

WHAT IS CONTRACT EDUCATION?

1. What is Contract Education?

- Delivery System of Training and Services
- Single Point of Contact for Business & Employers
- Cost Recovery Units
- Not-for-credit Customized Solutions
- Credit and Noncredit Programs
- Performance Improvement
- Flexible, Rapid Response Delivery

2. Education Code 78020-78022

- Contract education activities are covered in Education Code & Code of Regulations
- 76300 (e)(3) – Enrollment fees do not apply to contract education programs if the full cost of instruction is paid by a public or private agency.
- CCR, Title 5, §55170 – Students can earn unit credits ...on work completed through contract education.

3. Benefits of Contract Education

- Increased discretionary revenue
- Greater community visibility
- Employer participation beyond contracting
- Strategic alliances
- Increased access to students
- Faculty professional development
- Curriculum development – beta testing

4. Challenges

- Regulatory relief
- Institutional support
- Internal processes that support service delivery
- Turnover in staff
- Evolving institutional role for contract education
- Economic development infrastructure
- Incentives for doing economic development
- Marketing and market share

5. Technical Support for Contract Education & Economic Development Programs

- Technical Assistance Provider for Contract Education (TAP) – Funded by the Chancellor’s Office of Workforce and Economic Development, the TAP provides for the effective development and delivery of community college contract education units to deliver training, consulting, and other services to business. Provides regional coordination of economic development programs; improves statewide coordination of contract training; enhances the technical skills of college faculty and staff to assess business needs, market the colleges services, provide training, and develop materials; and develops partnerships, resources, and projects.
- Centers of Excellence - The Centers of Excellence, also a Technical Assistance Provider, works in partnership with business and industry to deliver regional workforce research customized for community college decision-making and resource development.
- EWD Sector Priorities – Projects focused in specific industry sectors provide training resources for colleges and businesses, including curriculum and technical assistance. Industry sectors include:
 - Advanced Manufacturing
 - Advanced Transportation and Renewables
 - Agriculture, Water & Environmental Technologies
 - Energy (Efficiency) & Utilities
 - Global Trade and Logistics
 - Health
 - Information & Communication Technologies (ICT) & Digital Media
 - Life Sciences & Biotech
 - Retail/Hospitality/Tourism “Learn and Earn”
 - Small Business