faculty, and costs WMU has incurred. WMU shall manage and control program funds for the fourth year independently, but WMU shall provide all non-educational records and information requested by GUFE related to costs pertaining to GUFE, its faculty, and costs GUFE has incurred.

2. Both parties’ contributions to the program shall be compensated by collecting tuition of the program as the cost of education, or as otherwise specified in this agreement.

3. The standards of tuition and fees shall be based on cost estimating principles and implemented after approval.

4. GUFE shall fund through its program funds the costs of tuition, if any, international and domestic travel and subsistence for GUFE visiting faculty and staff members at WMU in accordance to its own policies.

5. GUFE will compensate WMU for any WMU faculty who teaches as a guest at GUFE, including international and domestic travel of WMU faculty, and compensation (costs associated with pay and benefits, as well as any per diem expenses) for WMU faculty, as determined by WMU and GUFE policies. WMU faculty will use AAA to arrange their travel.

(1) Compensation by GUFE to WMU will be reviewed annually and adjusted as needed by mutual agreement.

(2) It will be WMU’s responsibility to compensate the WMU faculty members for pay and benefits according to WMU policies and procedures.

6. Admitted GUFE students may be eligible for a scholarship funded by GUFE’s program funds to cover some costs for their term of undergraduate study at GUFE, but there is no promise that admitted GUFE students will receive such a scholarship. Eligibility requirements for this scholarship will be determined by GUFE, and any awards will be contingent upon their academic performance and the amount of funding available during that academic year.

7. Admitted GUFE students who have also been admitted as WMU students under this Program may be eligible for a scholarship through the Diether H. Haenicke Scholarship for
International Students to cover some costs for their term of undergraduate study at WMU, but there is no promise that they will receive such a scholarship. Eligibility requirements for this scholarship will be determined by WMU, and any awards will be contingent upon their cGPA at the time of admission and the amount of funding available during that academic year. Criteria for renewal will be determined by WMU each year. Current criteria include maintenance of a 2.0 cGPA, full-time enrollment of 12 credits each semester, completion of 24 credits per academic year, and remaining a non-Michigan resident.

8. Specific details regarding amounts owed by and any other specific obligations of each party will be set forth in an annual addendum to this agreement and signed by authorized representatives.

VII. Program Management
1. Both parties shall jointly establish a Management Committee for the Cooperative BBA program in eBusiness Marketing between Guizhou University of Finance & Economics and Western Michigan University.

2. The Management Committee shall consist of seven members, with four members coming from GUGE and three from WMU. The representative of GUGE shall be the chair while the representative of WMU shall be the vice chair. The representatives may send a delegate in their place if they are unable to attend any meeting of the Management Committee.

3. The Management Committee shall undertake responsibilities for program management, which include but are not limited to major issues, such as formulating and modifying the program management articles, rules and bylaws; formulating development plans, examining and approving work plans; approving the budget and the final accounts and making decisions on the termination of the program.

VIII. Dispute Settlement and Termination
1. Any disputes arising from the implementation of the agreement shall be settled through friendly consultations between both parties, except as otherwise provided for in this agreement.

2. The agreement shall be terminated before the expiration in the following cases, except any unpaid obligation to pay funds to the other shall remain after the expiration of this agreement until paid:
   1) Any party in breach of any of the articles in this agreement fails to make compensation within thirty days at the other party's request;
   2) Any party cannot perform its own duties for sixty consecutive days because of force majeure;
   3) Under the influence of force majeure like student or faculty recruitment difficulties or changes in the international situation, any party who wants to terminate the agreement shall give notice to the designated legal contact of the other party in writing at least 6 months in advance for the purpose of protecting the rights and interests of the students at school. If both parties agree, this agreement shall be terminated six months after the other party receives the
notice. In accordance with the spirit of the agreement, both parties are obliged to complete the training tasks for the enrolled students;

4) Any party cannot implement the agreement and perform its own duties because of the changes of policies and regulations of government or public management organizations, and in such case, both parties agree to terminate the agreement;

5) Any disputes regarding Program Management as described in Section VII, or other disputes per Section VIII, cannot be resolved within 60 days;

6) Both parties agree to terminate the agreement in writing.

3. If the agreement is terminated before its expiration, both parties shall make proper arrangements to ensure its obligations to pay any funds owed to the other party are paid, and that students at school can smoothly complete their program. Students who meet the graduation requirements shall be granted undergraduate graduation certificate and those who meet the degree-granting conditions shall be granted the corresponding Bachelor’s degree. This article is still effective after the termination of the agreement.

4. The termination of agreement shall be made without prejudice to the accrued rights and interests of either party upon termination.

IX. Approval for use of University Name/Logo
1. GUFÉ acknowledges that the name of ‘Western Michigan University’ and all symbols and logos identified with WMU are property of, and belong solely to, WMU. GUFÉ agrees that it shall submit all advertising relating to WMU or the Program for WMU’s approval prior to releasing it to the media or prospective students.

2. WMU acknowledges that the name of ‘Guizhou University of Finance and Economics’ and all symbols and logos identified with GUFÉ are property of, and belong solely to, GUFÉ. WMU agrees that it shall submit all advertising relating to GUFÉ or the Program for GUFÉ’s approval prior to releasing it to the media or prospective students.

3. GUFÉ also agrees that it shall not use the name, membership mark, or any other mark or logo of the Higher Learning Commission in any of its publicizing or marketing activities.

X. Commencement of the Agreement
1. This agreement is drawn up in both the Chinese and the English languages in quadruplicate. GUFÉ and WMU shall hold two copies respectively and both Chinese and English versions have equal legal effect.

2. The agreement shall come into effect from the date of approval by approving authorities after being signed by the legal representatives of both parties.

XI. Others
1. Export Control Laws
Both parties agree to fully comply with its own country’s export control laws that may be applicable to the exchange and transmission of any data, equipment, information, technology or
personnel in the pursuit of the aims outlined above.

2. Payment of Taxes and Compliance with Applicable Law
GUF E shall assume all necessary payments of Chinese taxes, fees or charges payable to the Chinese government or to any other statutory authority in the P.R. China arising from this agreement or connected with this program, including any and all payroll taxes if any are owed by WMU faculty and staff providing services for GUF E. The parties are aware of no Chinese or non-U.S.A. tax liability for WMU under this Agreement. GUF E shall comply with reasonable requests of WMU and pay for any other costs required by a legal governmental entity or authority in the P.R. China if WMU determines they are mandated due to this program or this Agreement.

WMU shall assume all necessary payments of U.S. taxes, fees or charges payable to the U.S. government or to any other statutory authority in the U.S. arising from this agreement or connected with this program, including any and all payroll taxes for WMU faculty members and staff. The parties are aware of no U.S. or non-Chinese tax liability for GUF E under this Agreement. WMU shall comply with reasonable requests of GUF E and pay for any other costs required by a legal governmental entity or authority in the U.S. if GUF E determines they are mandated due to this program or this Agreement.

3. Authority to Contract
Neither party has authority to enter into contracts or agreements on behalf of the other party.

4. No Assignment
Neither party may assign its rights or obligations under this Agreement to any other person or company without prior written approval of the other party.

5. Amendments to be in Writing
This agreement may be supplemented, amended or revised only in writing by agreement of both parties.

6. Enforceability
If any term or provision of this agreement or the application of any term or provision of this agreement to any person or circumstances shall, to any extent, be invalid or unenforceable, the remainder of this agreement, or the application of such term or provision to persons whose circumstances are other than those to which it is held invalid or unenforceable, shall not be affected thereby.

7. No Waiver of Rights
Any waiver by either party of any breach of any term or condition of this agreement shall not be deemed to be a waiver of any right and remedies resulting from that breach, nor shall such waiver constitute a waiver of any other term or condition of this agreement.

8. Entire Agreement
This and all addendums and signed amendments constitute the entire Agreement of the
parties and no other representations, promises, or agreements, oral or otherwise, shall be of any force or effect, unless both parties agree in writing otherwise subsequent to the date of this Agreement. Any representation or statement to be relied upon as a contractual obligation must be in writing and signed by respective authorized representatives of GUFE and WMU.

9. Authority to Sign Agreement and Bind Parties

The parties signing this agreement warrant that they have the authority to bind and to sign agreements on behalf of their respective parties and to enter into this agreement. Each party shall provide written documentation of this authority upon request by the other party. If a person who signs this agreement does not have the authority to bind the respective party at the time of signing, the other party shall have the option to declare this agreement null and void.

Signed by
Guizhou University of Finance and Economics

[Signature]
Chen Houyi
President
Date: 2014.9.24

Signed by
Western Michigan University

[Signature]
John M. Dunn
President
Date: 9/24/2014
COMPENSATION ADDENDUM

GUFÉ agrees to pay WMU-HCoB US$12,000 for each section of courses taught by WMU faculty while at GUFÉ (see attached Proposal for Teaching Schedule); however, if a faculty member teaches two sections while at GUFÉ, WMU would be paid US$11,000 for the second section. Each section will have up to 50 students. If the program requires more sections or larger sections, WMU-HCoB and GUFÉ will negotiate pay for any additional teaching. The amount paid for each section includes WMU faculty stipend and benefits, per diem living expenses, and all travel expenses to and from China. In addition, GUFÉ will provide suitable housing for WMU faculty while teaching at GUFÉ, as well as necessary transportation to and from the teaching facilities, and breakfast and lunch on work days.

GUFÉ agrees to pay WMU-HCoB according to the number of sections scheduled for each summer based on program demand; payment will occur within 30 days after each section is taught.
Agreement

between

Guizhou University of Finance and Economics (GUFE, China)

and

Western Michigan University (WMU, US)

on

Cooperative BBA Program in Accountancy

September, 2014
The cooperation agreement on cooperative Bachelor of Business Administration (BBA) program in Accountancy is reached between Guizhou University of Finance & Economics (GUFE, China) and Western Michigan University (WMU, US) on the basis of equal consultations and the principles of mutual complementation and resource-sharing for the purpose of training international application-oriented talents, strengthening the exchanges of culture, science and technology between China and the US, promoting the development of the educational cause and economy of two countries and enhancing the academic communication between two universities.

I. The Two Parties

Party A: Guizhou University of Finance and Economics (GUFE)
Address: Huaxi University Town, Guiyang, Guizhou Province, China

Party B: Western Michigan University (WMU)
Address: Kalamazoo, MI 49008-5200, USA

II. Purpose and Objective
This program is designed to provide a challenging educational environment that equips students with a global perspective, English proficiency, and the knowledge and skills required for a range of careers in accounting.

III. Scope and Content of the Cooperative Program
1. Name of the cooperative program: Cooperative BBA program in Accountancy between Guizhou University of Finance & Economics (GUFE, China) and Western Michigan University (WMU, US)
   Location: GUFE and WMU
   Teaching Language: Chinese and English
   Students who meet the graduation requirements and degree-granting conditions shall be granted the undergraduate diploma and the Bachelor’s Degree of Management of GUFE and the Bachelor of Business Administration of WMU. The certificates of academic qualifications and academic degrees shall be identical with those issued in their own country.

2. Length of schooling is planned for four academic years, full-time
   Students shall study at GUFE for the first three years and study at WMU in the fourth year.
   Based on a thorough evaluation of the teaching system of both parties, the credits shall be transferred and recognized by both parties to ensure the smoothness of the bridging program between the two universities. The first three years’ courses are taught at GUFE. Students who complete the first three years’ courses, meet the English proficiency and academic requirements of WMU, and fulfill the requirements for recommendation of GUFE, shall have the qualifications for the fourth year study at WMU.
   Nominated GUFE students are required to have a cumulative grade point average (cGPA) acceptable to WMU, which at the effective date of this Agreement is equivalent to 2.0 on a 4.0 scale and a minimal TOEFL score acceptable to WMU, which at the effective date of this Agreement is 550 pBT or a minimum of 80 on the iBT.
   At WMU’s sole discretion, GUFE students with a lower TOEFL score may be eligible for
either

(1) WMU university enrollment to include successful completion of one 5 credit-hour English course in the first term of enrollment; or

(2) enrollment into the WMU ESL program through their Center for English Language and Culture for International Students (CELCIS) until they receive the required level of English proficiency required for academic enrollment.

3. Number of enrollment and admissions criteria

The number of enrolled students in the program is planned to be 150 per year, and the largest number of students at school shall be 600. The enrollment shall be incorporated into the national enrollment plan for regular institutes of higher education. Admission shall be made among Tier Two universities in National College Entrance Examination and provincial cut-off scores for entry to Tier Two universities shall apply. Priority shall be given to candidates who are best qualified.

4. Program specifications

GUFE and WMU shall jointly develop program specifications for this program.

5. Cooperation term

Unless this agreement is terminated earlier, this program shall enroll students annually for five years, and it shall last for nine years considering the four years needed by the students of the fifth enrollment to complete the whole program.

6. Faculty and staff training and exchange

GUFE and WMU shall establish a program that places and supports selected faculty and staff members from each institution annually for visiting, and/or research or teaching at the other institution. The visiting faculty and staff members shall observe lectures, meet with faculty and students, participate in seminars and conferences, and visit facilities and personnel.

IV. GUFE’s Responsibilities

1. GUFE shall obtain all permits required for cooperation with WMU in launching the cooperative BBA program in Accountancy under the laws and regulations of China.

2. After the program is approved, GUFE shall make the annual plan of enrollment, enroll new students of the program and manage students’ academic affairs.

3. GUFE shall provide educational facilities, including classrooms, computer laboratories, libraries, stadium and gymnasium, offices, and other necessary teaching facilities.

4. GUFE shall be responsible for the items in the program structure that shall be delivered by GUFE faculty, including courses, syllabus, teaching materials, teacher employment, teaching and assessment.

5. GUFE shall appoint GUFE faculty members to assist in teaching the GUFE courses that shall be delivered by WMU faculty at GUFE.
6. GUFÉ will provide suitable living facilities, copying of necessary course materials, suitable technology support, and a library reader card to WMU faculty teaching at GUFÉ.

7. GUFÉ shall undertake daily administrative work and academic management of the program, and ensure quality of teaching by GUFÉ faculty members.

8. Provided that GUFÉ receives acceptable permission from students to release their GUFÉ educational records, including transcripts, to WMU, GUFÉ shall provide WMU with their educational records, including transcripts, on completion of the first three years at GUFÉ.

9. GUFÉ shall collect tuition and related fees in China from students. Any student who does not pay all tuition, costs, and other fees owed to GUFÉ shall be subject to the consequences, including but not limited to withholding of transcripts and not being allowed to register for classes. It is acknowledged and agreed by both parties that this, and other acts or omissions of the students, could result in failure for the students to complete their degree at GUFÉ and WMU at all, or within the four year time period.

10. GUFÉ shall grant undergraduate diplomas to students who meet the graduation requirements of GUFÉ and Bachelor degree of Management to students who meet the degree-granting conditions of GUFÉ.

11. GUFÉ shall assist the faculty and staff of WMU to obtain entry visas to China by providing a letter of invitation to obtain an L-Visa or F-Visa.

12. GUFÉ shall provide to selected WMU visiting faculty and staff members access to agreed-upon courses and facilities at no cost or at reduced cost, as long as there is no violation of Chinese governmental policies.

13. GUFÉ shall advise and obtain written acknowledgement and agreement from all students in the program that students themselves are responsible for all tuition, fees, living costs, and other expenses and that if they are academically dismissed or become subject to the criminal court process in China or the U.S, due to their conduct, they agree to accept all consequences, including financial consequences, of being dismissed from the program, and bearing the expenses of defense and leaving the U.S. during their time at WMU. GUFÉ shall provide WMU with copies of the written acknowledgement and consent forms.

V. WMU’s Responsibilities
1. WMU shall obtain applicable permits for cooperation with GUFÉ, if any are required, in launching the cooperative BBA in Accountancy program under the laws and regulations of the US.

2. WMU agrees to introduce modern educational ideology and academic management methods, and participate in student enrollment, program promotion and program management.
3. WMU shall be responsible for the items in the program structure that shall be delivered by WMU faculty at WMU’s main campus, including courses, syllabi, sample teaching materials, teacher employment, teaching and assessment.

4. WMU shall dispatch qualified WMU faculty to teach courses in the program structure that will be delivered at GUFÉ by WMU faculty. It is agreed that WMU faculty will teach these GUFÉ courses on GUFÉ’s campus. WMU shall provide syllabi and sample textbooks and prepare course and assessment materials for these courses.

5. WMU shall issue letters of admission to qualified students.

6. Provided that GUFÉ students meet all academic, financial, conduct, and admission requirements of WMU, and to the extent permitted by U.S. law, WMU shall issue a Certificate of Eligibility for Nonimmigrant (F-1) Student Status to each such student so that the student may apply for an F-1 visa. It is understood that nothing in this Agreement shall be interpreted to guarantee issuance of Certificates of Eligibility or visas, as there may be certain factors or U.S. federal requirements that would prohibit WMU from issuing a Certificate of Eligibility with which to apply for a visa.

7. WMU shall provide necessary courses for students to complete their fourth year in a timely and convenient manner so that students can complete the agreed-upon program.

8. Provided that WMU receives acceptable permission from the students to release their WMU educational records, including transcripts, to GUFÉ, WMU shall provide GUFÉ with their educational records, including transcripts, on completion of the fourth year at WMU.

9. WMU shall collect tuition and related fees from students in the US. Any student who does not pay all tuition, costs, and other fees owed to WMU shall be subject to the consequences, including but not limited to withholding of transcripts and not being allowed to register for classes. It is acknowledged and agreed by both parties that this, and other acts or omissions of the students, could result in failure for the students to complete their degree from WMU at all, or within the one year time period.

10. WMU shall grant Bachelor of Business Administration in Accountancy to students who meet the degree-granting conditions of WMU.

11. WMU shall assist the faculty and staff of GUFÉ to obtain entry visas to the US by providing a letter of invitation to obtain a B-1 or J-1 Visa.

12. WMU shall provide to selected GUFÉ visiting faculty and staff members access to agreed-upon courses and facilities at no cost or at reduced cost, as long as there is no violation of US governmental or WMU policies.

13. WMU shall advise and obtain written acknowledgement and agreement from all students in the program that students themselves are responsible for all tuition, fees, living costs,
and other expenses and that if they are academically dismissed or become subject to the
criminal court process in China or the U.S, due to their conduct, they agree to accept all
consequences, including financial consequences, of being dismissed from the program, and
bearing the expenses of defense and leaving the U.S. during their time at WMU. WMU shall
provide GUFU with copies of the written acknowledgement and consent forms.

VI. Financial Management

1. A special account for the program shall be set up in the financial account of GUFU.
GUFU shall manage and control program funds independently for the first three years, but
GUFU shall provide all non-educational records and information requested by WMU regarding
any costs pertaining to WMU, WMU's faculty, and costs WMU has incurred. WMU shall
manage and control program funds for the fourth year independently, but WMU shall provide
all non-educational records and information requested by GUFU related to costs pertaining to
GUFU, its faculty, and costs GUFU has incurred.

2. Both parties' contributions to the program shall be compensated by collecting tuition of
the program as the cost of education, or as otherwise specified in this agreement.

3. The standards of tuition and fees shall be based on cost estimating principles and
implemented after approval.

4. GUFU shall fund through its program funds the costs of tuition, if any, international and
domestic travel and subsistence for GUFU visiting faculty and staff members at WMU in
accordance to its own policies.

5. GUFU will compensate WMU for any WMU faculty who teaches as a guest at GUFU,
including international and domestic travel of WMU faculty, and compensation (costs
associated with pay and benefits, as well as any per diem expenses) for WMU faculty, as
determined by WMU and GUFU policies. WMU faculty will use AAA to arrange their travel.

(1) Compensation by GUFU to WMU will be reviewed annually and adjusted as needed by
mutual agreement.

(2) It will be WMU's responsibility to compensate the WMU faculty members for pay and
benefits according to WMU policies and procedures.

6. Admitted GUFU students may be eligible for a scholarship funded by GUFU's program
funds to cover some costs for their term of undergraduate study at GUFU, but there is no
promise that admitted GUFU students will receive such a scholarship. Eligibility requirements
for this scholarship will be determined by GUFU, and any awards will be contingent upon their
academic performance and the amount of funding available during that academic year.

7. Admitted GUFU students who have also been admitted as WMU students under this
Program may be eligible for a scholarship through the Diether H. Haenicke Scholarship for
International Students to cover some costs for their term of undergraduate study at WMU, but
there is no promise that they will receive such a scholarship. Eligibility requirements for this scholarship will be determined by WMU, and any awards will be contingent upon their cGPA at the time of admission and the amount of funding available during that academic year. Criteria for renewal will be determined by WMU each year. Current criteria include maintenance of a 2.0 cGPA, full-time enrollment of 12 credits each semester, completion of 24 credits per academic year, and remaining a non-Michigan resident.

8. Specific details regarding amounts owed by and any other specific obligations of each party will be set forth in an annual addendum to this agreement and signed by authorized representatives.

VII. Program Management

1. Both parties shall jointly establish a Management Committee for the Cooperative BBA program in Accountancy between Guizhou University of Finance & Economics and Western Michigan University.

2. The Management Committee shall consist of seven members, with four members coming from GUFE and three from WMU. The representative of GUFE shall be the chair while the representative of WMU shall be the vice chair. The representatives may send a delegate in their place if they are unable to attend any meeting of the Management Committee.

3. The Management Committee shall undertake responsibilities for program management, which include but are not limited to major issues, such as formulating and modifying the program management articles, rules and bylaws; formulating development plans, examining and approving work plans; approving the budget and the final accounts and making decisions on the termination of the program.

VIII. Dispute Settlement and Termination

1. Any disputes arising from the implementation of the agreement shall be settled through friendly consultations between both parties, except as otherwise provided for in this agreement.

2. The agreement shall be terminated before the expiration in the following cases, except any unpaid obligation to pay funds to the other shall remain after the expiration of this agreement until paid:
   1) Any party in breach of any of the articles in this agreement fails to make compensation within thirty days at the other party’s request;
   2) Any party cannot perform its own duties for sixty consecutive days because of force majeure;
   3) Under the influence of force majeure like student or faculty recruitment difficulties or changes in the international situation, any party who wants to terminate the agreement shall give notice to the designated legal contact of the other party in writing at least 6 months in advance for the purpose of protecting the rights and interests of the students at school. If both parties agree, this agreement shall be terminated six months after the other party receives the notice. In accordance with the spirit of the agreement, both parties are obliged to complete the
training tasks for the enrolled students;

4) Any party cannot implement the agreement and perform its own duties because of the changes of policies and regulations of government or public management organizations, and in such case, both parties agree to terminate the agreement;

5) Any disputes regarding Program Management as described in Section VII, or other disputes per Section VIII, cannot be resolved within 60 days;

6) Both parties agree to terminate the agreement in writing.

3. If the agreement is terminated before its expiration, both parties shall make proper arrangements to ensure its obligations to pay any funds owed to the other party are paid, and that students at school can smoothly complete their program. Students who meet the graduation requirements shall be granted undergraduate graduation certificate and those who meet the degree-granting conditions shall be granted the corresponding Bachelor’s degree. This article is still effective after the termination of the agreement.

4. The termination of agreement shall be made without prejudice to the accrued rights and interests of either party upon termination.

IX. Approval for use of University Name/Logo

1. GUFE acknowledges that the name of ‘Western Michigan University’ and all symbols and logos identified with WMU are property of, and belong solely to, WMU. GUFE agrees that it shall submit all advertising relating to WMU or the Program for WMU’s approval prior to releasing it to the media or prospective students.

2. WMU acknowledges that the name of ‘Guizhou University of Finance and Economics’ and all symbols and logos identified with GUFE are property of, and belong solely to, GUFE. WMU agrees that it shall submit all advertising relating to GUFE or the Program for GUFE’s approval prior to releasing it to the media or prospective students.

3. GUFE also agrees that it shall not use the name, membership mark, or any other mark or logo of the Higher Learning Commission in any of its publicizing or marketing activities.

X. Commencement of the Agreement

1. This agreement is drawn up in both the Chinese and the English languages in quadruplicate. GUFE and WMU shall hold two copies respectively and both Chinese and English versions have equal legal effect.

2. The agreement shall come into effect from the date of approval by approving authorities after being signed by the legal representatives of both parties.

XI. Others

1. Export Control Laws

Both parties agree to fully comply with its own country’s export control laws that may be applicable to the exchange and transmission of any data, equipment, information, technology or personnel in the pursuit of the aims outlined above.
2. Payment of Taxes and Compliance with Applicable Law

GUFE shall assume all necessary payments of Chinese taxes, fees or charges payable to the Chinese government or to any other statutory authority in the P.R. China arising from this agreement or connected with this program, including any and all payroll taxes if any are owed by WMU faculty and staff providing services for GUFE. The parties are aware of no Chinese or non-U.S.A. tax liability for WMU under this Agreement. GUFE shall comply with reasonable requests of WMU and pay for any other costs required by a legal governmental entity or authority in the P.R. China if WMU determines they are mandated due to this program or this Agreement.

WMU shall assume all necessary payments of U.S. taxes, fees or charges payable to the U.S. government or to any other statutory authority in the U.S. arising from this agreement or connected with this program, including any and all payroll taxes for WMU faculty members and staff. The parties are aware of no U.S. or non-Chinese tax liability for GUFE under this Agreement. WMU shall comply with reasonable requests of GUFE and pay for any other costs required by a legal governmental entity or authority in the U.S. if GUFE determines they are mandated due to this program or this Agreement.

3. Authority to Contract

Neither party has authority to enter into contracts or agreements on behalf of the other party.

4. No Assignment

Neither party may assign its rights or obligations under this Agreement to any other person or company without prior written approval of the other party.

5. Amendments to be in Writing

This agreement may be supplemented, amended or revised only in writing by agreement of both parties.

6. Enforceability

If any term or provision of this agreement or the application of any term or provision of this agreement to any person or circumstances shall, to any extent, be invalid or unenforceable, the remainder of this agreement, or the application of such term or provision to persons whose circumstances are other than those to which it is held invalid or unenforceable, shall not be affected thereby.

7. No Waiver of Rights

Any waiver by either party of any breach of any term or condition of this agreement shall not be deemed to be a waiver of any right and remedies resulting from that breach, nor shall such waiver constitute a waiver of any other term or condition of this agreement.

8. Entire Agreement

This and all addendums and signed amendments constitute the entire Agreement of the parties and no other representations, promises, or agreements, oral or otherwise, shall be of any
force or effect, unless both parties agree in writing otherwise subsequent to the date of this Agreement. Any representation or statement to be relied upon as a contractual obligation must be in writing and signed by respective authorized representatives of GUFE and WMU.

9. Authority to Sign Agreement and Bind Parties
The parties signing this agreement warrant that they have the authority to bind and to sign agreements on behalf of their respective parties and to enter into this agreement. Each party shall provide written documentation of this authority upon request by the other party. If a person who signs this agreement does not have the authority to bind the respective party at the time of signing, the other party shall have the option to declare this agreement null and void.

Signed by
Guizhou University of Finance and Economics
Chen Houyi
President
Date: 2014.9.24

Signed by
Western Michigan University
John M. Dunn
President
Date: 9/24/2014
COMPENSATION ADDENDUM

GUFЕ agrees to pay WMU-HCoB US$12,000 for each section of courses taught by WMU faculty while at GUFЕ (see attached Proposal for Teaching Schedule) ; however, if a faculty member teaches two sections while at GUFЕ, WMU would be paid US$11,000 for the second section. Each section will have up to 50 students. If the program requires more sections or larger sections, WMU-HCoB and GUFЕ will negotiate pay for any additional teaching. The amount paid for each section includes WMU faculty stipend and benefits, per diem living expenses, and all travel expenses to and from China. In addition, GUFЕ will provide suitable housing for WMU faculty while teaching at GUFЕ, as well as necessary transportation to and from the teaching facilities, and breakfast and lunch on work days.

GUFЕ agrees to pay WMU-HCoB according to the number of sections scheduled for each summer based on program demand; payment will occur within 30 days after each section is taught.
Agreement

between

Guizhou University of Finance and Economics (GUFE, China)

and

Western Michigan University (WMU, US)

on

Cooperative BBA Program in Accountancy

November, 2014
The cooperation agreement on cooperative Bachelor of Business Administration (BBA) program in Accountancy is reached between Guizhou University of Finance & Economics (GUFE, China) and Western Michigan University (WMU, US) on the basis of equal consultations and the principles of mutual complementation and resource-sharing for the purpose of training international application-oriented talents, strengthening the exchanges of culture, science and technology between China and the US, promoting the development of the educational cause and economy of two countries and enhancing the academic communication between two universities.

I. The Two Parties

Party A: Guizhou University of Finance and Economics (GUFE)
Address: Huaxi University Town, Guiyang, Guizhou Province, China

Party B: Western Michigan University (WMU)
Address: Kalamazoo, MI 49008-5200, USA

II. Purpose and Objective

GUFE shall introduce from WMU courses and core courses which account for more than one third of the total courses and core courses of the Program. Both parties shall jointly work on curriculum design and program specifications, jointly undertake teaching, and share each other’s quality educational resources for the Program.

This program is designed to provide a challenging educational environment that equips students with a global perspective, English proficiency, and the knowledge and skills required for a range of careers in accounting.

III. Scope and Content of the Cooperative Program

1. Name of the cooperative program: Cooperative BBA program in Accountancy between Guizhou University of Finance & Economics (GUFE, China) and Western Michigan University (WMU, US)
   Location: GUFE and WMU
   Teaching Language: Chinese and English
   Students who meet the graduation requirements and degree-granting conditions shall be granted the undergraduate diploma and the Bachelor’s Degree of Management of GUFE and the Bachelor of Business Administration of WMU. The certificates of academic qualifications and academic degrees shall be identical with those issued in their own country.

2. Number of enrollment and admissions criteria
   The number of enrolled students in the program is planned to be 150 per year, and the largest number of students at school shall be 600. The enrollment shall be incorporated into the national enrollment plan for regular institutes of higher education. Admission shall be made among Tier Two universities in National College Entrance Examination and provincial cut-off scores for entry to Tier Two universities shall apply. Priority shall be given to candidates who are best qualified.

3. Teaching and faculty
WMU shall make available to GUFE the whole curriculum of the Program. GUFE cannot delete or remove any of the courses, but may add courses according to the requirements of the Chinese government.

Courses in the Program shall be jointly undertaken by GUFE and WMU. Both parties shall appoint qualified faculty to undertake its share of teaching. General education courses, except for English language courses, will normally be delivered by GUFE faculty in Chinese or on a bilingual basis. Specialized education courses will normally be delivered by WMU faculty in English using WMU course resources.

Textbooks for specialized education courses shall be introduced from WMU or approved by both parties.

4. Length of schooling is planned for four academic years, full-time

The first three years’ courses are taught at GUFE. Students who complete the first three years’ courses, meet the English proficiency and academic requirements of WMU, and fulfill the requirements for recommendation of GUFE, shall have the qualifications for the fourth year study at WMU.

Nominated GUFE students are required to have a cumulative grade point average (cGPA) acceptable to WMU, which at the effective date of this Agreement is equivalent to 2.0 on a 4.0 scale and a minimal TOEFL score acceptable to WMU, which at the effective date of this Agreement is 550 pBT or a minimum of 80 on the iBT.

At WMU’s sole discretion, GUFE students with a lower TOEFL score may be eligible for either

(1) WMU university enrollment to include successful completion of one 5 credit-hour English course in the first term of enrollment; or

(2) enrollment into the WMU ESL program through their Center for English Language and Culture for International Students (CELCIS) until they receive the required level of English proficiency required for academic enrollment.

5. Cooperation term

Unless this agreement is terminated earlier, this program shall enroll students annually for five years, and it shall last for nine years considering the four years needed by the students of the fifth enrollment to complete the whole program.

6. Faculty and staff training and exchange

GUFE and WMU shall establish a program that places and supports selected faculty and staff members from each institution annually for visiting, and/or research or teaching at the other institution. The visiting faculty and staff members shall observe lectures, meet with faculty and students, participate in seminars and conferences, and visit facilities and personnel.

IV. GUFE's Responsibilities

1. GUFE shall obtain all permits required for cooperation with WMU in launching the cooperative BBA program in Accountancy under the laws and regulations of China.

2. After the program is approved, GUFE shall make the annual plan of enrollment, enroll new students of the program and manage students’ academic affairs.
3. GUFE shall provide educational facilities, including classrooms, computer laboratories, libraries, stadium and gymnasium, offices, and other necessary teaching facilities.

4. GUFE shall be responsible for the items in the program structure that shall be delivered by GUFE faculty, including courses, syllabus, teaching materials, teacher employment, teaching and assessment.

5. GUFE shall appoint GUFE faculty members to assist in teaching the GUFE courses that shall be delivered by WMU faculty at GUFE.

6. GUFE will provide suitable living facilities, copying of necessary course materials, suitable technology support, and a library reader card to WMU faculty teaching at GUFE.

7. GUFE shall undertake daily administrative work and academic management of the program, and ensure quality of teaching by GUFE faculty members.

8. Provided that GUFE receives acceptable permission from students to release their GUFE educational records, including transcripts, to WMU, GUFE shall provide WMU with their educational records, including transcripts, on completion of the first three years at GUFE.

9. GUFE shall collect tuition and related fees in China from students. Any student who does not pay all tuition, costs, and other fees owed to GUFE shall be subject to the consequences, including but not limited to withholding of transcripts and not being allowed to register for classes. It is acknowledged and agreed by both parties that this, and other acts or omissions of the students, could result in failure for the students to complete their degree at GUFE and WMU at all, or within the four year time period.

10. GUFE shall grant undergraduate diplomas to students who meet the graduation requirements of GUFE and Bachelor degree of Management to students who meet the degree-granting conditions of GUFE.

11. GUFE shall assist the faculty and staff of WMU to obtain entry visas to China by providing a letter of invitation to obtain an L-Visa or F-Visa.

12. GUFE shall provide to selected WMU visiting faculty and staff members access to agreed-upon courses and facilities at no cost or at reduced cost, as long as there is no violation of Chinese governmental policies.

13. GUFE shall advise and obtain written acknowledgement and agreement from all students in the program that students themselves are responsible for all tuition, fees, living costs, and other expenses and that if they are academically dismissed or become subject to the criminal court process in China or the U.S, due to their conduct, they agree to accept all consequences, including financial consequences, of being dismissed from the program, and bearing the expenses of defense and leaving the U.S. during their time at WMU. GUFE shall
provide WMU with copies of the written acknowledgement and consent forms.

V. WMU’s Responsibilities

1. WMU shall obtain applicable permits for cooperation with GUFE, if any are required, in launching the cooperative BBA in Accountancy program under the laws and regulations of the US.

2. WMU agrees to introduce modern educational ideology and academic management methods, and participate in student enrollment, program promotion and program management.

3. WMU shall be responsible for the items in the program structure that shall be delivered by WMU faculty at WMU’s main campus, including courses, syllabi, sample teaching materials, teacher employment, teaching and assessment.

4. WMU shall dispatch qualified WMU faculty to teach courses in the program structure that will be delivered at GUFE by WMU faculty. It is agreed that WMU faculty will teach these GUFE courses on GUFE’s campus. WMU shall provide syllabi and sample textbooks and prepare course and assessment materials for these courses.

5. WMU shall issue letters of admission to qualified students.

6. Provided that GUFE students meet all academic, financial, conduct, and admission requirements of WMU, and to the extent permitted by U.S. law, WMU shall issue a Certificate of Eligibility for Nonimmigrant (F-1) Student Status to each such student so that the student may apply for an F-1 visa. It is understood that nothing in this Agreement shall be interpreted to guarantee issuance of Certificates of Eligibility or visas, as there may be certain factors or U.S. federal requirements that would prohibit WMU from issuing a Certificate of Eligibility with which to apply for a visa.

7. WMU shall provide necessary courses for students to complete their fourth year in a timely and convenient manner so that students can complete the agreed-upon program.

8. Provided that WMU receives acceptable permission from the students to release their WMU educational records, including transcripts, to GUFE, WMU shall provide GUFE with their educational records, including transcripts, on completion of the fourth year at WMU.

9. WMU shall collect tuition and related fees from students in the US. Any student who does not pay all tuition, costs, and other fees owed to WMU shall be subject to the consequences, including but not limited to withholding of transcripts and not being allowed to register for classes. It is acknowledged and agreed by both parties that this, and other acts or omissions of the students, could result in failure for the students to complete their degree from WMU at all, or within the one year time period.

10. WMU shall grant Bachelor of Business Administration in Accountancy to students who meet the degree-granting conditions of WMU.
11. WMU shall assist the faculty and staff of GUFE to obtain entry visas to the US by providing a letter of invitation to obtain a B-1 or J-1 Visa.

12. WMU shall provide to selected GUFE visiting faculty and staff members access to agreed-upon courses and facilities at no cost or at reduced cost, as long as there is no violation of US governmental or WMU policies.

13. WMU shall advise and obtain written acknowledgement and agreement from all students in the program that students themselves are responsible for all tuition, fees, living costs, and other expenses and that if they are academically dismissed or become subject to the criminal court process in China or the U.S, due to their conduct, they agree to accept all consequences, including financial consequences, of being dismissed from the program, and bearing the expenses of defense and leaving the U.S during their time at WMU. WMU shall provide GUFE with copies of the written acknowledgement and consent forms.

VI. Financial Management

1. GUFE shall manage financial affairs pertinent to the Program in pursuance of the law, and shall set up a special item for the Program under its financial account so as to handle the receipts and payments in a unified way.

2. Both parties’ contributions to the program shall be compensated by collecting tuition of the program as the cost of education, or as otherwise specified in this agreement.

3. The standards of tuition and fees shall be based on cost estimating principles and implemented after approval.

4. GUFE shall fund through its program funds the costs of tuition, if any, international and domestic travel and subsistence for GUFE visiting faculty and staff members at WMU in accordance to its own policies.

5. GUFE will compensate WMU for any WMU faculty who teaches as a guest at GUFE, including international and domestic travel of WMU faculty, and compensation (costs associated with pay and benefits, as well as any per diem expenses) for WMU faculty, as determined by WMU and GUFE policies. WMU faculty will use AAA to arrange their travel.

   (1) Compensation by GUFE to WMU will be reviewed annually and adjusted as needed by mutual agreement.

   (2) It will be WMU’s responsibility to compensate the WMU faculty members for pay and benefits according to WMU policies and procedures.

6. Admitted GUFE students may be eligible for a scholarship funded by GUFE’s program funds to cover some costs for their term of undergraduate study at GUFE, but there is no promise that admitted GUFE students will receive such a scholarship. Eligibility requirements
for this scholarship will be determined by GUFE, and any awards will be contingent upon their academic performance and the amount of funding available during that academic year.

7. Admitted GUFE students who have also been admitted as WMU students under this Program may be eligible for a scholarship through the Diether H. Haenicke Scholarship for International Students to cover some costs for their term of undergraduate study at WMU, but there is no promise that they will receive such a scholarship. Eligibility requirements for this scholarship will be determined by WMU, and any awards will be contingent upon their cGPA at the time of admission and the amount of funding available during that academic year. Criteria for renewal will be determined by WMU each year. Current criteria include maintenance of a 2.0 cGPA, full-time enrollment of 12 credits each semester, completion of 24 credits per academic year, and remaining a non-Michigan resident.

8. Specific details regarding amounts owed by and any other specific obligations of each party will be set forth in an annual addendum to this agreement and signed by authorized representatives.

VII. Program Management

1. Both parties shall jointly establish a Management Committee for the Cooperative BBA program in Accountancy between Guizhou University of Finance & Economics and Western Michigan University.

2. The Management Committee shall consist of seven members, with four members coming from GUFE and three from WMU. The representative of GUFE shall be the chair while the representative of WMU shall be the vice chair. The representatives may send a delegate in their place if they are unable to attend any meeting of the Management Committee.

3. The Management Committee shall undertake responsibilities for program management, which include but are not limited to major issues, such as formulating and modifying the program management articles, rules and bylaws; formulating development plans, examining and approving work plans; approving the budget and the final accounts and making decisions on the termination of the program.

VIII. Dispute Settlement and Termination

1. Any disputes arising from the implementation of the agreement shall be settled through friendly consultations between both parties, except as otherwise provided for in this agreement.

2. The agreement shall be terminated before the expiration in the following cases, except any unpaid obligation to pay funds to the other shall remain after the expiration of this agreement until paid:
   1) Any party in breach of any of the articles in this agreement fails to make compensation within thirty days at the other party’s request;
   2) Any party cannot perform its own duties for sixty consecutive days because of force majeure;
3) Under the influence of force majeure like student or faculty recruitment difficulties or changes in the international situation, any party who wants to terminate the agreement shall give notice to the designated legal contact of the other party in writing at least 6 months in advance for the purpose of protecting the rights and interests of the students at school. If both parties agree, this agreement shall be terminated six months after the other party receives the notice. In accordance with the spirit of the agreement, both parties are obliged to complete the training tasks for the enrolled students;

4) Any party cannot implement the agreement and perform its own duties because of the changes of policies and regulations of government or public management organizations, and in such case, both parties agree to terminate the agreement;

5) Any disputes regarding Program Management as described in Section VII, or other disputes per Section VIII, cannot be resolved within 60 days;

6) Both parties agree to terminate the agreement in writing.

3. If the agreement is terminated before its expiration, both parties shall make proper arrangements to ensure its obligations to pay any funds owed to the other party are paid, and that students at school can smoothly complete their program. Students who meet the graduation requirements shall be granted undergraduate graduation certificate and those who meet the degree-granting conditions shall be granted the corresponding Bachelor’s degree. This article is still effective after the termination of the agreement.

4. The termination of agreement shall be made without prejudice to the accrued rights and interests of either party upon termination.

IX. Approval for use of University Name/Logo

1. GUFE acknowledges that the name of ‘Western Michigan University’ and all symbols and logos identified with WMU are property of, and belong solely to, WMU. GUFE agrees that it shall submit all advertising relating to WMU or the Program for WMU’s approval prior to releasing it to the media or prospective students.

2. WMU acknowledges that the name of ‘Guizhou University of Finance and Economics’ and all symbols and logos identified with GUFE are property of, and belong solely to, GUFE. WMU agrees that it shall submit all advertising relating to GUFE or the Program for GUFE’s approval prior to releasing it to the media or prospective students.

3. GUFE also agrees that it shall not use the name, membership mark, or any other mark or logo of the Higher Learning Commission in any of its publicizing or marketing activities.

X. Commencement of the Agreement

1. This agreement is drawn up in both the Chinese and the English languages in quadruplicate. GUFE and WMU shall hold two copies respectively and both Chinese and English versions have equal legal effect.

2. The agreement shall come into effect from the date of approval by approving authorities after being signed by the legal representatives of both parties.
XI. Others

1. Export Control Laws
Both parties agree to fully comply with its own country’s export control laws that may be applicable to the exchange and transmission of any data, equipment, information, technology or personnel in the pursuit of the aims outlined above.

2. Payment of Taxes and Compliance with Applicable Law
GUFE shall assume all necessary payments of Chinese taxes, fees or charges payable to the Chinese government or to any other statutory authority in the P.R. China arising from this agreement or connected with this program, including any and all payroll taxes if any are owed by WMU faculty and staff providing services for GUFE. The parties are aware of no Chinese or non-U.S.A. tax liability for WMU under this Agreement. GUFE shall comply with reasonable requests of WMU and pay for any other costs required by a legal governmental entity or authority in the P.R. China if WMU determines they are mandated due to this program or this Agreement.

WMU shall assume all necessary payments of U.S. taxes, fees or charges payable to the U.S. government or to any other statutory authority in the U.S. arising from this agreement or connected with this program, including any and all payroll taxes for WMU faculty members and staff. The parties are aware of no U.S. or non-Chinese tax liability for GUFE under this Agreement. WMU shall comply with reasonable requests of GUFE and pay for any other costs required by a legal governmental entity or authority in the U.S. if GUFE determines they are mandated due to this program or this Agreement.

3. Authority to Contract
Neither party has authority to enter into contracts or agreements on behalf of the other party.

4. No Assignment
Neither party may assign its rights or obligations under this Agreement to any other person or company without prior written approval of the other party.

5. Amendments to be in Writing
This agreement may be supplemented, amended or revised only in writing by agreement of both parties.

6. Enforceability
If any term or provision of this agreement or the application of any term or provision of this agreement to any person or circumstances shall, to any extent, be invalid or unenforceable, the remainder of this agreement, or the application of such term or provision to persons whose circumstances are other than those to which it is held invalid or unenforceable, shall not be affected thereby.

7. No Waiver of Rights
Any waiver by either party of any breach of any term or condition of this agreement shall
not be deemed to be a waiver of any right and remedies resulting from that breach, nor shall such waiver constitute a waiver of any other term or condition of this agreement.

8. Entire Agreement
This and all addendums and signed amendments constitute the entire Agreement of the parties and no other representations, promises, or agreements, oral or otherwise, shall be of any force or effect, unless both parties agree in writing otherwise subsequent to the date of this Agreement. Any representation or statement to be relied upon as a contractual obligation must be in writing and signed by respective authorized representatives of GUFE and WMU.

9. Authority to Sign Agreement and Bind Parties
The parties signing this agreement warrant that they have the authority to bind and to sign agreements on behalf of their respective parties and to enter into this agreement. Each party shall provide written documentation of this authority upon request by the other party. If a person who signs this agreement does not have the authority to bind the respective party at the time of signing, the other party shall have the option to declare this agreement null and void.

Signed by
Guizhou University of Finance and Economics
Chen Houyi
President
Date: 2014.11.25

Signed by
Western Michigan University
John M. Dunn
President
Date: 11/24/2014
Addendum 1: Compensation

A special account for the program shall be set up in the financial account of GUFE. GUFE shall manage and control program funds independently for the first three years, but GUFE shall provide all non-educational records and information requested by WMU regarding any costs pertaining to WMU, WMU's faculty, and costs WMU has incurred. WMU shall manage and control program funds for the fourth year independently, but WMU shall provide all non-educational records and information requested by GUFE related to costs pertaining to GUFE, its faculty, and costs GUFE has incurred.

GUFE agrees to pay WMU-HCoB US$12,000 for each section of courses taught by WMU faculty while at GUFE (in accordance with Addendum 2, Proposal for Teaching Schedule, which terms and conditions are incorporated into the Agreement by reference). However, if a faculty member teaches two sections while at GUFE, WMU would be paid US$11,000 for the second section. Each section will have up to 50 students. If the program requires more sections or larger sections, WMU-HCoB and GUFE will negotiate pay for any additional teaching. The amount paid for each section includes WMU faculty stipend and benefits, per diem living expenses, and all travel expenses to and from China. In addition, GUFE will provide suitable housing for WMU faculty while teaching at GUFE, as well as necessary transportation to and from the teaching facilities, and breakfast and lunch on work days.

GUFE agrees to pay WMU-HCoB according to the number of sections scheduled for each summer based on program demand; payment will occur within 30 days after each section is taught. Payment will be made in US dollars transferred electronically to an account and in accordance with terms specified by WMU.
### Addendum 2: Proposed Teaching Schedule for WMU Faculty at GUFE

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>SUMMER I</th>
<th>SUMMER II</th>
<th>SUMMER II</th>
<th>SUMMER III</th>
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<td>SUMMER II June (3 weeks)</td>
<td>SUMMER III May (3 weeks)</td>
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<tr>
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<td>M-F 8-10:50am M-F 1-3:50pm</td>
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<tr>
<td>ACTY 3220*</td>
<td>Managerial Accounting - Concepts and Practices</td>
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<tr>
<td>MGMT 2500</td>
<td>Organizational Behavior</td>
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<td>M-F 8-10:50am M-F 1-3:50pm</td>
<td>M-F 8-10:50am M-F 1-3:50pm</td>
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<tr>
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<td>M-F 8-10:50am M-F 1-3:50pm</td>
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<td>M-F 8-10:50am M-F 1-3:50pm</td>
<td>M-F 8-10:50am M-F 1-3:50pm</td>
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<tr>
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<td>M-F 8-10:50am M-F 1-3:50pm</td>
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</tbody>
</table>
Courses offered at GUFE that must be taught by WMU faculty.

The above schedule represents the minimum number of sections and courses taught at GUFE by WMU faculty, as long as demand for each program is between 60-100 students (up to 50 students per section). The number of sections can be modified depending on higher or lower enrollment totals.
GENERAL AGREEMENT FOR ACADEMIC COOPERATION
BETWEEN
WESTERN MICHIGAN UNIVERSITY
AND
GUIZHOU UNIVERSITY OF FINANCE AND ECONOMICS (GUFÉ)
西密歇根大学
与
贵州财经大学
教育合作协议书

Western Michigan University (WMU), Kalamazoo, Michigan, United States of America, and Guizhou University of Finance and Economics (GUFÉ), Guiyang, Guizhou Province, China wishing to establish a formal linkage to foster international cooperation in education and research for the benefit of both institutions and the students, faculty, and people they serve, agree as follows: 为了建立正式的联系，以促进教育和科研的国际合作，从而有益于两校及其学生、教师和服务的对象，位于美国密歇根州卡拉马祖市的西密歇根大学与位于中国贵州省贵阳市的贵州财经大学达成以下协议：

When GUFÉ and WMU are collectively referred in this Agreement shall be referred as the "Parties." 本协议中贵州财经大学与西密歇根大学并称为“双方”。

WHEREAS WMU and GUFÉ wish to collaborate through different teaching and research programs in order to improve the qualifications of the teaching staff and students of both institutions; 鉴于西密歇根大学和贵州财经大学希望通过不同的教学与科研项目开展合作，以提高两校教师和学生的素质；

WHEREAS both institutions wish to develop, through this collaboration, their teaching and research resources in their fields of competence; 鉴于两校希望通过这样的合作在各自有优势的领域开发教学和科研资源；

WHEREAS it is in the general interest to encourage such a collaboration between international institutions, on a reciprocal basis; 鉴于鼓励不同国家大学之间这样的互利合作符合公共利益；
I. Objective. THE PARTIES agree that the purpose of this Agreement is to promote the development of academic collaboration, to promote scientific and cultural cooperation between its various Faculties, Colleges, Departments, Institutes and Research Centers and to foster international cooperation in education and research for the benefit of both institutions and the students, faculty, and people they serve. 目标。双方同意本协议的目的是促进教育合作的发展，促进双方不同学部、学院、系、研究所和研究中心之间的科学与文化合作，并鼓励教育和科研的国际合作，从而有益于两校及其学生、教师和服务的对象。

II. Fields of Cooperation. The area of cooperation shall include, subject to mutual consent, any activity or program at either institution as considered desirable and feasible on either side to foster and develop the cooperative relationship between the two institutions. The assistance to be provided by each of the contracting parties will include teaching, research, exchange of faculty and students, staff development, etc., as deemed beneficial by the two institutions. 合作领域。合作领域将包括一方认为合意并可行并能促进和发展两校间合作关系的一方的任何活动或项目，并以双方同意为准。每方提供的协助将包括双方认为有益的教学、科研、教师和学生交换、员工发展等。

III. It is the intent of the two institutions to cooperate, within their respective legal and institutional requirements, strategic plans and goals, and availability of resources, to explore the following: 双方有意在各自的法律和机构要求、战略规划和目标、资源的可获得性的范围内探讨下列内容：

1. The potential for joint projects, such as study abroad and transnational education programs; 合作项目的潜力，例如海外学习和跨国教育项目；
2. The exchange of faculty, staff, and/or students; 教师、员工和/或学生交换；
3. The exchange of knowledge through teaching, materials, and other venues as appropriate; 通过教学、资料和其他合适渠道开展知识交流；
4. Staging of joint seminars, conferences and academic meetings; 召开联合研讨会、会议和学术会议；
5. Collaborative academic programs which may involve cultural activities and a strong field visit component. 这些项目可能会涉及文化活动和较实地见习内容的教育项目。这些项目可以采取小组的形式，也可以采取个人独立的有指导的学习项目的形式。
6. Other potential educational developments and ideas that would mutually benefit both institutions. 其他有利于两校的潜在教育发展和想法。
IV. The terms of such collaboration and the necessary budget for each program and activity shall be mutually discussed and agreed upon in writing by both parties prior to the initiation of the particular program or activity, and such programs and activities shall be negotiated on a mutual basis. Each institution will designate a coordinator to develop and implement specific activities or programs. 在特定项目或活动开始前，双方将就这些合作的期限和每个项目和活动的预算进行共同讨论并达成书面协议，这样的项目和活动将由双方共同协商。每个学校将制定一个协调人制定和实施特定的活动或项目。

V. Before any of these activities can be implemented, it is mutually agreed that the details shall be worked out in specific activity agreements by both institutions that are acceptable to all regulatory authorities. Both parties agree to fully comply with any and all export control laws that may be applicable to the exchange and transmission of any data, equipment, technology, information, or personnel in the pursuit of the aims outlines above. 双方同意，在实施任何这些活动前，两校将在能为所有监管机构接受的具体的活动协议中明确细节。双方同意完全遵守在谋求达到上述目的中，任何和所有可能适用于任何数据、设备、技术、信息或人员的交换和传递的出口管制法律。

VI. Both institutions shall mutually explore various institutional, governmental, and private sources of funding to support the programs they contemplate. Any activity requiring resources from either university will be jointly discussed to assure that both parties agree to the financial arrangements prior to the start of that activity. 两校将共同探讨不同机构、政府和私人资金来源，以支持所考虑的项目。需要一方资源的任何活动将由双方共同讨论，以保证双方在该活动开始前同意这样的财务安排。

VII. The Use of Logos. Both institutions agree that neither institution has the right to use either’s name, logo, or marks in any way relative to any proposed program or activity without the other institution’s prior written approval. 标识的使用。两校同意，未经另一方事先书面批准，任何一方都无权以与任何提议的项目或活动相关的任何方式使用另一方的名称、标识或标记。

VIII. This is the entire agreement between the parties, and no other representations, promises or agreements, oral or otherwise, shall be in force or effect, unless both parties agree in writing otherwise subsequent to the date of this agreement. This agreement may be supplemented, amended, or revised only in writing by both parties. 本协议是双方的全部协议，除非双方在本协议的日期后以书面形式达成了其他书面协议，没有任何其他口头或其他方式的陈述、承诺或协议将会生效或有效力。本协议只能由双方以书面形式进行补充、修订或修改。
IX. This agreement is not considered to be a contract creating legal and financial relationships between the parties. Rather, it is designed to facilitate and develop a genuine and mutually beneficial exchange process/research relationship. 本协议并不是在双方之间产生法律和财务关系的合同。确切地说，本协议旨在促进和发展真实和互利的交流过程/科研关系。

X. Coordination. Each institution shall designate a person or office to serve as liaison for implementing this Agreement. For Western Michigan University, the contact person will be Cathleen Fuller, Director, International Partnerships and Degree Programs, Haenicke Institute for Global Education. For Guizhou University of Finance and Economics, the contact person will be _________________. 协调。每方将指派一个人员或机构开展实施协议的联络工作。西密歇根大学的联系人将是 Haenicke 全球教育协会的国际合作与学位项目主任 Cathleen Fuller。贵州财经大学的联系人将是 _________________.

XI. Specific Arrangements and Activities. The activities carried out in the framework of this Agreement shall be supported by specific agreements, duly signed by the Parties, to be considered as an addendum to this Agreement and shall contain: objectives, activities schedule, budget and funding source (if necessary), human resources involved, responsible for coordination, commitments on intellectual property rights (if any), confidentiality agreement (where warranted) and any agreed additional specifications. 具体安排和活动。在本协议框架内实施的活动将由双方正式签署的特定协议支持，这些特定协议将被视为本协议的附录，并包括：目标，活动时间表，预算和资金来源（如果必要），涉及的人力资源，协调负责人，知识产权的承诺（如果有），保密协议（有必要时）和任何双方同意的其他说明。

XII. Effective Date and Length of Agreement. This agreement should be reviewed every five years or earlier as the Parties deem appropriate, to evaluate progress. The agreement may be extended for additional five year periods upon the written consent of both parties. 生效日期和协议期限。本协议每五年审核一次，双方认为适当时也可提前审核，以评估进展。本协议经双方书面同意可以延期若干个五年。

XIII. Dispute Resolution. Any conflict occurring as a consequence of the interpretation, formalization, or execution of this Agreement will be solved by mutual agreement or a resolution process agreed upon by the Parties. 争端解决。双方同意用尽所有方式友好协商，而不采取诉讼方式，来解决与本协议有关的任何争议或疑问，使用争端解决的直接机制。本协议中没有规定的问题，双方将把这些问题的解决提交给合法的管辖机构。
XIII. This agreement may be terminated by either party with a minimum of 120 days written notice. Activities in progress at the time of termination of this agreement shall be permitted to conclude as planned unless otherwise agreed. 一方至少提前 120 天书面通知，可以终止本协议。协议终止时已进行的活动将被允许按计划完成，除非另有协议。

This agreement is signed in two (2) originals, one for each signing party, in Guiyang, Guizhou, China on the 31st of March 2014. 本协议一式两（2）份，每方各执一份，2014 年 3 月 31 日签署于中国贵州省贵阳市。

For Western Michigan University 代表西密歇根大学

Signed 签名: Kay M. Palan, Dean 商学院院长

Date 日期: 3-31-2014

For Guizhou University of Finance and Economics 代表贵州财经大学

Signed 签名: 陈厚义, President

Date 日期: 2014.3.31
# Application Form for Chinese-Foreign Joint Educational Institute

<table>
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<tr>
<th>Basic Facts about the Chinese-Foreign Joint Educational Institute</th>
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<td><strong>Name of Sino-Foreign Joint Educational Institute to Be Established:</strong></td>
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<td><strong>Name of Chinese Educational Institution:</strong></td>
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<tr>
<td><strong>Number of Foreign Educational Institutions:</strong></td>
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## Category of Application:
- ☐ Preparation for establishing a Chinese-foreign joint educational institute with legal person status
- ☐ Preparation completed and formal application for establishing a Chinese-foreign joint educational institute with legal person status
- ☐ Direct application for establishing a Chinese-foreign joint educational institute with legal person status
- ☐ Application for establishing a Chinese-foreign joint educational institute without legal person status

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<tr>
<th>Contact:</th>
<th>Yvonne Yuqian Zhang</th>
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<tbody>
<tr>
<td>Tel.:</td>
<td>0851-86902969, 13885168704</td>
</tr>
<tr>
<td>Fax:</td>
<td>0851-86769961</td>
</tr>
<tr>
<td>Email:</td>
<td><a href="mailto:zhangyuqian@yahoo.com">zhangyuqian@yahoo.com</a></td>
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<tr>
<td>Higher Education Diploma:</td>
</tr>
<tr>
<td>Degree:</td>
</tr>
<tr>
<td>Other academic certificates (Please specify: )</td>
</tr>
</tbody>
</table>

| Number of full-time students: 19,973; number of non-full-time students: 8,296 in 2014; |
| Number of full-time students: 20,023; number of non-full-time students: 8,021 in 2015; |
| Number of full-time students: 21,981; number of non-full-time students: 7,344 in 2016. |

<table>
<thead>
<tr>
<th>Number of Teachers</th>
<th>Senior Professional Title</th>
<th>Intermediate Professional Title</th>
<th>Junior Professional Title</th>
<th>Number of Full-time Administrative Staff</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Full-time Teachers</td>
<td>614</td>
<td>316</td>
<td>185</td>
<td>389</td>
</tr>
<tr>
<td>Part-time Teachers</td>
<td>226</td>
<td>11</td>
<td>0</td>
<td></td>
</tr>
</tbody>
</table>

### Overview of Educational Institution

The predecessor of GUFE, Guizhou College of Finance and Economics, was founded in 1958. GUFE is the only comprehensive university of finance and economics in Guizhou Province, encompassing both its mainstream disciplines of economics and management, and other discipline categories, such as law, literature, science, engineering and education. Based in Guiyang, Guizhou Province, GUFE’s 3 campuses, Hebin, Luchongguan and Huaxi campuses, have a total area of 5,106.8 mu. Among GUFE’s 1,115 full-time faculty, 166 are full professors and 448 associate professors and 360 doctoral degree holders.
Accounting was among the first programs offered at GUFE in 1958, when GUFE was and the Department of Accounting was founded, enrolling students in the same year. As a key discipline at the provincial level, GUFE’s Accounting discipline offers the only master program in Accounting in Guizhou. The Bachelor in Accounting program is a demonstrative bachelor program at the provincial level, a featured program at the national level and a pilot program at comprehensive program reforms at the national level. The Principles of Accounting course is among excellent courses at the provincial level while Accounting faculty is a team of teaching at the provincial level.

Financial Management was also among the first programs offered at GUFE, enrolling the first cohort of students in 1979. Building on the key discipline of Accounting and Business Administration the provincial level, GUFE’s Financial Management discipline has made great progress in recent years. The Bachelor in Accounting program is a demonstrative bachelor program and a featured program at the provincial level. The Financial Management course is among excellent courses at the provincial level.

The first Bachelor in Marketing program in Guizhou Province was established at GUFE on the basis of the original Bachelor in Trade and Economics program in 1999. The Bachelor in Marketing program is a featured program at the national level, and Principles of Marketing is an excellent course at the provincial level. The faculty team of Information Management and Information Systems is a faculty team at the provincial level, Management Information Systems and Introduction to e-Business are excellent courses at the provincial level, and the Bachelor in Information Management and Information Systems program and the Bachelor in E-Business program are demonstrative and featured programs at the provincial level respectively. The School of Information is equipped with a experimental teaching demonstration center at the provincial level: Comprehensive Experimental Teaching Center for Information Science.

GUFE has been actively developing partnerships with international academic institutions. GUFE has cooperated in faculty training and exchange with California State University Fullerton, Hope International University, Auckland University in the US, University of Haute-Alsace in France, Osaka University of Economics, Tokyo Keizai University in Japan, and SGP International Management Academy. It offers Chinese-foreign cooperative education programs in partnership with Edinburgh Napier University in the UK, Western Michigan University and Berkeley College in the US. GUFE has students exchange programs with University of Montana in the US, University of Rome II in Italy and Muban Chombueng Rajabhat University in Thailand. It has also established a Confucius Institute in Africa.
<table>
<thead>
<tr>
<th>Name of Institution/Program</th>
<th>Foreign Cooperator</th>
<th>Major and Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guizhou University of Finance and Economics – Edinburgh Napier University BA (Hons) Financial Services</td>
<td>Edinburgh Napier University, UK</td>
<td>BA (Hons) Financial Services</td>
</tr>
<tr>
<td>Guizhou University of Finance and Economics – Western Michigan University BBA Accountancy</td>
<td>Western Michigan University, US</td>
<td>BBA Accountancy</td>
</tr>
<tr>
<td>Guizhou University of Finance and Economics – Berkeley College AAS Accounting</td>
<td>Berkeley College, US</td>
<td>AAS Accounting</td>
</tr>
<tr>
<td>Guizhou University of Finance and Economics – Berkeley College AAS Financial Services</td>
<td>Berkeley College, US</td>
<td>AAS Financial Services</td>
</tr>
<tr>
<td>Guizhou University of Finance and Economics – Berkeley College AAS Marketing Communications</td>
<td>Berkeley College, US</td>
<td>AAS Marketing Communications</td>
</tr>
</tbody>
</table>
## II. Foreign Educational Institution

<table>
<thead>
<tr>
<th>Name</th>
<th>(English) Western Michigan University</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(Chinese translation) 西密歇根大学</td>
</tr>
<tr>
<td>Legal Representative</td>
<td>John M. Dunn</td>
</tr>
<tr>
<td>Passport Number</td>
<td>454998383</td>
</tr>
<tr>
<td>Date of Registration</td>
<td>1903</td>
</tr>
<tr>
<td>Place of Registration</td>
<td>Kalamazoo, Michigan, USA</td>
</tr>
<tr>
<td>Address</td>
<td>(in English) 1903 W. Michigan Avenue, Kalamazoo, MI 49008-5245</td>
</tr>
<tr>
<td></td>
<td>(in official language) 1903 W. Michigan Avenue, Kalamazoo, MI 49008-5245</td>
</tr>
<tr>
<td>Category</td>
<td>National</td>
</tr>
<tr>
<td></td>
<td>For-profit organization</td>
</tr>
<tr>
<td></td>
<td>Others (Please specify: )</td>
</tr>
<tr>
<td>Level</td>
<td>Tertiary Education</td>
</tr>
<tr>
<td></td>
<td>Others (Please specify: )</td>
</tr>
<tr>
<td>Certificates Conferred</td>
<td>PhD</td>
</tr>
<tr>
<td></td>
<td>Diploma: (Please specify: )</td>
</tr>
<tr>
<td></td>
<td>Other academic or professional certificates (Please specify: )</td>
</tr>
<tr>
<td>Western Michigan University and the certificates it confers have been accredited by the Higher Learning Commission of the North Central Association of Colleges and Schools since 1915.</td>
<td></td>
</tr>
<tr>
<td>Assessment and Accreditation</td>
<td>Western Michigan University has been accredited by the Higher Learning Commission of the North Central Association of Colleges and Schools since 1915; the Haworth College of Business is accredited in Business and Accounting by the AACSB International—The Association to Advance Collegiate Schools of Business; the Finance program is the first in Michigan to be recognized by the Chartered Financial Analyst Institute (CFAI) University Recognition Program.</td>
</tr>
<tr>
<td>Number of Students in the past 3 years</td>
<td>Number of full-time students: 18,940; number of non-full-time students: 5,354 in 2013;</td>
</tr>
<tr>
<td></td>
<td>Number of full-time students: 18,792; number of non-full-time students: 5,122 in 2014;</td>
</tr>
<tr>
<td></td>
<td>Number of full-time students: 18,479; number of non-full-time students: 5,077 in 2015.</td>
</tr>
<tr>
<td>Number of Teachers</td>
<td>Senior Professional Title</td>
</tr>
<tr>
<td>Full-time Teachers</td>
<td>376</td>
</tr>
<tr>
<td>Part-time Teachers</td>
<td>548</td>
</tr>
</tbody>
</table>
Western Michigan University is a national research university enrolling nearly 25,000 students from across the United States and more than 100 other countries. Founded in 1903, it is a learner-centered, discovery-driven and globally engaged public university that stands out among America's more than 5,000 higher education institutions.

The Carnegie Foundation classifies WMU as one of the nation's 207 research universities. For 25 years, U.S. News & World Report has classified WMU as one of America's best national universities. The Princeton Review includes WMU on its annual online list of Best Midwestern Colleges. The most recent Sustainable Endowments Institute green report card puts WMU in an elite cadre of some 80 institutions nationwide that are billed as "Campus Sustainability Leaders."

WMU's campuses encompass 1,289 acres and 167 buildings (including utilities structures), and feature some of the finest facilities in the Midwest. Students who enroll at WMU may choose from 254 academic programs: 148 at the bachelor's level, 74 at the master's level, one at the specialist level and 31 at the doctoral level. A majority of classes are taught by the University's 895 full-time professors, many of whom are well-known researchers and artists.

WMU’s Haworth College of Business, one of the largest schools of business in the United States, is the academic home to nearly 4,000 undergraduate students majoring in 17 specialized areas of business. An additional 500 graduate students study business administration and accountancy.

The Haworth College of Business is among an elite group of fewer than 5 percent of business schools worldwide that are accredited at both the undergraduate and graduate levels by the AACSB International—The Association to Advance Collegiate Schools of Business. It is among a select 1 percent of business schools worldwide that have additional specialized AACSB accreditation for their accountancy programs.

The Haworth College of Business has several nationally ranked and recognized majors. Besides the AACSB accounting accreditation, the WMU accountancy program (BBA in Accountancy and Master of Science in Accountancy) meets all requirements of the American Institute of CPAs and the state of Michigan licensing requirements, i.e. 150-hour requirement.

The finance major prepares our students in careers in investment banking, commercial banking, corporate finance, money management, real estate, and insurance. Our program is the first in Michigan to be recognized by the Chartered Financial Analyst Institute (CFAI) University Recognition Program.

E-business marketing is an interdisciplinary major that combines the study of marketing and information systems to prepare students for careers in fields such as e-commerce, digital marketing, mobile marketing, social media, and web and mobile application development and services.
<table>
<thead>
<tr>
<th>Name of Institution/Program</th>
<th>Chinese Cooperator</th>
<th>Major and Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guizhou University of Finance and Economics – Western Michigan University BBA Accountancy</td>
<td>Guizhou University of Finance and Economics</td>
<td>BBA Accountancy</td>
</tr>
</tbody>
</table>

WMU has more than 100 official partners of educational institutions around the world. WMU runs one of the largest and oldest transnational education programs (formerly called ‘twinning’) in the U.S. From WMU’s collaboration with Sunway University College, which began in 1987 to develop their educational programs in Kuala Lumpur, Malaysia, transnational education at the University has grown to include not only twinning programs, but international articulation programs and dual degrees. In 2006, Western Michigan University launched the first U.S.-based transnational education program in sub-Saharan Africa with Egerton University in Nakuru, Kenya. WMU undergraduate transnational education programs currently operate in Malaysia, India, Indonesia, Kenya, China, South Korea, Taiwan, Hong Kong and the Dominican Republic.
### III. Joint Educational Institute

<table>
<thead>
<tr>
<th>Name of the Proposed Institute</th>
<th>(Chinese)贵州财经大学西密歇根大学联合学院 (English translation) GUFE-WMU Joint Institute</th>
</tr>
</thead>
<tbody>
<tr>
<td>Premises</td>
<td>Luchongguan Campus, Guizhou University of Finance and Economics, 276 Luchongguan Road, Guiyang, Guizhou 550004, P.R. China</td>
</tr>
<tr>
<td>Nature of Institute</td>
<td>☐ with legal person status ☒ without legal person status</td>
</tr>
<tr>
<td>Reasonable returns</td>
<td>☐ not required ☐ required</td>
</tr>
<tr>
<td>Duration of Cooperation</td>
<td>The Cooperation Agreement, signed on April 26, 2016, has a validity period of 14 years and will terminate on Dec. 31, 2030.</td>
</tr>
</tbody>
</table>

#### Contribution by Chinese and Foreign Cooperators

<table>
<thead>
<tr>
<th>Educational Facilities</th>
<th>Funds</th>
<th>Chinese Cooperator: 3 million yuan</th>
<th>Initial funds</th>
<th>Foreign Cooperator: 450,000 yuan</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Chinese Cooperator: Educational facilities, faculty and teaching resources; living facilities for WMU faculty teaching at GUFE</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Foreign Cooperator: Modern educational ideology and academic management methods; faculty and teaching resources</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Contributio n in kind</td>
<td>Chinese Cooperator: GUFE Luchongguan Campus</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Land use right</td>
<td>Chinese Cooperator: None</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Intellectual property rights</td>
<td>Chinese Cooperator: None</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Foreign Cooperator: None</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Other property</td>
<td>Chinese Cooperator: None</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Foreign Cooperator: None</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Venue and Facilities

<table>
<thead>
<tr>
<th>Educational Facilities</th>
<th>Occupied Area</th>
<th>316.8 mu</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Constructio n Area</td>
<td>616,000 square meters</td>
</tr>
<tr>
<td></td>
<td>Ownership</td>
<td>☐ GUFE owns ☐ leases</td>
</tr>
<tr>
<td>Books</td>
<td>Number of Volumes</td>
<td>1.42 million volumes</td>
</tr>
<tr>
<td>Equipment</td>
<td>Total Value</td>
<td>223 million yuan</td>
</tr>
</tbody>
</table>

#### Donation

<table>
<thead>
<tr>
<th>Educational Facilities</th>
<th>Donator</th>
<th>None</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Amount of Assets</td>
<td>None</td>
</tr>
<tr>
<td></td>
<td>Usage</td>
<td>None</td>
</tr>
</tbody>
</table>

#### Other Financial Aid

<table>
<thead>
<tr>
<th>Educational Facilities</th>
<th>Sponsor</th>
<th>None</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Amount of Assets</td>
<td>None</td>
</tr>
<tr>
<td>Aim of the Educational Programs</td>
<td>The Institute is designed to provide a challenging educational environment that equips students with a global perspective, English proficiency, and the knowledge and skills required for a range of careers in business.</td>
<td></td>
</tr>
<tr>
<td>---------------------------------</td>
<td>-------------------------------------------------------------------------------------------------</td>
<td></td>
</tr>
<tr>
<td>Scale of Education</td>
<td>1200 students</td>
<td></td>
</tr>
<tr>
<td>Admissions Criteria</td>
<td>Admission shall be made among Tier Two universities in National College Entrance Examination and provincial cut-off scores for entry to Tier Two universities shall apply. Priority shall be given to candidates who are best qualified. The score of the English subject shall be no less than 60% of total marks in a given province (municipality or autonomous region).</td>
<td></td>
</tr>
</tbody>
</table>
| Mode of Admissions              | Bachelor: ☑ The enrollment shall be incorporated into the national enrollment plan for regular institutes of higher education. ☐ Autonomous enrollment  
Master: ☑ The enrollment shall be incorporated into the national enrollment plan for regular institutes of higher education. ☐ Autonomous enrollment  
PhD: ☑ The enrollment shall be incorporated into the national enrollment plan for regular institutes of higher education. ☐ Autonomous enrollment  |
| Number of annual intake         | Bachelor: 300 students  
Master:  
PhD: |
| Level of Education              | ☑ Tertiary Education ☐ Secondary Education ☐ Pre-school Education  |
| Mode of Delivery                | Face-to-face 100%  
Others % (in what modes: )  |
| Length of Schooling             | Bachelor: 4 years in total  
Master:  
PhD: |
| Responsibilities of Both Parties| Chinese Cooperator  
1. To obtain all permits required for launching the Institute under the laws and regulations of China;  
2. to make the annual plan of enrollment, enroll new students and manage students' academic affairs;  
3. to provide educational facilities as well as living facilities for WMU faculty teaching at GUFE;  
4. to take responsibility for the items in the program structure that shall be delivered by GUFE faculty;  
5. to undertake daily administrative work and academic management, and ensure quality of teaching by GUFE faculty members;  
6. to grant undergraduate diplomas to students who meet the graduation requirements of GUFE and Bachelor degree to students who meet the degree-granting conditions of GUFE;  
7. to provide to selected WMU visiting faculty and staff members access to agreed-upon courses and facilities at no cost or at reduced cost;  
8. to compensate WMU for any WMU faculty who teaches as a guest at GUFE. |
1. To obtain applicable permits for cooperation with GUFE, if any are required, in launching the Institute under the laws and regulations of the US;
2. to introduce modern educational ideology and academic management methods, and participate in student enrollment, promotion and management of the Institute;
3. to take responsibility for the items in the program structure that shall be delivered by WMU faculty;
4. to dispatch qualified WMU faculty to teach courses in the program structure that will be delivered at GUFE by WMU faculty;
5. to grant Bachelor of Business Administration in Accountancy to students who meet the degree-granting conditions of WMU;
6. to provide to selected GUFE visiting faculty and staff members access to agreed-upon courses and facilities at no cost or at reduced cost.

<table>
<thead>
<tr>
<th>Foreign Cooperator</th>
<th>Certificate Conferred by Chinese-Foreign Cooperative Institute</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Name of Certificate</td>
</tr>
<tr>
<td></td>
<td>Bachelor: Undergraduate diploma and Bachelor’s degree for regular higher education of GUFE</td>
</tr>
<tr>
<td></td>
<td>Master:</td>
</tr>
<tr>
<td></td>
<td>PhD:</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Certificate Conferred by Chinese Educational Institution</th>
<th>Name of Certificate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Higher Education diploma:</td>
<td>Bachelor</td>
</tr>
<tr>
<td>Postgraduate</td>
<td>Undergraduate</td>
</tr>
<tr>
<td>Degree Certificate:</td>
<td>Master</td>
</tr>
<tr>
<td>Other academic certificate (please specify: )</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Certificate Conferred by Foreign Educational Institution</th>
<th>Name of Certificate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor (in foreign language) Bachelor of Business Administration</td>
<td></td>
</tr>
<tr>
<td>(Chinese translation)工商管理学士</td>
<td></td>
</tr>
<tr>
<td>Master</td>
<td></td>
</tr>
<tr>
<td>PhD</td>
<td></td>
</tr>
</tbody>
</table>

| Degree certificate: | Bachelor |
| Postgraduate | Undergraduate |
| PhD | RhD |
| Master | Bachelor |
| Associate | None |
| Diploma certificate (please specify: ) |
| Other academic or professional certificate (please specify: ) |

<table>
<thead>
<tr>
<th>Other certificate conferred</th>
<th></th>
</tr>
</thead>
</table>
### Education and Teaching

<table>
<thead>
<tr>
<th>Course Delivery</th>
<th>The percentage of teaching hours delivered by teachers from the Chinese educational institution in total teaching hours</th>
<th>66.7%</th>
<th>The percentage of teaching hours delivered by teachers from the foreign educational institution in total teaching hours</th>
<th>33.3%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Faculty</td>
<td>Number of full-time teachers from the Chinese educational institution to be engaged</td>
<td>43</td>
<td>Number of part-time teachers from the Chinese educational institution to be engaged</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Number of full-time teachers from the foreign educational institution to be engaged</td>
<td>28</td>
<td>Number of part-time teachers from the foreign educational institution to be engaged</td>
<td></td>
</tr>
</tbody>
</table>

### 1. Proposed programs

The Institute is founded on the basis on the Bachelor of Management programs in Accounting, Financial Management and Marketing at GUFE. It aims to introduce the curriculum of BBA programs in Accountancy, Finance and eBusiness Marketing from WMU.

### 2. Overview of the education and teaching plan

GUFE and WMU shall jointly develop program specifications for the program. The basic structure of the program is modeled after WMU’s undergraduate programs, with structured plans of study leading toward both a specialized and general education.

### 3. Academic management

Throughout the degree program, teaching is applications-oriented. ‘Learning while doing’ is encouraged by providing many experiential learning opportunities, including case studies, industry projects, and simulations. The program is designed so that students develop professional expertise as they progress through their studies, culminating in the completion of the capstone course. Professional development planning also forms an integral part of the program of studies throughout the degree.
4. The competitiveness and indispensableness of the proposed program in the place of delivery

Guizhou is an underdeveloped province in western China where ethnic groups live in compact communities. In recent years, Guizhou has witnessed unprecedented growth, with economic growth rate ranking among top three in China in the past five years. In the meantime, there have been breakthroughs in its foreign trade, foreign direct investment and foreign economic and technological cooperation.

Accounting is the universal language of business. Transnational operations of companies and cross-border flow of capital cannot do without the professional expertise of accountants with international professional capacity. Against the background of quickened development, accelerated transformation and boosted leap forward in Guizhou, it is imperative to cultivate, in a planned, step-by-step manner, accounting professionals with integrity, capability, international perspective and English proficiency who can meet the requirements of economic and social development in Guizhou.

Recent years have witnessed further popularization and deepening of e-Business in China, with significant rise in its contribution to economic and social development. E-business transactions in Guizhou have increased at an annual rate of 64%, amounting to more than 101.5 billion yuan in 2015. Against the background of quickened development, accelerated transformation and boosted leap forward in Guizhou, it is imperative to cultivate, in a planned, step-by-step manner, eBusiness Marketing professionals with knowledge of business and marketing, IT skills, international perspective and English proficiency who can meet the requirements of economic and social development in Guizhou.
### III. Internal Management System

<table>
<thead>
<tr>
<th>Decision-making body</th>
<th>Chinese-Foreign Cooperative Institute with legal entity status</th>
<th>Executive Council</th>
<th>Board of Directors</th>
<th>Chinese-Foreign Cooperative Institute without legal entity status</th>
<th>Joint Managerial Committee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Structure of the decision-making body</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Name</th>
<th>Position in the joint managerial committee</th>
<th>Gender</th>
<th>Age</th>
<th>Nationality</th>
<th>Occupation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yang Yong</td>
<td>Chairperson</td>
<td>Male</td>
<td>53</td>
<td>Chinese</td>
<td>Vice President</td>
</tr>
<tr>
<td>Zhang Hong</td>
<td>Member</td>
<td>Female</td>
<td>47</td>
<td>Chinese</td>
<td>Director, Office of International Cooperation and Exchange</td>
</tr>
<tr>
<td>Li Hanwen</td>
<td>Member</td>
<td>Male</td>
<td>38</td>
<td>Chinese</td>
<td>Director, Office of Academic Affairs</td>
</tr>
<tr>
<td>Yvonne Yuqian Zhang</td>
<td>Member</td>
<td>Female</td>
<td>41</td>
<td>Chinese</td>
<td>Executive Associate Dean, International School</td>
</tr>
<tr>
<td>Wolfgang Schloer</td>
<td>Vice Chairperson</td>
<td>Male</td>
<td>55</td>
<td>US</td>
<td>Associate Provost, Haenicke Institute for Global Education</td>
</tr>
<tr>
<td>Satish Deshpande</td>
<td>Member</td>
<td>Male</td>
<td>54</td>
<td>US</td>
<td>Interim Dean, Haworth College of Business</td>
</tr>
<tr>
<td>Devrim Yaman</td>
<td>Member</td>
<td>Female</td>
<td>45</td>
<td>US</td>
<td>Associate Dean for Undergraduate Program, Haworth College of Business</td>
</tr>
<tr>
<td>Ying Zeng</td>
<td>Member</td>
<td>Female</td>
<td>51</td>
<td>US</td>
<td>Senior Coordinator on Asia, Haenicke Institute for Global Education</td>
</tr>
</tbody>
</table>

| Name of the legal representative of the joint institute | Cai Shaohong | ID No. | 520111195801200011 |

#### Proposed principal or major administrative person-in-charge

<table>
<thead>
<tr>
<th>Name</th>
<th>Yvonne Yuqian Zhang</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current employer</td>
<td>Guizhou University of Finance and Economics</td>
</tr>
<tr>
<td>Position and professional title</td>
<td>Executive Associate Dean and Associate Professor, International School</td>
</tr>
<tr>
<td>Other concurrent position</td>
<td></td>
</tr>
</tbody>
</table>

#### Proposed accountant

<table>
<thead>
<tr>
<th>Name</th>
<th>Li Jun</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current employer</td>
<td>Guizhou University of Finance and Economics</td>
</tr>
<tr>
<td>Position and professional title</td>
<td>Section Chief and Senior Accountant, Finance Department</td>
</tr>
</tbody>
</table>
### V. Fund Raising, Management and Use

<table>
<thead>
<tr>
<th>Item</th>
<th>Standard (yuan/academic year)</th>
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</thead>
<tbody>
<tr>
<td>Tuition</td>
<td>38,800</td>
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<tr>
<td>Textbooks</td>
<td>2,000</td>
</tr>
<tr>
<td>Residence hall fee</td>
<td>1,100</td>
</tr>
</tbody>
</table>

**Fund Raising and Fees**

**Estimation of Educational Costs per Student**

- GUFE Administrative expenses  3,000
- Compensation for GUFE’s Chinese faculty  6,500
- Compensation for GUFE’s foreign faculty  2,500
- WMU Administrative expenses  2,000
- Compensation and expenses for WMU faculty  8,000
- Faculty training and academic exchange expenses  3,000
- Assessment and registration fees  500
- Program promotion and admissions expenses  1,500
- Intensive English language training fee  2,000
- Scholarship  2,000
- Student activity expenses  2,000
- Teaching facilities usage, maintenance and depreciation expenses  3,400
- Living facilities usage, maintenance and depreciation expenses  2,000
- Others  400

**Management and Use**

The financial management of the Institute is to be conducted in accordance with the *Regulations on Chinese-foreign Cooperation in Running Schools* by GUFE’s Department of Finance. A budget system will be practiced, with control over the overall amount and supervision over the different sections. The annual budget will be implemented on expenditures on staff, equipment and facilities, faculty, student, academics, administration, and development etc. The financial aspect of the program will be subject to the inspection, supervision and auditing from GUFE’s Department of Finance and Department of Auditing.
### VI. Guarantee of Authenticity

I hereby guarantee that all the information in this application form and its appendices is true and accurate.

<table>
<thead>
<tr>
<th>Chinese Educational Institution</th>
<th>Foreign Educational Institution</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Name of Legal Representative or Authorized Representative</strong></td>
<td><strong>Name of Legal Representative or Authorized Representative</strong></td>
</tr>
<tr>
<td>Cai Shaohong</td>
<td>John M. Dunn</td>
</tr>
<tr>
<td><strong>Signature</strong></td>
<td><strong>Signature</strong></td>
</tr>
<tr>
<td>Seal of Chinese Educational Institution</td>
<td>Seal of Foreign Educational Institution</td>
</tr>
</tbody>
</table>

| Date: | Date: |
PAYMENT AGREEMENT

THIS PAYMENT AGREEMENT is made effective December ___, 2016 between the Board of Trustees of Western Michigan University, a Michigan constitutional body corporate, located at 1903 W. Michigan Ave. Kalamazoo, MI 49008 (“WMU”) and Jakarta International College, a private international college located at Graha Mandiri 2nd Floor, Jl. Imam Bonjol 61, Menteng, Jakarta, Indonesia (“JIC”).

Background

The Government of Papua, a Province of Indonesia (“Papua”), offers scholarships to certain citizens of Papua. WMU received 40 students sponsored through this program (“Papua Students”). Papua’s guarantee to pay the tuition and fees of the Papua Students is attached to this Agreement as Appendix A. The Papua Students have been enrolled at WMU since Summer 2 term of 2016, but WMU has not received payment for any of the invoices submitted to Papua, which are attached hereto as Appendix B (the “Outstanding Invoices”). The Outstanding Invoices total $783,344.05 before late fees.

Prior to their arrival at WMU, the Papua Students had been enrolled at JIC. JIC and WMU have a Twinning Agreement (attached hereto as Appendix C) pursuant to which students who complete two years of study at JIC may transfer to WMU. The Papua Students were placed at WMU due in part to WMU’s relationship with JIC.

Papua has informed WMU that it is unable to pay WMU the Outstanding Invoices until approximately April 2017. JIC, however, has agreed to pay WMU the amount due for the Outstanding Invoices and receive reimbursement if, and only if, WMU receives payment from Papua, all on the terms and conditions set forth herein.

NOW THEREFORE, it is hereby agreed between the parties, as follows:

Agreement

1. Outstanding Sum Owed. WMU shall add a late fee of 1.5% per month to each of the Outstanding Invoices, as shown on Appendix D. The total sum of the Outstanding Invoices plus the late fees as of the date of this Agreement equals $812,226.78 (the “Outstanding Sum Owed”). WMU will invoice Papua for the Outstanding Sum Owed, and Papua is expected to pay WMU the Outstanding Sum Owed, plus any additional late fees, on or about April 2017.

2. Payment of Outstanding Sum Owed. JIC agrees to pay WMU in full the amount of the Outstanding Invoices without the late fees (stated above) on or before December 19, 2016 (the “JIC Payment”). JIC is not obligated to advance any additional funds on behalf of Papua, including subsequent late fees.

3. Reimbursement to JIC. If, and only if, the payment in whole or in part of the Outstanding Sum Owed is received from Papua, WMU agrees to reimburse JIC the amount of such payment received from Papua.
4. **Pay if Paid Condition.** WMU is obligated to make the reimbursement under Section 3 of this Agreement if, and only if, payment is received from Papua for the Outstanding Sum Owed, and only to the extent of such payment. To the extent WMU does not receive payment from Papua for the Outstanding Sum Owed, then WMU will have no obligation under Section 3 of this Agreement to repay JIC. This Agreement shall continue so long as a partial amount is outstanding, until the termination date in Section 5.

5. **Termination.** This Agreement shall continue in effect until the earlier of (i) full repayment of the JIC Payment, or (ii) June 30, 2018. Upon termination, WMU shall have no further obligation to reimburse or repay JIC any remaining amount of the JIC Payment, and JIC waives and releases WMU from any obligation to reimburse or repay JIC the JIC Payment under this Agreement or under any other agreement or legal claim.

6. **Assignment.** Neither party hereto may assign its rights or delegate its duties under this Agreement without the prior written approval of the other party hereto.

7. **Miscellaneous.** This Agreement contains the entire agreement between the parties regarding the subject matter hereof. This Agreement may be amended only by the mutual written agreement of the parties hereto. The invalidity of any portion of this Agreement shall in no way affect the balance hereof. This Agreement shall be construed in accordance with the internal laws of the State of Michigan.

The parties hereto have executed this Agreement as of the date first set forth above.

BOARD OF TRUSTEES OF
WESTERN MICHIGAN UNIVERSITY

JAKARTA INTERNATIONAL COLLEGE

Jan Van Der Kley, Treasurer

By: __________________________

Its: __________________________
Appendix A – Papua Guarantees

Jayapura, 7 April 2016

Western Michigan University
Haeincke Institute for Global Education
1903 W Michigan Ave, Western Michigan University
Kalamazoo, MI 49008 - 5245 USA

RE: SPONSORSHIP LETTER

Dear Sir/Madam,

I, the undersigned here,

Name: BESEMA GOMBO
Position: Head of Human Resources Development Bureau Papua Province
Address: Kantor Gubernur Lantai III, Jalan Soa Siu Dok II, Jayapura

Confirm that 30 students listed below have been awarded a fully funded undergraduate scholarship by the Papua Province Government to study at USA, at Western Michigan University for the Intensive English Program and/or the Bachelor’s Degree Program:

1. ALBERTA ATIOP KENDOM (Passport No. B1588549)
2. ANIS LABENE (Passport No. B1318813)
3. ANNA MARIA CATERINA MONIM (Passport No. B1319376)
4. CARLOS FRANSISCO HEIPON (Passport No. B1319910)
5. CLARITA ESTER MANIAGASI (Passport No. B1319145)
6. COSTANTINA DENISE YOTENI (Passport No. B1319106)
7. DESI ESEMA (Passport No. B1319269)
8. EKA OLIVIA RIAI WANGGAI (Passport No. A5399566)
9. ELIANA BERTA HOKANUE (Passport No. B1319270)
10. ERWANI SUEBU (Passport No. A7499476)
11. ETA ROSALINDA KENELAK (Passport No. B1319772)
12. GREGORY SAMUEL EMENGAM SUENI (Passport No. A6418797)
13. ISAK ROBY FONATABA (Passport No. B1320215)
14. JOSHUA OTTO DANIEL YOWENI (Passport No. A4804716)
15. KARIUS WENDA (Passport No. B1319580)
16. KREJN LODEWJK KARUBABA (Passport No. A5692670)
17. KRISTIN AYER (Passport No. B1319279)
18. LUCIA ALPIANI RATIH OMBO (Passport No. B1318332)
19. MACKMESR JACKSON SIMBIAK (Passport No. B1318322)
20. MARLIN WAKERKWA (Passport No. B1319276)
21. MARTHALIA MOSERRA BORUMYEY (Passport No. B1319104)
22. MOSABA THERESIA WAKDOMI (Passport No. A9462520)
23. MUHAMMAD THAYIB LATIEF BAY (Passport No. B1319086)
24. NONCE SELF WENDA (Passport No. A7645139)
25. RUTH FRAULIN TOKORO (Passport No. B1319813)
26. SABATHINO JUNIOR PANDORI (Passport No. X143629)
27. SARAH INDAH THONCE WENDA (Passport No. B1319324)
28. TOMAS PAGAWAK (Passport No. B1319359)
29. WEKILU KOGOYA (Passport No. B1319698)
30. YANTO ASSUK (Passport No. B1319254)

The scholarship will commence in June 2016 intake and last for a period of 5 (five) years. It covers all of the students' tuition fees, living expenses, health insurance and return airfares.

I guarantee that at the end of their study, they will be back to Indonesia and will contribute for the development of the Papua Province.

Yours faithfully,

Besem Jombo, S.Pd, M.Si

Off.Reg.No.: 19700708 200502 1 002
Head of Human Resources Development Bureau
Papua Province
Jayapura, 11 April 2016

Western Michigan University
Haenicke Institute for Global Education
1903 W Michigan Ave, Western Michigan University
Kalamazoo, MI 49008 - 5245 USA

RE: SPONSORSHIP LETTER

Dear Sir/Madam,

I, the undersigned here,

Name: BESEM GOMBO
Position: Head of Human Resources Development Bureau Papua Province
Address: Kantor Gubernur Lantai III, Jalan Soa Slu Dok II, Jayapura

Confirm that 5 students listed below have been awarded a fully funded undergraduate scholarship by the Papua Province Government to study at USA, at Western Michigan University for the Intensive English Program and/or the Bachelor’s Degree Program:

1. ELASHI ALVENIA YAROSERAY (Passport No. B1319118)
2. ELVINA NATASIA YONG MANSI (Passport No. A3826749)
3. THERESIA JOSEPHINE MIRANDA WAKJUM (Passport No. A1152377)
4. YOSE MARTHIN GIYAY (Passport No. B1319325)
5. YUSTEN ESEMA (Passport No. B1319092)

The scholarship will commence in June 2016 intake and last for a period of 5 (five) years. It covers all of the students’ tuition fees, living expenses, health insurance and return airfares.

I guarantee that at the end of their study, they will be back to Indonesia and will contribute for the development of the Papua Province.

Yours faithfully,

Besem Gombo, S.Pd, M.Si
Reg.Off.No: 19700708 200502 1 002
Head of Human Resources Development Bureau
Papua Province
Jayapura, 9 May 2016

Western Michigan University
Haenicke Institute for Global Education
1903 W Michigan Ave, Western Michigan University
Kalamazoo, MT 49008 - 5245 USA

RE: SPONSORSHIP LETTER

Dear Sir/Madam,

I, the undersigned here,

Name : BESEM GOMBO
Position : Head of Human Resources Development Bureau Papua Province
Address : Kantor Gubernur Lantai III, Jalan Soa Slu Dok II, Jayapura

Confirm that 6 students listed below have been awarded a fully funded undergraduate scholarship by the Papua Province Government to study at USA, at Western Michigan University for the Intensive English Program and/or the Bachelor’s Degree Program:

1. Brian Maxi Wambrak (Passport No. A6401134)
3. Deky Rechi Ronsumbre (Passport No. B1319386)
4. Yein Beverlin Ruamba (Passport No. B1319114)
5. Novillana Magal (Passport No. B1319310)
6. Darince Telenggeng (Passport No. B1319366)

The scholarship will commence in June 2016 intake and last for a period of 5 (five) years. It covers all of the students’ tuition fees, living expenses, health insurance and return airfares.

I guarantee that at the end of their study, they will be back to Indonesia and will contribute for the development of the Papua Province.

Yours faithfully,

BESEM GOMBO, S.Pd., M.Si
Reg. Off. No : 1970/07/08 200502 1 002
Head of Human Resources Development Bureau
Papua Province
Jayapura, 23 June 2016

Western Michigan University
Haenicke Institute for Global Education
1903 W Michigan Ave, Western Michigan University
Kalamazoo, MI 49008 - 5245 USA

RE: SPONSORSHIP LETTER

Dear Sir/Madam,

I, the undersigned here,

Name: BESEM GOMBO
Position: Head of Human Resources Development Bureau Papua Province
Address: Kantor Gubernur Lantai III, Jalan Soa Silu Dok II, Jayapura.

Confirm that BOY YOHANIS KUWOK (Passport No. B1319252) has been awarded a fully funded undergraduate scholarship by the Papua Province Government to study in USA, in this case at Western Michigan University for the Intensive English Program and/or the Bachelor's Degree Program. The scholarship will commence in August 2016 intake and last for a period of 5 (five) years.

The scholarship will cover all of the student’s tuition fees, living expenses, health insurance and return airfares.

I guarantee that at the end of his study, she will be back to Indonesia and will contribute for the development of the Papua Province.

Yours faithfully,

[Signature]

Kantor Gub. Lab. Man. DPRL

BESEM GOMBO, S.Pd., M. Si
Reg. Off. No: 19700706 200502 1 002
Head of Human Resources Development Bureau
Papua Province
Jayapura, 13 May 2016

Western Michigan University
Haenicke Institute for Global Education
1903 W Michigan Ave, Western Michigan University
Kalamazoo, MI 49008 - 5245 USA

RE: SPONSORSHIP LETTER

Dear Sir/Madam,

I, the undersigned here,

Name : BESEMA GOMBO
Position : Head of Human Resources Development Bureau Papua Province
Address : Kantor Gubernur Lantai III, Jalan Soa Silu Dok II, Jayapura

Confirm that 6 students listed below have been awarded a fully funded undergraduate scholarship by the Papua Province Government to study at USA, at Western Michigan University for the Intensive English Program and/or the Bachelor’s Degree Program:

1. ALFIONITA BERNADETA WAYAPA (Passport No. B1319367)
2. BENSELINA WAISMON (Passport No. B1319091)
3. HERLINA JUNE FERDINDA WAINGGAI (Passport No. A3827492)
4. JANE CHRISTINE MEBRI (Passport No. B1319090)
5. VANIA TRIXIE LIBOI KOMEGI (Passport No. B1319485)

The scholarship will commence in June 2016 intake and last for a period of 5 (five) years. It covers all of the students tuition fees, living expenses, health insurance and return airfares.

I guarantee that at the end of their study, they will be back to Indonesia and will contribute for the development of the Papua Province.

Yours faithfully,

Besama Gombo, S.Pd, M.Si
Off. Reg 19700708 200502 1 002
Head of Human Resources Development Bureau
Papua Province
### Appendix B - Outstanding Invoices (Papua Province Government)

<table>
<thead>
<tr>
<th>Invoice Date</th>
<th>Invoice No. *</th>
<th>Descriptions</th>
<th>Invoice Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>May 24, 2016</td>
<td>41824</td>
<td>Extended orientation, room &amp; board for 40 students on June 11-29, 2016</td>
<td>$ 85,800.00</td>
</tr>
<tr>
<td>July 12, 2016</td>
<td>260922507201630</td>
<td>Summer semester - medical insurance</td>
<td>$ 6,600.00</td>
</tr>
<tr>
<td>July 19, 2016</td>
<td>260922507201630</td>
<td>Summer II 2016 semester</td>
<td>$ 217,760.00</td>
</tr>
<tr>
<td>October 4, 2016</td>
<td>249781586201640</td>
<td>Fall 2016 semester</td>
<td>$ 468,138.53</td>
</tr>
<tr>
<td>October 17, 2016</td>
<td>260922507201630</td>
<td>Summer II 2016 semester - additional</td>
<td>$ 4,745.52</td>
</tr>
<tr>
<td>October 24, 2016</td>
<td>249781586201640</td>
<td>Record initiation fee (1 time fee) for Alberta Kendom</td>
<td>$ 300.00</td>
</tr>
</tbody>
</table>

**Grand Total Amount**  $ 783,344.05

*See attached invoices*
Appendix C – Twinning Agreement

AGREEMENT

between

WESTERN MICHIGAN UNIVERSITY

and

JAKARTA INTERNATIONAL COLLEGE

INTRODUCTION

Western Michigan University, Kalamazoo, Michigan, U.S.A. (hereinafter referred to as "WMU") and Jakarta International College in Jakarta, Indonesia (hereinafter referred to as "JIC"), agree to establish and operate a “transnational education program” (hereinafter referred to as “Program”) through which JIC will offer the first two years of courses modeled on the WMU degree program, exclusively in Jakarta as defined within this agreement.

The WMU-JIC Program will prepare students for study in Business Administration. Additional areas may be added in the future. On completion of the Program, students will transfer to WMU, Kalamazoo. Students will be given WMU academic credit for the approved courses at JIC.

AGREEMENT

JIC agrees that WMU shall have access, entirely at WMU’s choice, to the full range of institutions that now exist or that may be created by JIC. JIC will be responsible for the administration of the entire delivery of the Program at JIC with assistance and advice from WMU. WMU shall have complete control over the curriculum of the Program.

1. VALIDATION FEE.

JIC agrees to pay WMU a validation fee each semester based on the following calculation: Total subject (classes) taken per student x net fee per subject x 9% for each student in Cohort 1; 8.5% for each student in Cohort 2; and 7.5% for each student in all subsequent Cohorts enrolled in the Program at JIC. The fee is to be paid at the end of each academic semester. Payments will be made by wire transfer using the following information for deposit into Western Michigan University's National City bank account. Funds are received in U.S. Dollars, only.
National City Bank of the Midwest
Wire Transfer Department
P.O. Box 5756
Cleveland, Ohio 44101-9957
ABA: 072000915 (domestic transfers)
S.W.I.F.T. CODE: NATCUS33 (transfer from a foreign bank)
Account Name: Western Michigan University
Account Number: 154-01000-9
Reference: JIC Indonesia TNE Program Validation Fee – Semester Name (i.e. Fall, 2010)

All invoices, payments and fiscal matters should be directed to Cathleen Fuller, Director, International Degree and Articulation Partnerships, Haenicke Institute, 2510 Ellsworth Hall, Western Michigan University, Kalamazoo, Michigan, 49008, U.S.A., in accordance with instructions from that office.

2. SERVICES TO BE PROVIDED BY WMU. The following services are to be provided by WMU to JIC without any further charges:

A. Provide access to up-to-date WMU Undergraduate on-line catalogues and other Program information to JIC and students in the Program.

B. Provide assistance and offer advice to JIC through site visits (at least once a year), communications via e-mail, fax, etc. to ensure that the Program satisfies WMU requirements.

C. Provide promotional assistance to the Program by participating in information seminars, orientation meetings, etc. when appropriate.

D. Provide two instructor’s copies of textbooks, two syllabi and two course outlines as used in teaching each course on the WMU campus. Additional copies of the above materials will be furnished as needed to update courses taught.

E. Endorse students admitted to the Program under the following general entry requirements or advise JIC on admission of students with other academic standing:

1. Students will have successfully completed the SMU Grade 12 or Paket C certificate examinations normally with a grade of 6.5. WMU may approve conditional admission of students with a lower score on a case by case basis.
2. Students with a successful British-based examining board O-level certificate (5 passes with grades of C or higher in academic subjects in one sitting of the exam) followed by a foundation year at JIC will be admitted.

3. Students admitted from countries other than Indonesia will be required to meet the specific entrance requirements for that country set by the International Admissions and Services at WMU.

4. Advanced standing (transfer credit) may be given based on a course-by-course evaluation of post-secondary work.

5. Achieved a score of 550 (PBT), 213 (CBT), 81 (iBT) or higher on the TOEFL or 6.5 or higher on IELTS, or have received a GCE A-level pass in English with a grade of A, B or C from one of the five British-based examining boards.

6. For students who have achieved a TOEFL score between 500 a 549 (PBT), 173 and 212 (CBT) or 61 and 80 (iBT); or IELTS score between 6.0 and 6.4, JIC may offer an in-house English Academic Preparation course concurrently with the Program. The English Academic Preparation course curriculum will be approved by the Director of WMU’s English as a Second Language Program.

F. Endorse instructors appointed to teach in the Program. It is agreed that instructors teaching in the Program must possess at least a Master’s Degree, from a recognized university where the medium of instruction was English.

G. Guarantees students who have successfully completed the Program provided they meet all academic, financial and conduct standards and requirements of WMU, the following:

1. Issuance of Admission Letter and I-20 for student visa to the U.S.A.
2. Admission to WMU in Kalamazoo, Michigan, U.S.A.
3. Transfer students from the Program will be granted WMU transfer admissions status with completion of the Program and a cumulative grade point average of 2.5/4.0 on the American grading scale.
4. Transfer credits from the Program will be awarded on a course-by-course basis with final grades of “C” or better (on the US grading scale) required.
5. Advanced enrollment in courses at time of transfer to WMU.
3. SERVICES TO BE PROVIDED BY JIC.

JIC shall be responsible for upholding the quality of academic coursework conducted at JIC. Please note: One semester represents fifteen weeks of classes plus one week of final exams. One semester credit hour represents one class (50 minutes contact time) or three laboratory hours per week. JIC may run a trimester program (twelve weeks of classes), as long as the minimum number of contact hours (forty five - 45) required by WMU are completed. Academic credits transferred to WMU shall reflect quality standards as defined by WMU. To maintain the acceptance of transfer credits, JIC must collect three samples (above average, average and poor) of student work upon request by WMU; must follow the syllabus and textbooks as approved by WMU; and where necessary, must integrate appropriate computer exercises throughout the courses. These materials must be available for inspection by a qualified representative of WMU.

If necessary, JIC shall provide additional training in English and Mathematics as determined by the needs of the students.
A. Receiving applications from students seeking to enroll in the Program.
B. Collecting student fees for the portion of the Program offered at JIC.
C. Providing adequate classroom and private study areas, equipment and library facilities sufficient for students to pursue the Program.
D. Maintaining student and other necessary records in perpetuity.
E. Providing WMU with a list of students enrolled in the Program at the commencement of the Program and at the beginning of each semester. In addition, WMU’s Haenicke Institute and International Admissions and Services may request current enrollment data on any students who have enrolled at any time in the Program. Responses to requests for pertinent information shall be transmitted by e-mail, fax, courier or express mail.
F. Obtaining permission from students to release records and work samples.

4. ENROLLMENT ASSISTANCE FOR TRANSFER STUDENTS: JIC shall assist prospective WMU students in completing and submitting necessary enrollment documents as required by WMU. Applications and other admission materials including transcripts shall be delivered to WMU, within calendar deadlines set each year by WMU.

5. STUDENT VISAS AND EXPENSES. Students shall be responsible for all matters and expenses associated with applying for and obtaining necessary visas to exit Indonesia and to enter and study in the United States and for all costs of their travel, accommodation, living and other personal requirements and tuition.
6. **ADVERTISING COSTS.** JIC shall bear full responsibility, liability, and costs for all advertising it places to promote the JIC-WMU Program.

7. **APPROVAL FOR USE OF UNIVERSITY NAME/LOGO.** JIC acknowledges that the name of "Western Michigan University" and all symbols and logos identified with Western Michigan University are property of, and belong solely to, WMU. JIC agrees that it shall submit all advertising relating to Western Michigan University or the Program for WMU's approval prior to releasing it to the media or prospective students.

8. **INSPECTION OF FACILITIES.** WMU may inspect JIC's facilities and records relating to the Program and oversee teaching activities at such times as WMU deems necessary.

9. **COMPLIANCE WITH THE LAWS OF INDONESIA.** JIC and WMU shall at all times comply with the requirements of all Indonesian laws relating to education as provided under this agreement and with requirements of other relevant laws and by-laws of Indonesia with respect to activities carried out by the parties pursuant to the agreement in Indonesia.

10. **PAYMENT OF TAXES.** JIC will assume all necessary payments of Indonesian taxes, fees or charges payable to the Indonesian government or to any other statutory authority in Indonesia arising from this agreement or connected with this project, including any and all payroll taxes. WMU has no Indonesian or non-U.S.A. tax liability under this Agreement.

11. **INDEPENDENT CONTRACTOR RELATIONSHIP.** It is understood and agreed that the relationship between WMU and JIC is an independent contractor relationship and that no employee, agent, representative of either party shall be deemed to be an employee, agent, or representative of the other party.

12. **AUTHORITY TO CONTRACT.** Neither party has authority to enter into contracts or agreements on behalf of the other party.

13. **NO ASSIGNMENT.** Neither party may assign its rights or obligations under this Agreement to any other person or company without prior written approval of the other party.
14. GOVERNMENT APPROVAL. JIC shall be responsible for obtaining any necessary government approvals in Indonesia for the operation of the Program.

15. INTELLECTUAL PROPERTY. All copyright, design right and other intellectual property rights in any documents, outlines, lists of textbooks and references, assessment guidelines or any other material provided by WMU in support of the Program shall belong to and vest in WMU. In the event that any of the above mentioned documents or materials are in whole or part produced by an agent or sub-contractor of JIC, JIC shall ensure that the agent or sub-contractor assigns to WMU all its copyright, design right and other intellectual property rights therein.

16. INDEMNIFICATION. JIC shall indemnify WMU, its Board, President, officers, agents and employees for all claims and actions resulting from or arising out of acts, omissions, and/or negligence of JIC, its agents, employees or students. Local teaching and support staff shall not be considered to be agents or employees of WMU. WMU shall indemnify JIC for all claims and actions resulting from or arising out of acts, omissions, and/or negligence of WMU, its agents, employees or students.

17. DESIGNATED REPRESENTATIVES; NOTICES. The Dean of the Haenicke Institute for Global Education at WMU and the Chief of Foundation at JIC shall be the designated representatives of the parties. All business documents, notices, questions, problems, administrative matters and communications regarding this Agreement and the Program shall be directed to:

    WMU: Dr. Donald McCloud
           Dean, Haenicke Institute for Global Education
           Western Michigan University
           Kalamazoo, Michigan 49008, U.S.A.

    JIC: Wenny Susanto
          Chief of Foundation
          Jakarta International College
          Jakarta, Indonesia

18. AMENDMENTS TO BE IN WRITING. This Agreement may be supplemented, amended or revised only in writing by agreement of both parties.
19. **DISPUTES.** Prior to instituting any legal action over any dispute, both parties agree to negotiate any dispute. If a resolution cannot be obtained within sixty (60) days after a party initiates negotiation, both parties shall attempt in good faith to agree to an alternate dispute resolution process. If the parties cannot agree upon an alternate dispute resolution process, either party may bring an action in court.

20. **ENFORCEABILITY.** If any term or provision of this Agreement or the application of any term or provision of this Agreement to any person or circumstances shall, to any extent, be invalid or unenforceable, the remainder of this Agreement, or the application of such term or provision to persons whose circumstances are other than those to which it is held invalid or unenforceable, shall not be affected thereby.

21. **CIRCUMSTANCES BEYOND WMU’S CONTROL.** WMU shall not be liable to JIC or to any enrolled student for the failure to provide or complete the Program or for interruptions in the Program by reason of any act of God, labor dispute, disruption or breakdown of facilities, legal enactment, Governmental order or regulation or any other cause beyond the control of WMU. JIC agrees to inform the students of this condition.

22. **NO WAIVER OF RIGHTS.** Any waiver by either party of any breach of any term or condition of this Agreement shall not be deemed to be a waiver of any right and remedies resulting from that breach, nor shall such waiver constitute a waiver of any other term or condition of this Agreement.

23. **ENTIRE AGREEMENT.** This is the entire Agreement of the parties and no other representations, promises or agreements, oral or otherwise, shall be of any force or effect, unless both parties agree in writing otherwise subsequent to the date of this Agreement. Any representation or statement to be relied upon as a contractual obligation must be in writing and signed by respective authorized representatives of WMU and JIC.

24. **CONFIDENTIALITY.** This Agreement and all information regarding the business or activities of WMU made available to JIC under or as a result of this Agreement shall at all times be treated by JIC as confidential (unless the same is manifestly within the public domain) and shall not be used for any purpose other than contemplated by this Agreement or published or disclosed by JIC except in connection with JIC’S proper business requirements and with the prior written consent of WMU.

25. **DURATION AND TERMINATION OF AGREEMENT.** This Agreement shall take effect from the date of its execution and shall continue, subject to termination as herein provided, for seven years, or until the conclusion of the last course attended by the last cohort of students.
This Agreement may be terminated by either or both parties by giving six months advance notice to the other party in writing, provided that both parties shall continue to comply with their obligations under this Agreement, to complete the unfinished Program, notwithstanding the termination of this Agreement. Absent such termination notice, this Agreement shall remain in effect indefinitely.

Notwithstanding any other provision in this Agreement, the parties also agree in the event the market for this Program has been miscalculated or the process of developing a successful Program produces problems that WMU deems in good faith to be impractical or too great to resolve, WMU may terminate upon written notice of six months.

26. AUTHORITY TO SIGN AGREEMENT AND BIND PARTIES. The parties signing this Agreement warrant that they have the authority to bind and to sign agreements on behalf of their respective parties and to enter into this Agreement. Each party shall provide written documentation of this authority upon request by the other party. If a person who signs this Agreement does not have the authority to bind the respective party at the time of signing, the other party shall have the option to declare this Agreement null and void.
BOARD OF TRUSTEES OF
WESTERN MICHIGAN UNIVERSITY

By: ____________________    By: ____________________

Dr. John M. Dunn  Dr. Donald G. McCloud, Sr.
Printed/Typed Name    Printed/Typed Name
Its: President        Its: Dean, Haenicke Institute for Global
                      Education

Date: 12/4/09

DATE: ____________________

VICE-CHANCELLOR OF
JAKARTA INTERNATIONAL COLLEGE

By: ____________________    By: ____________________

Mrs. Wenny Susanto  ____________________
Printed/Typed Name    Printed/Typed Name
Its: Chief of Foundation

Date: 12/4/09
Appendix D - Late Fees

Payments not made within 30 days of the invoice are subject to a 1.5% monthly service charge (18% annually) until paid.

Outstanding Invoices plus the late fees

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<th>Invoice #41824 dated 5/24/2016 for June Orientation and Room and Board</th>
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Total due on Invoice #41824 | $93,817.44 |

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Total due on Invoice # 260922507201630 | $7,005.00 |

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Total due on Invoice # 260922507201630 | $231,122.53 |

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Total due on Invoice #249781586201640 | $475,160.61 |
Invoice #260922507201630 dated 10/17/2016 additional Summer II charges $4,745.52
11/17/2016 Service charge $71.18
Total due on Invoice #260922507201630 $4,816.70

Invoice #249781586201640 dated 10/24/2016 Records Initiation fee for Alberta Atiop Kendom $300.00
11/24/2016 Service charge $4.50
Total due on Invoice #249781586201640 $304.50

Grand Total of Outstanding Invoices plus late fees $812,226.78
PROPOSAL: Jakarta International College (JIC) Payment Agreement

Background

Beginning with the summer II 2016 session, approximately 40 students from Papua, a Province of Indonesia, were admitted to WMU. These students received a scholarship offer from the government of Papua, and the government confirmed those scholarships. Charges have been incurred for tuition, fees, health insurance, and room and board. To date, the Papua government has not paid the scholarships. The total amount owed is $812,226.78 with $783,344.05 being direct charges for summer II and fall. The balance of $28,882.73 is for service charges. In accordance with standard University procedure, the students are not able to register for future academic terms due to the balance owed but they are still here at WMU.

Jakarta International College (JIC) in Indonesia has long been a partner institution of WMU with an existing twinning agreement. The WMU-Papua students previously attended JIC. JIC has agreed to pay to WMU on behalf of the Papua students the $783,344.05 owed for the direct charges. Per the agreement, WMU’s responsibility is limited to paying to JIC all amounts received by Papua up to the $812,226.78 (principal and service charges). WMU’s responsibility does not extend beyond dollars received from Papua for this bill. Therefore, even though JIC is advancing dollars to WMU, WMU is not accepting any additional financial risk by entering into this agreement with JIC.

Once the dollars are received from JIC and processed by WMU, the students will be able to register for the spring 2017 semester. Further academic term enrollment and housing will extend beyond spring 2017 semester only after the spring bill is paid in full. It is estimated that the spring bill will be for an amount of less than $500,000.

Pursuing the agreement with JIC will reduce WMU’s exposure for direct educational and housing expenses from the Papua students and government scholarship.

By JIC receiving a premium or a return in the form of the pass-through of the service charges, the transaction could be viewed as a loan-in-fact even though the agreement is not intended to and will not be a promissory note. One of the plenary powers of the Board is ensuring the financial stability of the University, including the acceptance of any loan, and thus prudence dictates Board approval of the transaction.

Recommended Motion

It is recommended that the Board of Trustees authorize the President and/or Treasurer to enter into the payment agreement with Jakarta International College with the terms and conditions as described and included in the attached agreement.
HANGAR AND BUILDING SUBLEASE AGREEMENT

WHEREAS, Charlotte County ("Sublessor") is a political subdivision of the state of Florida; and

WHEREAS, Charlotte County has entered into a Hangar and Building Lease with the Charlotte County Airport Authority as owner and operator of the Punta Gorda Airport in the City of Punta Gorda, including certain real property within the airport known as Hangar Building 115 and the land depicted and legally described on Exhibit A attached hereto; and

WHEREAS, The Board of Trustees of Western Michigan University ("Sublessee") is a Michigan constitutional body corporate and operates a state supported university including a College of Aviation and has a desire to commence certain aeronautical training in Florida; and

WHEREAS, Western Michigan University has a desire to Sublease Hangar Building 115 and the land as depicted and described in Exhibit A and where Charlotte County desires to Sublease said property to Western Michigan University.

THEREFORE, in consideration of the above recitals and for other valuable and valid consideration described herein the Parties hereby enter into the Hangar and Building Sublease Agreement pursuant to the terms and conditions below appearing:

MASTER LEASE.

1. MASTER LEASE. Sublessor is a tenant under a lease dated September 13, 2016 between Charlotte County Airport Authority and Sublessor (the "Master Lease") under which Sublessor leases property located at 28000 A-1 Airport Road, Punta Gorda, FL 33982, commonly known as Hangar 115 and the adjacent premises indicated in the Master Lease (the "Premises"). The Master Lease is attached hereto as Exhibit "A" and incorporated herein by reference.

PREMISES.

2. PREMISES. Sublessor now subleases to Sublessee on the terms and conditions set forth in this Sublease all of the Premises.

WARRANTY BY SUBLESSOR.

3. WARRANTBY SUBLESSOR. Sublessor warrants and represents to Sublessee that the Master Lease has not been amended or modified since its execution, that Sublessor is not now, and as of the commencement of the term of this Sublease, will not be, in default or breach of any of the provisions of the Master Lease, and that Sublessor has no knowledge of any claim by Lessor that Sublessor is in default or breach of any of the provisions of the Master Lease.
TERM.

4. TERM. The Term of this Sublease will commence on the date last executed by the parties hereto (Commencement Date), and end on September 13, 2019 (Termination Date), unless otherwise sooner terminated in accordance with the provisions of this Sublease or unless extended pursuant to the options to extend the term for the Master Lease. Possession of the Premises will be delivered to Sublessee no later than July 1, 2017. If for any reason Sublessor does not deliver possession to Sublessee on the commencement of the Term, Sublessor will not be subject to any liability for such failure, the Termination Date will not be extended by the delay, and the validity of this Sublease will not be impaired, but rent will abate until delivery of possession.

USE OF PREMISES.

5. USE OF PREMISES. The Premises will be used and occupied exclusively for the operation of a Western Michigan College of Aviation flight school, and uses directly related to the aviation education program, including but not limited to, classroom instruction, faculty offices, and other educational activities directly related to the education aviation curriculum, and in accordance with all provisions of the Master Lease, and for no other use or purpose.

RENT.

6. RENT. Sublessee will pay to Sublessor as minimum rent, without deduction, setoff, notice, or demand, at 18501 Murdock Circle, Suite 302, Port Charlotte, FL 33948, Florida or at another place as Sublessor may designate by notice to Sublessee, the sum of $1.00 per year, in advance to be paid on the anniversary date of said Sublease.

INSURANCE AND INDEMNIFICATION.

7. INSURANCE AND INDEMNIFICATION. Sublessee shall obtain and maintain insurance in the types and amounts specified in the Master Lease and agrees to name Sublessor as an additional insured. In addition to the commercial general liability coverage required by the Master Lease, Sublessee agrees to obtain and maintain the following insurance: Aircraft Liability Insurance at a limit of liability not less than $5,000,000 each occurrence and $5,000,000 annual aggregate. This coverage shall include Bodily Injury and Property Damage Liability; Personal and Advertising Injury Liability; Medical Payments each person $50,000 part of $5,000,000 each occurrence not in addition to; and Ground Hangarkeeper’s Property Damage Liability with Each Aircraft Limit of $5,000,000. The certificate holder shall be named; Charlotte County Airport Authority and Charlotte County Board of County Commissioners and each shall be named as additional insureds under the policy(s). Sublessee also agrees to and shall hold harmless and indemnify the Sublessor from and for any and all payments, expenses, costs, attorney fees and from and for any and all claims and liability for losses or damage to property or injuries to persons occasioned wholly or in part by or resulting from any acts or omissions by the Sublessee or the Sublessee’s agents, employees, guests, licensees, invitees, subtenants, assignees or successors, or for any cause or reason whatsoever arising out of or by reason of the occupancy or business of the Sublessee which result from any acts or omissions by the Sublessee or the Sublessee’s agents, employees, guests, licensees, invitees, subtenants, assignees or successors.

ASSIGNMENT AND SUBLETTING.

8. ASSIGNMENT AND SUBLETTING. Sublessee will not assign this Sublease or further sublet all or any part of the Premises without the prior written consent of Sublessor and the consent of Lessor. Sublessor may withhold its consent on any such assignment or further sublet at its sole discretion for any reason.
OTHER PROVISIONS OF SUBLEASE.

9. OTHER PROVISIONS OF SUBLEASE. Except as otherwise stated in this Sublease, all applicable terms and conditions of the Master Lease are incorporated into and made a part of this Sublease as if Sublessor were Lessor under the Master Lease, Sublessee Lessee under the Master Lease, and the Premises the Master Premises. Sublessee assumes and agrees to perform Lessee’s obligations under the Master Lease during the Term to the extent that those obligations are applicable to the Premises, except that the obligation to pay rent to Lessor under the Master Lease will be considered performed by Sublessee to the extent and in the amount rent is paid to Sublessor in accordance with Section 6 of this Sublease. Sublessee will not commit or suffer any act or omission that will violate any of the provisions of the Master Lease. Sublessor will exercise due diligence in attempting to cause Lessor to perform its obligations under the Master Lease for the benefit of Sublessee. If the Master Lease terminates, this Sublease will terminate and the parties will be relieved of any further liability or obligation under this Sublease, provided however, that if the Master Lease terminates as a result of a default or breach by Sublessor or Sublessee under this Sublease and/or the Master Lease, then the defaulting party will be liable to the nondefaulting party for the damage suffered as a result of the termination. Notwithstanding the foregoing, if the Master Lease gives Sublessor any right to terminate the Master Lease in the event of the partial or total damage, destruction, or condemnation of the Master Premises or the building or project of which the Master Premises are a part, Sublessor’s exercise of that right will not constitute a default or breach under this Sublease.

ATTORNEY FEES.

10. ATTORNEY FEES. If any party to this Sublease commences an action against the other party arising out of or in connection with this Sublease, the prevailing party will be entitled to recover its costs and reasonable attorney fees.

AGENCY DISCLOSURE.

11. AGENCY DISCLOSURE. Sublessor and Sublessee each warrant that they have dealt with no real estate broker in connection with this transaction and no real estate brokerage commission is owed.

NOTICES.

12. NOTICES. All notices, requests, demands, or other communications required under this agreement must be in writing and will be deemed to have been duly given if either delivered by hand, courier, or personally on the date of delivery, or if mailed by certified or registered mail with postage prepaid, on the third business day after the date on which it is so mailed:

To Sublessor:

Economic Development

18501 Murdock Circle, Suite 302

Port Charlotte, FL 33948

Copy to: County Attorney

18500 Murdock Circle, Bldg. A, Suite 573

Port Charlotte, FL 33948
To Sublessee:

Jan Van der Kley, Vice-President of Business and Finance  
Office of Business and Finance, Western Michigan University  
1903 W. Michigan Avenue  
Kalamazoo, MI 49008  

Either party may designate a different address by sending notice of address change to the other party at the address set forth above.

MERGER.

13. MERGER. This Sublease constitutes the final, complete, and exclusive agreement between the parties on the matters contained in this Sublease. All prior and contemporaneous negotiations and agreements between the parties on the matters contained in this Sublease are expressly merged into and superseded by this Sublease. In entering into this Sublease, neither party has relied on any statement, representation, warranty, nor agreement of the other party except for those expressly contained in this Sublease.

COMPLIANCE.

14. COMPLIANCE. The parties agree to comply with all applicable federal, state, and local laws, regulations, codes, and ordinances having jurisdiction over the parties, property, or the subject matter of this Sublease.

BOARD APPROVAL

15. BOARD APPROVAL. This Sublease is subject to the approval of the Western Michigan University Board of Trustees and will be submitted for approval at its next formal meeting.

IN WITNESS WHEREOF, the parties have set their hands and seals this ________ day of __________ 2016.

THE BOARD OF TRUSTEES OF WESTERN MICHIGAN UNIVERSITY

___________________________________________  By___________________________________________

WITNESS:

WITNESS:
WITNESS:
Barbara T. Scott, Clerk of Circuit Court and Ex-officio Clerk to the Board of County Commissioners

By: Michelle DeBrandes
   Deputy Clerk
   A 2016-074

BOARD OF COUNTY COMMISSIONERS OF CHARLOTTE COUNTY, FLORIDA

By: William G. True
   Chairman

Date: 1/22/16

APPROVED AS TO FORM AND LEGAL SUFFICIENCY

By: Janette S. Knowlton
   County Attorney
   LR 16-0281
PROPOSAL:  Sublease Agreement between Western Michigan University and Charlotte County Florida

Background

As Western Michigan University continues to expand its scope of being a learner centered institution and to distinguish itself in all aspects of higher education we are continuing our efforts to offer educational opportunities nationally as well as internationally. We are requesting approval to enter into a Hanger and Building Sublease Agreement with Charlotte County located in Florida. We will be offering aviation and aeronautical training programs and opportunities at this location through our College of Aviation.

Charlotte County has entered into a lease with the Charlotte County Airport Authority. It is the County’s intent to pay for renovations for the space which will facilitate WMU’s use of the facility. Charlotte County in turn is subleasing the space to WMU.

Under the terms of this lease, Western Michigan University agrees to pay to Charlotte County one-dollar ($1) per year as a lease rental payment. Western Michigan University is responsible for the maintenance, utilities, and all other operating costs of the facility.

The term of this Sublease commences on the last date executed by the parties and terminates on September 13, 2019. Two (2) additional one-year terms are provided for in the lease. This Sublease is also subject to the terms and conditions of a Master Lease between Charlotte County and The Charlotte County Airport Authority. All terms and conditions of the Master Lease have been reviewed extensively by the Dean of the College of Aviation and senior staff as well as The General Counsel’s Office.

We are presenting for your approval the Sublease agreement between Western Michigan University and Charlotte County and we are asking for your approval to allow the Vice President for Business and Finance and the Associate Vice President for Business and Finance to negotiate any additional terms to effectuate the lease. The lease is considered to be in its final form and so at this point it is not likely that any additional terms or conditions will be required. It is still possible that minor adjustments to the terms may be necessary however to this Sublease as well as The Master Lease between Charlotte County and The Charlotte County Airport Authority.

Recommended Motion

It is recommended the Board approve the Sublease agreement between Western Michigan University and Charlotte County Florida and authorizes the Vice President for Business and Finance and the Associate Vice President for Business and Finance to negotiate any additional terms relating thereto if necessary.
PROPOSAL: Revised Bylaws for the Paper Technology Foundation

Background

The Paper Technology Foundation Board of Trustees has reviewed and approved revisions to the bylaws of the Paper Technology Foundation. One of the final authorities reserved to the Board of Western Michigan University is to adopt the bylaws of all Western Michigan University foundations, and all other associated and related entities. As a result, the revisions to the Paper Technology Foundation bylaws require your approval.

The noteworthy changes to the bylaws include the following additions and revisions:

- Addition of Endowed Professor Endowment
- Addition of Outstanding Senior Award
- Inclusion of Audit Committee description and 990 review responsibility
- Revised membership classifications
- Revised election of Officer terms
- Revised meeting notifications
- Removed proxy voting

The Paper Technology Foundation Board recommends the WMU Board of Trustees approve the revised bylaws of the Paper Technology Foundation.

Recommended Motion

It is recommended the Board approve revisions to the Paper Technology Foundation bylaws as provided on the attached document.
PROPOSAL: GIFT REPORT

Background

This report includes activity for the months of September and October. The year-to-date total gifts, pledges and deferred commitments for the current period ending October 31, 2016 is $16,711,901. Information regarding major gifts for September and October is provided.

Recommended Motion

It is recommended this gift report, including activity for the months of September and October, be approved.
# WMU Foundation

## Summary Gift & Commitment Report

### By Area of Designation

#### 7/1/16-10/31/16

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<th>Cash Pledged</th>
<th>Planned Gifts Received</th>
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<td>WMUK-FM Radio</td>
<td>1,688</td>
<td>120,691</td>
<td>263</td>
<td>32,437</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>1,692</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>5,828</td>
<td>7,518,577</td>
<td>927</td>
<td>486,531</td>
<td>6</td>
<td>462,456</td>
<td>14</td>
<td>8,123,013</td>
<td>6,416</td>
</tr>
</tbody>
</table>

**Definitions:**

- **Cash Received:** Includes all cash gifts and pledge payments from living donors.
- **Cash Pledged:** Includes all new pledges.
- **Planned Gifts Received:** Includes all bequests (estate gifts) received.
- **Planned Gifts Pledged:** Includes all new bequests (estate pledges) from living donors.
- **Inkind Received:** Includes all inkind gifts received (e.g., personal property, company products, etc.).
- **Inkind Pledged:** Includes all new inkind pledges (e.g., personal property, company products, etc.).

**Distinct Donors:** 5,916

*In this column, the donor is counted only once per category. For example, if a donor gave a cash gift to Athletics and one to Business the donor would be counted twice. However, if the same donor gave a

**This includes funds for areas such as Alumni Association, Miller Auditorium, Landscape Services, Campus Facilities, etc. that don't fall into categories listed above.*
## WMU Foundation

### Summary Gift & Commitment Report

#### Five Year Comparison

<table>
<thead>
<tr>
<th>Support by Area of Designation</th>
<th>FY2012-13</th>
<th>FY2013-14</th>
<th>FY2014-15</th>
<th>FY2015-16</th>
<th>As of 10/31/16</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Donors*</td>
<td>Dollars</td>
<td>Donors*</td>
<td>Dollars</td>
<td>Donors*</td>
</tr>
<tr>
<td>Athletics</td>
<td>2,423</td>
<td>$3,935,717</td>
<td>2,396</td>
<td>$2,913,156</td>
<td>2,249</td>
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<tr>
<td>Arts and Sciences</td>
<td>2,698</td>
<td>$2,681,615</td>
<td>2,001</td>
<td>$1,260,553</td>
<td>1,663</td>
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<tr>
<td>Aviation</td>
<td>335</td>
<td>$511,952</td>
<td>273</td>
<td>$385,918</td>
<td>189</td>
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<td>Education &amp; Human Development</td>
<td>2,414</td>
<td>$332,250</td>
<td>1,277</td>
<td>$3,488,638</td>
<td>1,191</td>
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<tr>
<td>Engineering &amp; Applied Sciences</td>
<td>1,055</td>
<td>$2,784,560</td>
<td>681</td>
<td>$1,271,047</td>
<td>516</td>
</tr>
<tr>
<td>Fine Arts</td>
<td>2,183</td>
<td>$2,522,061</td>
<td>1,672</td>
<td>$829,876</td>
<td>1,657</td>
</tr>
<tr>
<td>Health and Human Services</td>
<td>1,488</td>
<td>$332,250</td>
<td>1,109</td>
<td>$1,551,299</td>
<td>899</td>
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<tr>
<td>Business</td>
<td>2,132</td>
<td>$1,418,849</td>
<td>1,522</td>
<td>$1,420,506</td>
<td>1,135</td>
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<tr>
<td>Haenicke Institute</td>
<td>101</td>
<td>$20,855</td>
<td>45</td>
<td>$34,728</td>
<td>28</td>
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<tr>
<td>Lee Honors College</td>
<td>186</td>
<td>$528,104</td>
<td>130</td>
<td>$128,575</td>
<td>206</td>
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<tr>
<td>Medallion Scholarship Program</td>
<td>101</td>
<td>$103,024</td>
<td>71</td>
<td>$61,637</td>
<td>43</td>
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<tr>
<td>Medical School</td>
<td>204</td>
<td>$41,534,440</td>
<td>407</td>
<td>$46,969,031</td>
<td>449</td>
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<tr>
<td>Other**</td>
<td>989</td>
<td>$3,388,623</td>
<td>646</td>
<td>$1,601,372</td>
<td>2,467</td>
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<tr>
<td>Paper Technology Foundation</td>
<td>76</td>
<td>$157,801</td>
<td>92</td>
<td>$289,289</td>
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<tr>
<td>Student Affairs</td>
<td>289</td>
<td>$22,861</td>
<td>155</td>
<td>$27,915</td>
<td>272</td>
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<tr>
<td>Student Financial Aid</td>
<td>395</td>
<td>$1,046,366</td>
<td>722</td>
<td>$3,711,982</td>
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<tr>
<td>University Libraries</td>
<td>282</td>
<td>$898,845</td>
<td>276</td>
<td>$608,297</td>
<td>231</td>
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<tr>
<td>Unrestricted</td>
<td>2,768</td>
<td>$1,855,557</td>
<td>1,910</td>
<td>$367,353</td>
<td>2,065</td>
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<tr>
<td>WMUK-FM Radio</td>
<td>4,452</td>
<td>$496,876</td>
<td>3,923</td>
<td>$442,670</td>
<td>3,673</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>24,571</td>
<td>64,871,813</td>
<td>19,308</td>
<td>67,363,644</td>
<td>19,271</td>
</tr>
<tr>
<td>Cash Received</td>
<td>20,806</td>
<td>35,241,513</td>
<td>16,750</td>
<td>38,926,735</td>
<td>17,770</td>
</tr>
<tr>
<td>Cash Pledged</td>
<td>4,197</td>
<td>24,624,818</td>
<td>3,048</td>
<td>21,039,335</td>
<td>2,135</td>
</tr>
<tr>
<td>Planned Gifts Pledged</td>
<td>18</td>
<td>4,372,000</td>
<td>15</td>
<td>3,019,000</td>
<td>27</td>
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<tr>
<td>Inkind Received</td>
<td>276</td>
<td>570,088</td>
<td>305</td>
<td>4,346,451</td>
<td>204</td>
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<tr>
<td>Inkind Pledged</td>
<td>14</td>
<td>63,394</td>
<td>16</td>
<td>32,123</td>
<td>12</td>
</tr>
</tbody>
</table>

### Definitions:

- **Cash Received**: Includes all cash gifts and pledge payments from living donors.
- **Cash Pledged**: Includes all new pledges.
- **Planned Gifts Pledged**: Includes all new bequests (estate pledges) from living donors.
- **Inkind Received**: Includes all inkind gifts received (e.g., personal property, company products, etc.).
- **Inkind Pledged**: Includes all new inkind pledges (e.g., personal property, company products, etc.).

*In this column, the donor is counted only once per category. For example, if a donor gave a cash gift to Athletics and one to Business the donor would be counted twice. However, if the same donor gave a

**This includes funds for areas such as Alumni Association, Miller Auditorium, Landscape Services, Campus Facilities,*
**New Gifts:**

<table>
<thead>
<tr>
<th>Name</th>
<th>Amount</th>
<th>Fund</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hazel Bullard</td>
<td>$10,000</td>
<td>Dr. Susan K. Bullard Endowed Scholarship Fund</td>
</tr>
<tr>
<td>Edward and Stephanie Fletcher</td>
<td>10,000</td>
<td>Rose Iciek Memorial Scholarship in Elementary and Secondary Education</td>
</tr>
<tr>
<td>Frederick Construction, Inc.</td>
<td>12,020</td>
<td>Mike Gary Athletic Fund</td>
</tr>
<tr>
<td>Kelly Lycan</td>
<td>16,148</td>
<td>Gary Fund for women's track</td>
</tr>
<tr>
<td>Carolyn Mesara</td>
<td>20,000</td>
<td>Haenicke Institute for Global Education Study Abroad Fund</td>
</tr>
<tr>
<td>Michael J. Monaco</td>
<td>15,000</td>
<td>Biological Sciences Department</td>
</tr>
<tr>
<td>Monroe-Brown Foundation</td>
<td>212,000</td>
<td>Product Design and Innovation Center Capital Fund</td>
</tr>
<tr>
<td>PNC Bank</td>
<td>14,111</td>
<td>Football Special Projects Fund</td>
</tr>
<tr>
<td>Linda A. Powell</td>
<td>10,000</td>
<td>Archives and Regional History Collections</td>
</tr>
<tr>
<td>Schupan &amp; Sons, Inc.</td>
<td>12,020</td>
<td>Mike Gary Athletic Fund</td>
</tr>
<tr>
<td>Robert L. Smith Estate</td>
<td>51,749</td>
<td>Robert L. and Carol Payne Smith Opera Enrichment Endowment</td>
</tr>
<tr>
<td>Southwest Michigan First</td>
<td>12,020</td>
<td>Mike Gary Athletic Fund</td>
</tr>
<tr>
<td>Anonymous Donor</td>
<td>10,983</td>
<td>Interdisciplinary Health Sciences Ph.D. Program</td>
</tr>
</tbody>
</table>

**New Pledges:**

<table>
<thead>
<tr>
<th>Name</th>
<th>Amount</th>
<th>Fund</th>
</tr>
</thead>
<tbody>
<tr>
<td>American Village Builders, Inc.</td>
<td>$50,000</td>
<td>Football Special Projects Fund</td>
</tr>
<tr>
<td>Anonymous Donor</td>
<td>25,000</td>
<td>School of Music for the Jazz Studies Program</td>
</tr>
<tr>
<td>PNC Bank</td>
<td>50,000</td>
<td>Mike Gary Athletic Fund</td>
</tr>
<tr>
<td>Paul and Julie Yelsma</td>
<td>10,000</td>
<td>Paul and Julie Yelsma Endowed Family Communications Scholarship</td>
</tr>
</tbody>
</table>
New Deferred:

<table>
<thead>
<tr>
<th>Donor</th>
<th>Amount</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anonymous Donors</td>
<td>$5,200,000</td>
<td>Bequest</td>
</tr>
<tr>
<td>Douglas J. Kiersey</td>
<td>100,000</td>
<td>Bequest</td>
</tr>
<tr>
<td>Anonymous Donor</td>
<td>750,000</td>
<td>Bequest</td>
</tr>
<tr>
<td>Lewis Walker</td>
<td>1,023,013</td>
<td>Bequest</td>
</tr>
</tbody>
</table>

* Paper Technology Foundation, Inc. gifts.
**WMU Homer Stryker M.D. School of Medicine gifts.
PROPOSAL:  Grant Report

Background

The grant report for the months of September and October 2016 indicates a total of $7,526,565.70 in externally funded awards. Of the total, September awards amounted to $5,208,996.98 or 69 percent and October awards amounted to $2,317,568.72 or 31 percent. The year-to-date total is $12,521,161.52.

September and October 2016

Awards by Category

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Instruction</td>
<td>514,357.86</td>
</tr>
<tr>
<td>Research</td>
<td>4,914,365.34</td>
</tr>
<tr>
<td>Public Service</td>
<td>1,804,545.50</td>
</tr>
<tr>
<td>Academic Support</td>
<td>0.00</td>
</tr>
<tr>
<td>Student Services</td>
<td>293,297.00</td>
</tr>
<tr>
<td>Institutional Support</td>
<td>0.00</td>
</tr>
<tr>
<td>Operations and Maintenance of Plant</td>
<td>0.00</td>
</tr>
<tr>
<td>Scholarships and Fellowships</td>
<td>0.00</td>
</tr>
<tr>
<td>Total for September and October 2016</td>
<td>$7,526,565.70</td>
</tr>
</tbody>
</table>


Recommended Motion

It is recommended the grant report for September and October 2016 be approved.
**Western Michigan University**

**Grants Awarded**

**September 2016 to October 2016**

<table>
<thead>
<tr>
<th>DESCRIPTION</th>
<th>SPONSOR</th>
<th>DIRECTOR</th>
<th>AMOUNT</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Instruction</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>To develop, offer, and evaluate an American Economic Association Summer Program with MSU targeted to include 25-35 participants in each of the first three years (New)</td>
<td>National Science Foundation</td>
<td>Dr. Christine Moser Economics</td>
<td>$198,200.00</td>
<td>9/1/2016</td>
</tr>
<tr>
<td>To develop academic opportunities focused on South Asia and Southeast Asia for local higher-learning institutions and their surrounding communities (New)</td>
<td>U.S. Department of Education</td>
<td>Dr. Alexander Michael Cannon College of Fine Arts Dr. Jane Elizabeth Blyth Haenicke Institute for International Studies</td>
<td>$107,321.00</td>
<td>10/5/2016</td>
</tr>
<tr>
<td>To provide evidence-based behavioral assessment and treatment for children, adolescents, and adults receiving services through the Van Buren Intermediate School District (Renewal)</td>
<td>Van Buren ISD</td>
<td>Dr. Jessica E Frieder Psychology</td>
<td>$88,710.42</td>
<td>9/6/2016</td>
</tr>
<tr>
<td>To provide clinical training experiences for WMU students via a service practicum at Great Lakes Center for Autism Treatment and Research (Amendment)</td>
<td>Residential Opportunities Incorporated</td>
<td>Dr. R Wayne Fuqua Psychology</td>
<td>$51,708.00</td>
<td>10/28/2016</td>
</tr>
<tr>
<td>To study how the functioning of Departmental Action Teams are linked to the specifics of a given institution (New)</td>
<td>University of Colorado, Boulder</td>
<td>Dr. Andrea L Beach Center for Research on Instructional Change in Postsecondary Education</td>
<td>$35,006.00</td>
<td>10/15/2016</td>
</tr>
<tr>
<td>To provide behavioral intervention for children at Portage Public Schools (New)</td>
<td>Portage Public Schools</td>
<td>Dr. Stephanie M Peterson Psychology</td>
<td>$25,659.00</td>
<td>9/19/2016</td>
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</table>
### Instruction

<table>
<thead>
<tr>
<th>DESCRIPTION</th>
<th>SPONSOR</th>
<th>DIRECTOR</th>
<th>AMOUNT</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>To provide a rehabilitation counseling long term training program designed</td>
<td>U.S. Department of Education</td>
<td>Dr. Jennipher Wiebold</td>
<td>$4,253.44</td>
<td>10/7/2016</td>
</tr>
<tr>
<td>to address personnel shortages (Non-Competing Continuation)</td>
<td></td>
<td>Dr. Patrick H Munley</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Counselor Education and Counseling Psychology</td>
<td></td>
<td></td>
</tr>
<tr>
<td>To support the operation of the WMU Michigan Corporate Relations Network</td>
<td>University of Michigan</td>
<td>Ms. Lisa R Garcia</td>
<td>$3,500.00</td>
<td>9/15/2016</td>
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<tr>
<td>(MCRN) office and the Small Company Internship Program (SCIP) (Supplemental)</td>
<td></td>
<td>Haworth College of Business</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**TOTAL INSTRUCTION** $514,357.86

### Research

<table>
<thead>
<tr>
<th>DESCRIPTION</th>
<th>SPONSOR</th>
<th>DIRECTOR</th>
<th>AMOUNT</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>To further expand efforts to catalyze and support improvement in the conduct</td>
<td>National Science Foundation</td>
<td>Dr. Lori A Wingate</td>
<td>$1,599,872.00</td>
<td>9/8/2016</td>
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<tr>
<td>and use of ATE project and center evaluations (New)</td>
<td></td>
<td>Dr. Arlen R Gullickson</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>The Evaluation Center</td>
<td></td>
<td></td>
</tr>
<tr>
<td>To investigate how types and orientations of surface treatments impact the</td>
<td>U.S. Department of Health and Human Services</td>
<td>Dr. Robert Shawn Wall Emerson</td>
<td>$587,055.00</td>
<td>10/7/2016</td>
</tr>
<tr>
<td>ability of people who are blind to identify, find, and orient at crossing</td>
<td></td>
<td>Blindness and Low Vision Studies</td>
<td></td>
<td></td>
</tr>
<tr>
<td>places, particularly roundabouts; as well as extend the investigation to</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>people with mobility impairments</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>To create a coalition of stakeholders in Michigan's geological resources,</td>
<td>Michigan Department of Environmental Quality</td>
<td>Mr. John Yellich</td>
<td>$500,000.00</td>
<td>9/12/2016</td>
</tr>
<tr>
<td>solicit and address their needs and develop short- and long-term resource</td>
<td></td>
<td>Geosciences</td>
<td></td>
<td></td>
</tr>
<tr>
<td>management strategies (New)</td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>
### Research

<table>
<thead>
<tr>
<th>DESCRIPTION</th>
<th>SPONSOR</th>
<th>DIRECTOR</th>
<th>AMOUNT</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>To evaluate the prevalence of reflexive middle ear contractions in the US population (Non-Competing Continuation)</td>
<td>Geneva Foundation</td>
<td>Dr. Gregory A Flamme&lt;br&gt;Dr. Stephen M Tasko&lt;br&gt;Speech Pathology and Audiology</td>
<td>$427,889.00</td>
<td>9/21/2016</td>
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<tr>
<td>To develop analysis tools for bridge construction with a focus on structural elements during various stages of construction (New)</td>
<td>Michigan Department of Transportation</td>
<td>Dr. Haluk M Aktan&lt;br&gt;Dr. Upul Bandara Attanayake&lt;br&gt;Civil and Construction Engineering</td>
<td>$271,682.28</td>
<td>10/3/2016</td>
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<tr>
<td>To increase recruitment of underrepresented minority and low income students into health professions, and ultimately improve access to primary care in under-served areas (Supplemental)</td>
<td>Wayne State University</td>
<td>Dr. Robert A Wertkin&lt;br&gt;School of Interdisciplinary Health Programs</td>
<td>$208,738.00</td>
<td>10/12/2016</td>
</tr>
<tr>
<td>To provide technical assistance to states and territories to improve education and outcomes of individuals with deafness or low vision (Non-Competing Continuation)</td>
<td>California State University-Northridge</td>
<td>Dr. Jennifer L Coyle&lt;br&gt;Vice President for Research</td>
<td>$146,372.00</td>
<td>10/26/2016</td>
</tr>
<tr>
<td>To implement behavioral-based traffic safety programming by developing performance standards for overtime traffic enforcement activities (New)</td>
<td>Michigan Office of Highway Safety Planning</td>
<td>Dr. Valerian Kwigizile&lt;br&gt;Dr. Jun-Seok Oh&lt;br&gt;Civil and Construction Engineering</td>
<td>$129,868.00</td>
<td>10/5/2016</td>
</tr>
<tr>
<td>To assess critical water and other natural resources by mapping the bedrock and surficial geology in Michigan's Cass and Dickinson counties (New)</td>
<td>U.S. Geological Survey</td>
<td>Mr. John Yellich&lt;br&gt;Dr. Alan Kelew&lt;br&gt;Dr. Joyashish Thakurta&lt;br&gt;Geosciences</td>
<td>$124,687.00</td>
<td>9/1/2016</td>
</tr>
</tbody>
</table>
## Research

<table>
<thead>
<tr>
<th>DESCRIPTION</th>
<th>SPONSOR</th>
<th>DIRECTOR</th>
<th>AMOUNT</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>To investigate the behavior of ionic liquids when they are subjected to plasma discharges or used as the propellant in plasma discharges by combining experimental and numerical modeling methods (Non-Competing Continuation)</td>
<td>Air Force Office of Scientific Research</td>
<td>Dr. Kristina Lemmer, Mechanical and Aerospace Engineering</td>
<td>$120,000.00</td>
<td>9/1/2016</td>
</tr>
<tr>
<td>To provide technical assistance to the Michigan Department of Education by conducting a cross-site evaluation of Title II A(3) program (Non-Competing Continuation)</td>
<td>Michigan Department of Education</td>
<td>Dr. Maryanne Sydlik, Dr. Mark Jenness, SAMPI</td>
<td>$119,811.00</td>
<td>10/28/16</td>
</tr>
<tr>
<td>To prioritize and improve safety measures for traffic enforcement and seat belt usage by combining and analyzing existing data sets (New)</td>
<td>Michigan Office of Highway Safety Planning</td>
<td>Dr. Valerian Kwigizile, Dr. Jun-Seok Oh, Civil and Construction Engineering</td>
<td>$95,780.00</td>
<td>10/12/16</td>
</tr>
<tr>
<td>To conduct translational research on structural durability for field implementation (New)</td>
<td>Michigan Department of Transportation</td>
<td>Dr. Haluk M Aktan, Civil and Construction Engineering</td>
<td>$78,118.61</td>
<td>9/27/16</td>
</tr>
<tr>
<td>To monitor critical water and aggregate resources by continuing the mapping of two half quadrangles in Cass County (New)</td>
<td>U.S. Geological Survey</td>
<td>Mr. John Yellich, Dr. Alan Kehew, Geosciences</td>
<td>$72,524.00</td>
<td>9/1/2016</td>
</tr>
<tr>
<td>To develop an integrated, systems-based approach to predict the capacity of the Truckee-Carson river system and its resilience in the face of challenges from extreme weather events and economic growth (New)</td>
<td>Desert Research Institute</td>
<td>Dr. Donald M Reeves, Geosciences</td>
<td>$71,595.45</td>
<td>9/2/2016</td>
</tr>
<tr>
<td>DESCRIPTION</td>
<td>SPONSOR</td>
<td>DIRECTOR</td>
<td>AMOUNT</td>
<td>DATE</td>
</tr>
<tr>
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<tr>
<td>To provide departmental evaluation for the &quot;Computer Science Teaching Faculty Workshops&quot; project (Renewal)</td>
<td>University of California, San Diego</td>
<td>Dr. Andrea L Beach&lt;br&gt;Dr. Charles R Henderson&lt;br&gt;Center for Research on Instructional Change in Postsecondary Education</td>
<td>$42,927.00</td>
<td>9/14/2016</td>
</tr>
<tr>
<td>To provide evaluation services to the Kalamazoo Public Library for their ONEplace program (New)</td>
<td>Kalamazoo Public Library</td>
<td>Dr. Bradley Watts&lt;br&gt;The Evaluation Center</td>
<td>$39,338.00</td>
<td>10/5/2016</td>
</tr>
<tr>
<td>To preserve and inventory geological core collections from southeast Michigan (New)</td>
<td>U.S. Geological Survey</td>
<td>Dr. William B Harrison III&lt;br&gt;Geosciences</td>
<td>$37,289.00</td>
<td>9/15/2016</td>
</tr>
<tr>
<td>To provide technical assistance and consultation to a network of 33 math and science centers in Michigan (Amendment)</td>
<td>Michigan Mathematics &amp; Science Centers UCI Division</td>
<td>Dr. Maryanne Sydlik&lt;br&gt;SAMPI</td>
<td>$30,563.00</td>
<td>10/12/2016</td>
</tr>
<tr>
<td>To investigate the polar atmospheric dynamics of Saturn through numerical modeling and seek to answer questions about the origins of Saturn's polar vortices (New)</td>
<td>National Aeronautics and Space Administration</td>
<td>Dr. William W Liou&lt;br&gt;Mechanical and Aerospace Engineering</td>
<td>$30,000.00</td>
<td>9/15/2016</td>
</tr>
<tr>
<td>To examine the efficacy of a home based behavioral intervention to prevent unintentional injuries among 40 children ages 1 - 3 (New)</td>
<td>Nationwide Children's Hospital, Research Institute</td>
<td>Dr. Amy L Damashek&lt;br&gt;Psychology</td>
<td>$25,000.00</td>
<td>9/19/2016</td>
</tr>
<tr>
<td>DESCRIPTION</td>
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<tr>
<td><strong>Research</strong></td>
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<tr>
<td>To carry out a larger-scale field trial to further test the efficacy of chitosan to reduce mortality of two bat species in a novel site (New)</td>
<td>The Nature Conservancy</td>
<td>Dr. Maarten Vonhof&lt;br&gt;Dr. Robert R Eversole&lt;br&gt;Biological Sciences</td>
<td>$25,000.00</td>
<td>9/9/2016</td>
</tr>
<tr>
<td>To recommend strategies and countermeasures to reduce the number of crashes, fatalities and injuries involving commercial motor vehicles (New)</td>
<td>Michigan Office of Highway Safety Planning</td>
<td>Dr. Valerian Kwizigile&lt;br&gt;Dr. Abiola A Akanmu&lt;br&gt;Dr. Jun-Seok Oh&lt;br&gt;Civil and Construction Engineering</td>
<td>$24,809.00</td>
<td>10/10/2016</td>
</tr>
<tr>
<td>To test the effectiveness of chitosan solution to increase the survival of White Nose Syndrome affected bats (New)</td>
<td>Bat conservation International</td>
<td>Dr. Maarten Vonhof&lt;br&gt;Dr. Robert R Eversole&lt;br&gt;Biological Sciences</td>
<td>$22,510.00</td>
<td>9/19/2016</td>
</tr>
<tr>
<td>To evaluate a project that trains K-8 teachers in a mathematics recovery program (Amendment)</td>
<td>Muskegon Area ISD (MAISD) Math &amp; Science Center</td>
<td>Dr. Maryanne Sydlik&lt;br&gt;Dr. Kristin Everett&lt;br&gt;Dr. Robert J Ruhl&lt;br&gt;SAIPI</td>
<td>$21,012.00</td>
<td>9/13/2016</td>
</tr>
<tr>
<td>To determine the atomic data for those ions of Br (Z=35) and Rb (Z=37) that have been detected in astrophysical nebulae (Amendment)</td>
<td>University of West Georgia</td>
<td>Dr. Manuel A Bautista&lt;br&gt;Physics</td>
<td>$20,139.00</td>
<td>9/28/2016</td>
</tr>
<tr>
<td>To establish a new vision for manufacturing cyber-security based upon modeling and correlating cyber events that occur in a product/process development cycle (New)</td>
<td>Virginia Polytechnic Institute and State University</td>
<td>Dr. Lee Wells&lt;br&gt;Industrial and Entrepreneurial Engineering and Engineering Management</td>
<td>$16,368.00</td>
<td>9/23/2016</td>
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### Research

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<tr>
<th>Description</th>
<th>Sponsor</th>
<th>Director</th>
<th>Amount</th>
<th>Date</th>
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</thead>
<tbody>
<tr>
<td>To make arrangements for heavy ion irradiation (Supplemental)</td>
<td>Argonne National Laboratory</td>
<td>Dr. Asghar Kayani (Physics)</td>
<td>$15,000.00</td>
<td>10/5/2016</td>
</tr>
<tr>
<td>To evaluate the TOTO Washlet for independent and assisted living residents (New)</td>
<td>Toto Corporation</td>
<td>Dr. Amy Wagenfeld (Occupational Therapy)</td>
<td>$10,418.00</td>
<td>10/5/2016</td>
</tr>
</tbody>
</table>

**Total Research** $4,914,365.34

### Public Service

<table>
<thead>
<tr>
<th>Description</th>
<th>Sponsor</th>
<th>Director</th>
<th>Amount</th>
<th>Date</th>
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</thead>
<tbody>
<tr>
<td>To identify, treat, and improve the social and emotional well being and developmental functioning of foster care children in Genesee County using a trauma-informed system framework (Non-Competing Continuation)</td>
<td>U.S. Department of Health and Human Services</td>
<td>Dr. James A Henry (Ms. Connie Black-Pond, Dr. Margaret Richardson, School of Social Work)</td>
<td>$638,617.00</td>
<td>9/7/2016</td>
</tr>
<tr>
<td>To provide daily living, communication, behavior control, and social skill services to developmentally disabled adults (Supplemental)</td>
<td>Kalamazoo Community Mental Health Services</td>
<td>Dr. Carol Sundberg (Center for Disability Services)</td>
<td>$505,024.50</td>
<td>9/30/2016</td>
</tr>
<tr>
<td>To provide midwest WIC state of Michigan clients with access to wichealth.org as a resource for meeting WIC secondary contact (Renewal)</td>
<td>Michigan Department of Health and Human Services</td>
<td>Dr. Robert J Bensley (Human Performance and Health Education)</td>
<td>$196,065.00</td>
<td>10/5/2016</td>
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### Public Service

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</thead>
<tbody>
<tr>
<td>To continue the Autism Center of Excellence initiative and contribute to the overall sustainability of the Kalamazoo Autism Center and teleconsultation aspects of the project (New)</td>
<td>Michigan Department of Health and Human Services</td>
<td>Dr. Stephanie M Peterson Psychology</td>
<td>$150,000.00</td>
<td>9/22/2016</td>
</tr>
<tr>
<td>To implement behavioral analysis and intervention for individuals with cognitive impairment in skilled nursing facilities (Supplemental)</td>
<td>Michigan Department of Health and Human Services</td>
<td>Dr. Janet S Hahn Dr. Jonathan Baker Psychology</td>
<td>$103,171.00</td>
<td>10/1/2016</td>
</tr>
<tr>
<td>To provide Kentucky WIC clients with access to wichealth.org as a resource for meeting WIC secondary contact (Renewal)</td>
<td>State of Kentucky</td>
<td>Dr. Robert J Bensley Human Performance and Health Education</td>
<td>$63,040.00</td>
<td>10/4/2016</td>
</tr>
<tr>
<td>To provide Nevada WIC clients with access to wichealth.org as a resource for meeting WIC secondary contact (New)</td>
<td>State of Nevada WIC Program</td>
<td>Dr. Robert J Bensley Human Performance and Health Education</td>
<td>$21,328.00</td>
<td>10/15/2016</td>
</tr>
<tr>
<td>To develop a bilingual lesson focusing on seafood for inclusion into the wichealth.org nutrition education system (New)</td>
<td>Seafood Nutrition Partnership</td>
<td>Dr. Robert J Bensley Human Performance and Health Education</td>
<td>$18,798.00</td>
<td>9/26/2016</td>
</tr>
<tr>
<td>To provide South Dakota WIC clients with access to wichealth.org as a resource for meeting WIC secondary contact (Amendment)</td>
<td>State of South Dakota</td>
<td>Dr. Robert J Bensley Human Performance and Health Education</td>
<td>$17,360.00</td>
<td>10/4/2016</td>
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## Public Service

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<tr>
<td>To provide FAS assessments; reports to the Birth Defects Registry as appropriate; training on the impact of FAS and partial FAS; and participate in the State FAS interagency workgroup (Non-Competing Continuation)</td>
<td>Michigan Department of Health and Human Services</td>
<td>Ms. Connie Black-Pond&lt;br&gt;Ms. Denise Wheatley&lt;br&gt;School of Social Work</td>
<td>$16,500.00</td>
<td>9/28/2016</td>
</tr>
<tr>
<td>To provide Kansas WIC clients with access to wichealth.org as a resource for meeting WIC secondary contact (Renewal)</td>
<td>Kansas Department of Administration</td>
<td>Dr. Robert J Bensley&lt;br&gt;Human Performance and Health Education</td>
<td>$14,880.00</td>
<td>10/12/2016</td>
</tr>
<tr>
<td>To provide Nebraska WIC clients with access to wichealth.org as a resource for meeting WIC secondary contact (New)</td>
<td>State of Nebraska</td>
<td>Dr. Robert J Bensley&lt;br&gt;Human Performance and Health Education</td>
<td>$14,880.00</td>
<td>9/16/2016</td>
</tr>
<tr>
<td>To provide Maine WIC clients with access to wichealth.org as a resource for meeting WIC secondary contact (Renewal)</td>
<td>State of Maine Department of Health and Human Services</td>
<td>Dr. Robert J Bensley&lt;br&gt;Human Performance and Health Education</td>
<td>$11,160.00</td>
<td>9/15/2016</td>
</tr>
<tr>
<td>To support ACTIVATE: MIDWEST, a new play festival designed to build connections between the Kalamazoo community and professional theatre artists throughout Michigan and the upper Midwest (Non-Competing Continuation)</td>
<td>Michigan Council for Arts and Cultural Affairs</td>
<td>Dr. Joan F Herrington&lt;br&gt;Theatre</td>
<td>$10,623.00</td>
<td>10/20/2016</td>
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# Public Service

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<tbody>
<tr>
<td>To provide Alaska WIC clients access to services and support associated with the wichealth.org nutrition education system (Renewal)</td>
<td>Alaska Department of Health &amp; Social Services</td>
<td>Dr. Robert J Bensley Human Performance and Health Education</td>
<td>$8,379.00</td>
<td>10/4/2016</td>
</tr>
<tr>
<td>To deliver the 2016-2017 Werner Sichel Lecture Series (Non-Competing Continuation)</td>
<td>The W.E. Upjohn Institute for Employment Research</td>
<td>Dr. Donald J Meyer Economics</td>
<td>$6,000.00</td>
<td>9/30/2016</td>
</tr>
<tr>
<td>To teach 50 music students grades 6-12 in the Kalamazoo Public Schools the history about Motown and its music. The students will visit the Motown Museum in Detroit and will view the opening night performance of Motown the Musical at Miller Auditorium (N</td>
<td>Broadway League Inc</td>
<td>Ms. Bethany W Gauthier Miller Auditorium</td>
<td>$5,000.00</td>
<td>10/25/2016</td>
</tr>
<tr>
<td>To provide Ute Mountain WIC clients access to services and support associated with the wichealth.org nutrition education system (Renewal)</td>
<td>Ute Mountain</td>
<td>Dr. Robert J Bensley Human Performance and Health Education</td>
<td>$3,720.00</td>
<td>9/16/2016</td>
</tr>
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**TOTAL PUBLIC SERVICE** $1,804,545.50
### Student Services

To increase the retention, graduation, and academic success of program participants (first-generation income-eligible students with academic need and students who are disabled), with an array of student-centered services (Non-Competing Continuation)

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<tbody>
<tr>
<td>Student Services</td>
<td>U.S. Department of Education</td>
<td>Ms. Cecilia Pamther Center for Academic Success Programs</td>
<td>$293,297.00</td>
<td>9/1/2016</td>
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</table>

**TOTAL STUDENT SERVICES**

| **TOTAL STUDENT SERVICES** | **$293,297.00** |

**TOTAL GRANTS AWARDED TO WESTERN MICHIGAN UNIVERSITY**

| **TOTAL GRANTS AWARDED TO WESTERN MICHIGAN UNIVERSITY** | **$7,526,565.70** |
Western Michigan University
Board of Trustees

PROPOSAL: Personnel Report

ACADEMIC

Administrative Appointments
Jane Baas; Associate Dean; Lee Honors College; effective January 1, 2017 through June 30, 2018.

Bradley Bazuin; Interim Chair; Department of Electrical and Computer Engineering; effective January 1, 2017 through December 31, 2017.

Gary Bischof; Dean; Lee Honors College; effective January 1, 2017 through December 31, 2021.

Jane Blyth; Executive Director; Haenicke Institute for Global Education; effective July 1, 2016 through June 30, 2018 (change in end date only).

James Cousins; Associate Dean; College of Arts and Sciences; effective January 1, 2017 through December 31, 2021.

Patrick Munley; Chair; Department of Counselor Education and Counseling Psychology; effective July 1, 2016 through June 30, 2019.

Koorosh Naghshineh; Chair; Department of Mechanical and Aerospace Engineering; effective January 1, 2017 through June 30, 2020.

Donna Talbot; Chair; Department of Educational Leadership, Research and Technology; effective July 1, 2016 through June 30, 2020.

Wertkin, Robert; Director; School of Interdisciplinary Health Programs; effective January 1, 2017 through June 30, 2017.

Administrative Resignations
Steven Durbin; Chair; Department of Electrical and Computer Engineering; effective December 31, 2016.

Paul Engelmann; Assistant Dean; College of Engineering and Applied Sciences; effective December 31, 2016.

Appointments – Tenure Track
Geoffrey Clegg; Faculty Specialist I - Lecturer; Department of Business Information Systems; effective January 1, 2017.
**Appointments – Tenure Track (Continued)**
Kelley Holladay; Faculty Specialist II – Professional Specialist; Department of Counselor Education and Counseling Psychology; effective January 1, 2017.

Amanda Karsten; Faculty Specialist II – Professional Specialist; Department of Psychology; effective July 1, 2017.

Georgiana Onicescu; Assistant Professor; Department of Statistics; effective January 1, 2017.

**Appointments – Term**
Tiffany Bloom; Assistant Professor; Department of Biological Sciences; effective January 1, 2017 through December 31, 2017.

Paula Eckert; Instructor; Department of Management; effective January 1, 2017 through December 31, 2017.

Jan Fields; Assistant Professor; School of Public Affairs and Administration; effective January 1, 2017 through August 15, 2017.

Dawn Mason; Instructor; Department of Accountancy; effective January 1, 2017 through December 31, 2017.

Thomas Zemrowski; Instructor; Department of Business Information Systems; effective January 1, 2017 through December 31, 2017.

**Grant/Contract Appointments**
Jonathan Baker; Faculty Specialist I – Clinical Specialist; Department of Psychology; effective October 1, 2016 through June 30, 2017.

Kelly Kohler; Faculty Specialist I – Clinical Specialist; Department of Psychology; effective October 1, 2016 through June 30, 2017.

**Return to Faculty**
Steven Durbin; Professor; Department of Electrical and Computer Engineering; effective January 1, 2017.

Paul Engelmann; Professor; Department of Engineering Design, Manufacturing and Management Systems; effective January 1, 2017.

Daniel Litynski; Professor; Department of Electrical and Computer Engineering; effective May 15, 2018.

Robert Wertkin; Professor; School of Interdisciplinary Health Programs; effective July 1, 2017 (change in date only).
Change in Department Affiliation
Amos Aduroja; Associate Professor; from the Department of Human Performance and Health Education to the School of Interdisciplinary Health Programs; effective August 15, 2016.

Robert Bensley; Professor; from the Department of Human Performance and Health Education to the School of Interdisciplinary Health Programs; effective August 15, 2016.

Appointment – Adjunct
Victor Kilchyk; Adjunct Associate Professor; Department of Mechanical and Aerospace Engineering; effective January 1, 2017 through December 31, 2019.

Sabbatical Leaves
Judah Ari-Gur; Professor; Department of Mechanical and Aerospace Engineering; fall 2017.

Pnina Ari-Gur; Professor; Department of Mechanical and Aerospace Engineering; fall 2017.

Kathleen Baker; Associate Professor; Department of Geography; academic year 2017-18.

Paul Ciccantell; Professor; Department of Sociology; academic year 2017-18.

William Davis; Associate Professor; Frostic School of Art; academic year 2017-18.

Andrzej Dudek; Associate Professor; Department of Mathematics; fall 2017.

Lofton Durham; Associate Professor; Department of Theatre; spring 2018.

Claudia Fajarado-Hansford; Associate Professor; Department of Mechanical and Aerospace Engineering; spring 2018 and fall 2018.

Emily Hauptman; Professor; Department of Political Science; academic year 2017-18.

Brian Horvitz; Associate Professor; Department of Educational Leadership, Research and Technology; spring 2018.

Alan Kehew; Professor; Department of Geosciences; fall 2017.

Tetyana Koshmanova; Professor; Department of Teaching, Learning and Educational Studies; academic year 2017-18.

Ok-Kyeong Kim; Professor; Department of Mathematics; spring 2018.

Kathleen Langan; Associate Professor; University Libraries; academic year 2017-18.

Mahendra Lawoti; Professor; Department of Political Sciences; spring 2018.
Sabbatical Leaves (Continued)
Yirong Mo; Professor; Department of Chemistry; spring 2018.

Patricia Montilla; Associate Professor; Department of Spanish; fall 2017.

Alexandra Pekarovicova; Department of Chemical and Paper Engineering; effective spring 2018 (change in date only).

Lewis Pyenson; Professor; Department of History; fall 2017.

Carl Ratner; Professor; School of Music; academic year 2017-18.

Vladimir Risukhin; Professor; Department of Aviation Sciences; fall 2017.

Gwendolyn Rose; Professor; School of Music; effective spring 2018.

Viviane Ruellot; Associate Professor; Department of World Languages and Literatures; academic year 2017-18.

Jack Ruhl; Professor; Department of Accountancy; spring 2018.

John Saillant; Professor; Department of English; fall 2017.

Wuwei Shen; Associate Professor; Department of Computer Sciences; academic year 2017-18.

Larry Simon; Associate Professor; Department of History; academic year 2017-18.

Joseph Stoltman; Professor; Department of Geography; academic year 2017-18.

Bilinda Straight; Professor; Department of Anthropology; academic year 2017-18.

Yuanliang Sun; Associate Professor; Frostic School of Art; academic year 2017-18.

Andre Venter; Associate Professor; Department of Chemistry; academic year 2017-18.

Karen Vocke; Associate Professor; Department of English; spring 2018.

Xiaojun Wang; Professor; Department of World Languages and Literatures; academic year 2017-18.

Daneen Wardrop; Professor; Department of English; fall 2017.
Faculty Retirements with Emeriti Status
Sheila Bair; Associate Professor Emerita of University Libraries; University Libraries; effective July 31, 2017.

Patrick Benton; Associate Professor Emeritus of Aviation Sciences; Department of Aviation Sciences; effective June 30, 2017.

Katharine Cummings; Professor Emerita of Teaching, Learning and Educational Studies; Department of Teaching, Learning and Educational Studies; effective April 30, 2017.

Sharie Falan; Associate Professor Emerita of the WMU Bronson School of Nursing; WMU Bronson School of Nursing; effective September 1, 2017.

Barbara Harris; Associate Professor Emerita of Teaching, Learning and Educational Studies; Department of Teaching, Learning and Educational Studies; effective April 30, 2017 (change in date only).

Steve Lipkin; Professor Emeritus of Communication; School of Communication; effective August 13, 2018.

Janice Maatman; Master Faculty Specialist Emerita of Public Affairs and Administration; School of Public Affairs and Administration; effective May 12, 2017.

John Norman; Associate Professor Emeritus of History; Department of History; effective December 31, 2016.

Susan Weinger; Professor Emerita of Social Work; School of Social work; effective April 30, 2017 (change in date only).

Faculty Resignations
Heather Dichter; Assistant Professor; Department of Human Performance and Health Education; effective December 31, 2016.

Patricia Godoy; Faculty Specialist I – Lecturer; School of Music; effective June 30, 2017.

Sandra Steinbach; Instructor; Department of Accountancy; effective December 31, 2016.

Administrative Retirement
Joseph Reish; Dean Emeritus of University Libraries, Dean Emeritus of the Lee Honors College, and Professor Emeritus of French; University Libraries; effective December 31, 2016.
NON-ACADEMIC

Administrative Appointment
Sherine Obare; Associate Vice President for Research; effective December 1, 2016 through June 30, 2021.

Administrative Resignation
Daniel Litynski; Vice President for Research; effective August 14, 2017.

Professional Administrative Leave

Retirements
Joyce Alexander; Finance Assistant I; Payroll and Disbursements; effective November 30, 2016.

Diane Briggs; Second Cook; Valley Dining Center; effective October 28, 2016.

Imtiaz Chaudhary; Database Administrator Senior; Office of Information Technology; effective January 17, 2017.

Gloria Culp; Academic Auditor; Office of the Registrar; effective September 30, 2016.

Luann Harden; Director, Regional Locations; Extended University Programs-Southwest; December 31, 2016.

Amy Mack; Training Specialist, Children’s Trauma Assessment Center; School of Social Work; effective January 3, 2017.

Susan Nap; Budget Analyst; College of Arts and Sciences; effective December 31, 2016.

Brenda Pietrzykowski; Utility Food Worker; Burnham Dining Service; effective December 31, 2016.

Linda Poquette; Executive Assistant; Office of the Vice President for Business and Finance; February 3, 2017.

Elizabeth Richardson; Program Manager; Division of Multicultural Affairs; effective January 6, 2017.

Ann Trevino; Administrative Assistant II; University Dining Services; effective April 7, 2017.

Mary Warren; Custodian; Facilities Management – Custodial and Support; effective December 31, 2016.

Derrick Williams; Second Cook; Burnham Dining Service; effective November 30, 2016.
PROPOSAL: Bachelor of Arts in Africana Studies

Background

The Undergraduate Studies Council of the Faculty Senate has approved changing the name of the B.A. in Africana Studies to the B.A. in African American and African Studies. The proposed name change is consistent with other programs around the country, more accurately represents the curriculum of the program and will help students better understand the general content on which their studies will focus.

Recommended Motion

Change the name of the Bachelor of Arts in Africana Studies to the Bachelor of Arts in African American and African Studies.
PROPOSAL: Bachelor of Science in Secondary Education in Business

Background

The Undergraduate Studies Council of the Faculty Senate has approved changing the name of the Bachelor of Science in Secondary Education in Business to the Bachelor of Science in Business Education. This will align the program name with the currently accepted title of similar programs across the country.

Recommended Motion

Change the name of the Bachelor of Science in Secondary Education in Business to the Bachelor of Science in Business Education.
PROPOSAL: Bachelor of Science in Secondary Education in Business Group Major

Background

The Undergraduate Studies Council of the Faculty Senate has approved changing the name of the Bachelor of Science in Secondary Education in Business Group Major to the Bachelor of Science in Business Education Group Major. This will align the program name with the currently accepted title of similar programs across the country.

Recommended Motion

Change the name of the Bachelor of Science in Secondary Education in Business Group Major to the Bachelor of Science in Business Education Group Major.
PROPOSAL: Bachelor of Science in Interdisciplinary Health Services: Orientation and Mobility

Background

The Undergraduate Studies Council of the Faculty Senate has approved creating the Bachelor of Science in Interdisciplinary Health Services: Orientation and Mobility. This change is to make sure the undergraduate catalog reflects the current curriculum as approved and offered by the School of Interdisciplinary Health Programs. This program supplements previously existing concentrations of the Interdisciplinary Health Sciences major in Occupational Therapy and Audiology.

Recommended Motion

Create the Bachelor of Science in Interdisciplinary Health Services: Orientation and Mobility.
PROPOSAL: Bachelor of Science in Interdisciplinary Health Services: Vision Rehabilitation

Background

The Undergraduate Studies Council of the Faculty Senate has approved creating the Bachelor of Science in Interdisciplinary Health Services: Vision Rehabilitation. This change is to make sure the undergraduate catalog reflects the current curriculum as approved and offered by the School of Interdisciplinary Health Programs. This program supplements previously existing concentrations of the Interdisciplinary Health Sciences major in Occupational Therapy and Audiology.

Recommended Motion

Create the Bachelor of Science in Interdisciplinary Health Services: Vision Rehabilitation.
PROPOSAL: Collegiate Mathematics Education Concentration of the Doctor of Philosophy in Mathematics

Background

The Graduate Studies Council of the Faculty Senate has approved the deletion of the Collegiate Mathematics Education Concentration of the Doctor of Philosophy in Mathematics. This program has not had a graduate since 2001 and enrollment is currently suspended.

Recommended Motion

Delete the Collegiate Mathematics Education Concentration of the Doctoral of Philosophy in Mathematics.
PROPOSAL: Law Concentration of the Master in Public Administration

Background

The Graduate Studies Council of the Faculty Senate has approved the deletion of the Law Concentration within the Master of Public Administration program. The concentration currently has no specific courses attached to it. While students pursuing the joint degree program with the WMU Thomas M. Cooley Law School could choose this concentration, it does not add any law courses and students take courses from other areas such as public management. The primary reason for this proposal is to streamline the curriculum so that students may list on their MPA degree transcript a concentration that is more helpful in securing a job or a promotion rather than the law concentration on which they will already have a degree.

Recommended Motion

Delete the Law Concentration of the Master in Public Administration.
PROPOSAL: Minor in Africana Studies

Background

The Undergraduate Studies Council of the Faculty Senate has approved changing the name of the minor in Africana Studies to the minor in African American and African Studies. The proposed name change is consistent with other programs around the country, more accurately represents the curriculum of the program and will help students better understand the general content on which their studies will focus.

Recommended Motion

Change the name of the minor in Africana Studies to the minor in African American and African Studies.
PROPOSAL: Minor in Workforce Education and Development

Background

The Undergraduate Studies Council of the Faculty Senate has approved the creation of the minor in Workforce Education and Development. This non-teacher certification minor is composed of four core courses and one elective course for a total of 15 credit hours. Students graduating with this minor will develop skills that will allow them to provide technical training, staff development and career guidance in their eventual workplace. The labor forecast for people with this skill shows above average growth. There is currently no such minor in the state.

Recommended Motion

Create the minor in Workforce Education and Development.
PROPOSAL:  OPERATING CASH ACCOUNTS

*Additional materials can be obtained through the Board of Trustees Office.
PROPOSAL: ANNUITY AND LIFE INCOME FUNDS

*Additional materials can be obtained through the Board of Trustees Office.