



# American Samoa Community College

---

## **ASG Governor's Cabinet Meeting COVID-19 Briefing Updates**

June 22, 2020

# CARES Act Funding

<b>Student Aid Funds</b>	<b>Allocation</b>	<b>Issued / Cost</b>	<b>Balance</b>
<b>Student Aid</b>	<b>\$808,943.00</b>	<b>\$985.31 (per student)</b>	<b>\$3.49</b>
66 Graduates Spring 2020		\$65,030.46	
755 Students Spring 2020		\$743,909.05	
<b>Institutional Aid</b>	<b>\$808,942.00</b>	<b>\$480,064.16</b>	<b>\$328,877.84</b>
Increase internet access / devices	\$121,942.00	\$95,838.41	\$26,103.59
Communication material, repair, equipment	\$105,000.00	\$31,361.75	\$73,638.25
Media, Airtime, Training	\$65,000.00	\$13,315.00	\$51,685.00
Online Support for students, services	\$401,600.00	\$277,484.00	\$124,116.00
Safety for personnel, environment	\$115,400.00	\$62,065.00	\$53,335.00

# Summer 2020 Preparation

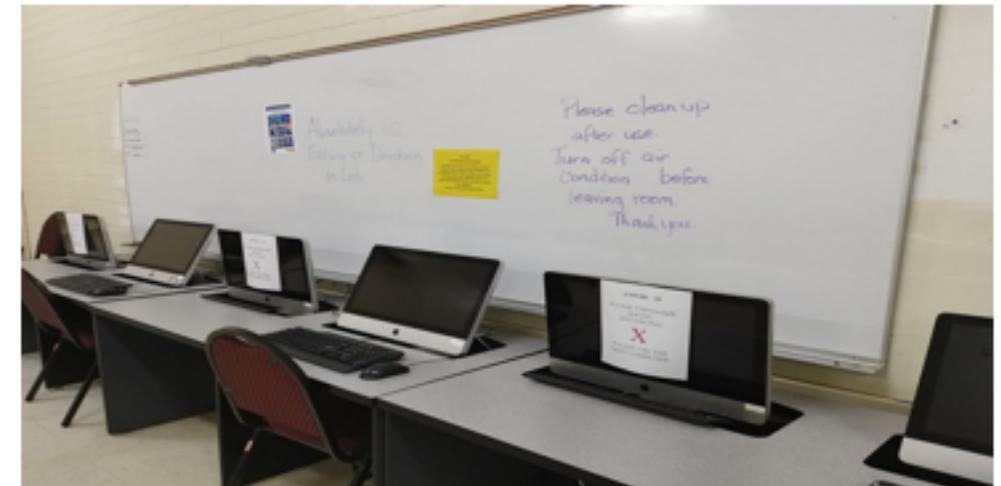
Due to the 5<sup>th</sup> Amended Declaration, ASCC remains CLOSED.

As a result, the following plan was implemented June 1, 2020 –

- Online training for faculty and service staff conducted;
- Cancellation of Placement Testing for New Students;
- Cancellation of Registration for New and Returning Students;
- Registration only for Continuing Students/Continuing Education Programs;
- 1<sup>st</sup> Session Teacher Education Courses Begin (50% Online; 50% Face-to-Face).



*2020-05-28 – Moodle Training for Faculty*



*Teacher Education Computer Lab Set-up – Room 10*

# Summer 2020 Registration Compliance



# Continuing Students / Continuing Education for Summer 2020 COVID - 19 Compliance

- June 15, 2020 - Courses began for continuing students and continuing education programs;
- 50% courses offered online; 50% courses face-to-face, all courses have online component;
- Laboratory courses, practical courses, vocational- technical courses meet four-days a week;
- No more than eleven (11) courses meet at one given time;
- No classes held on Fridays;
- All face-to-face courses are required to meet social distancing restrictions.

The screenshot displays the American Samoa Community College MOODLE interface. At the top, it says "American Samoa Community College MOODLE" and "You are not logged in. (Login)". The main content area includes:

- Navigation:** A sidebar menu with links to Home, Site news, PowerPoint Resource, MOODLE online course management system, Free Teleconferencing Software, Contact Information for MOODLE Technical Support, America Samoa Community College Registration Form, Summer 2020 Session: 6-Week Session - Calendar, 6-Week Session - Important Notes and Course Matrix, Summer 2020 Session: 6-Week Registration, Distributing of COVID - 19 Stimulus Checks, ASCC Student Support Services Survey, and Courses.
- ASCC Mission Statement:** The mission of the American Samoa Community College is to foster successful student learning by providing high quality educational programs and services that will enable students to achieve their educational goals and to contribute to the social, cultural, political, economic, technological and environmental well-being of American Samoa. To fulfill this mission, the College, as an open admission, United States accredited, Land Grant institution, provides access to bachelor and associate degrees and certificate programs of study. These programs prepare all students including those who are educationally underserved, challenged, or non-traditional for:
  - Successful entry into the workforce
  - Transfer to institutions of higher learning
  - Awareness of the Samoan Culture and the Pacific
  - Research and extension in human and natural resources
- ASCC Vision Statement:** The American Samoa Community College holds as its central theme "Saili le Atamai" or to "seek knowledge." Our journey pushes us forward to achieve our mission to provide high quality educational programs and services. We remain grounded in the core values of student centeredness, respect for diversity, collaboration and teamwork, respect for tradition and culture, and lifelong learning while meeting the challenges of the 21<sup>st</sup> Century. We envision an active impact in the development of the educational, social, cultural, political, economic, technological, and environmental well-being of American Samoa and the Pacific.
- ASCC Important Notice - Effective March 23 - June 30, 2020:** Due to the COVID - 19 outbreak, effective immediately, all courses will be accessible online via the College's Modular Object-Oriented Dynamic Learning Environment (MOODLE) course management system, beginning on the 23<sup>rd</sup> of March 2020. All courses offered at the College are now temporarily available online. For technical support to include course access, user credentials (usernames or passwords), and online support please contact support@amsamoa.edu or call 699-9155 ext. 433 or 497. ASCC Online Personnel Directory:
  - ASCC Personnel: <http://www.amsamoa.edu/directory.html>
  - ASCC Administrators: <http://www.amsamoa.edu/directory-board.html>

Additional sections on the right include "Welcome to American Samoa Community College's (ASCC) Modular Object-Oriented Dynamic Learning Environment (MOODLE) - Course Management System.", "Latest news" with recent updates, and "Upcoming events" listing registration and withdrawal periods.

# Proposal for Summer 2020 Funding

- **Proposal for 2.572 million:**
  - Training Faculty and Staff for Fall 2020 semester;
  - Upgrading of email 2003 Microsoft E-mail Service: All users moved to google mail (G-Suite) to include student College email accounts;
  - Upgrading of ASCC Website to Bluehost Cloud Services;
  - Upgrading of ASCC MOODLE Servers;
  - Upgrading of back-up servers;
  - Licenses purchased for online services (ZOOM, google-classroom, etc.) teleconferencing services for online education;
  - Upgrading of equipment and devices purchased for students /faculty – compatibility requirements for online instruction;
  - Implementation of new Student Face-to-Face Placement Testing and Registration on every Friday throughout the month of July and beginning of August.

<b>Summer 2020 Action Plan: Total Costs for Summer 2020: \$2,572,050.00</b>					
Action Plans:	Overview:	Session/Semester/Term: Summer 2020:	Costs:	Costs Balance and Details:	Status:
<p><b>Plan B:</b> 50% Face-to-Face and 50% Online Course Offering.</p> <p><b>Section I: Course Offerings for Summer 2020</b> (68 courses scheduled for summer 2020 – multiple sections 127 multiplied by 3 (381) to meet COVID-19 restrictions)</p> <p>Scheduling of course offerings and costs of Faculty Contracts</p> <ul style="list-style-type: none"> <li>• Additional Faculty/Adjunct Contracts</li> <li>• Utility Bills</li> <li>• Safety Supplies and Disinfectants</li> </ul> <p style="text-align: right;"><b>Total: \$1,179,400.00</b></p>	<ol style="list-style-type: none"> <li><u>Duration:</u> 5-weeks, 6-weeks, and 10-weeks sessions</li> <li><u>Course Offerings and Scheduling:</u> 8:00a.m. – 3:50 p.m.</li> <li><u>Term/Semester:</u> Summer 2020</li> <li><u>Total Course Offerings:</u> 127</li> <li><u>Student Population:</u> New, Continuing, and Returning Students.</li> </ol> <p><b>Description:</b> The College will offer 50% face-to-face courses and 50% online courses. Courses will be offered in multiple sections to comply with COVID-19 restrictions.</p> <p><b>Face-to-Face Course Offerings:</b> Identified Programs with courses to be offered face-to-face synchronous learning will include courses that require laboratory, clinical, practicum, studio, field-work, physical education, and internship credits and/or courses.</p> <ol style="list-style-type: none"> <li>Agriculture, Community, and Natural Resources</li> </ol>	<p><b>Option I:</b></p> <p><b>Face-to-Face Course Offerings:</b> Schedule of Course Offerings: Courses with enrollment of 11 or more will be divided in multiple sections.</p> <p><b>Summer Course(s) offered at:</b></p> <p><b>1<sup>st</sup> 5 week: (May – June):</b></p> <ol style="list-style-type: none"> <li>1<sup>st</sup> Course Session: 08:00a.m. – 09:20a.m.;</li> <li>1<sup>st</sup> Course Session: 09:30a.m. – 10:50a.m.;</li> <li>1<sup>st</sup> Course Session: 11:00a.m. – 12:20p.m.;</li> <li>1<sup>st</sup> Course Session: 01:00p.m. – 02:20p.m.;</li> <li>1<sup>st</sup> Course Session: 02:00p.m. – 03:50p.m.;</li> </ol> <p><b>6 week session: (June – July):</b></p> <ol style="list-style-type: none"> <li>1<sup>st</sup> Course Session: 08:00a.m. – 09:20a.m.;</li> <li>1<sup>st</sup> Course Session: 09:30a.m. – 10:50a.m.;</li> </ol>	<p>A. Faculty Contracts (Additional Adjunct instructors per course) based on approved summer schedule (Contracts calculated by the amount of multiple courses offered): <b>\$914,400.00</b></p> <p>B. Utility bills (ASPA &amp; ASTCA) to accommodate multiple/trippled sections in compliance with COVID-19 requirements: <b>\$65,000.00</b></p> <p>C. Safety supplies and equipment for all personnel, students, and partners for daily usage (masks, gloves, sanitizing dispensers, cleaning supplies): <b>\$200,000.00</b></p>	<p><u>Section I.A Costs: Detailed Updates:</u> 1.</p> <p><u>Section I.B Costs: Detailed Updates:</u> 1.</p> <p><u>Section I.C Costs: Detailed Updates:</u> 1. <u>2020-05-19 Update:</u> An order for 1000 sewned face mask has been processed through the College's Procurement Office for immediate purchase in preparation for the summer semester. Cost of Pos \$3,250.00. Negotiations particular to sanitizing supplies has been scheduled with local vendors. Status: 70 recyclable masks onhand. Limited recyclable masks on island.</p>	<p><u>Section I.A</u> <input checked="" type="checkbox"/> Pending <input type="checkbox"/> Completed</p> <p><u>Section I.B</u> <input checked="" type="checkbox"/> Pending <input type="checkbox"/> Completed</p> <p><u>Section I.C</u> <input checked="" type="checkbox"/> Pending <input type="checkbox"/> Completed</p>

# Proposal for Summer 2020 Funding

<b>COVID – 19 ASCC Proposal for Funding:</b>	<b>Description:</b>	<b>Total Cost:</b>
<b>Section I: Course Offering for Summer 2020:</b> (pp. 2-5)	<b>I.A:</b> Faculty Contracts ( <i>Additional Adjunct instructors per course</i> ) based on approved summer schedule ( <i>Contracts calculated by the amount of multiple courses offered</i> ): <b><u>\$914,400.00</u></b> (Note: ASCC is not an online certified Institution. Course offerings for the Summer 2020 Session are based on COVID – 19 Code Blue Restrictions however, accountability for student contact hours remains with the Institution. Several courses are required to have contact hours to include laboratories, clinical, practicums, field work, physical education, etc.) Refer to Appendix A – slide 13 for courses offered this Summer 2020 Session.	<b>\$1,179,400.00</b>
	<b>I.B:</b> Utility bills (ASPA & ASTCA) to accommodate multiple/tripled sections in compliance with COVID – 19 requirements: <b><u>\$65,000.00</u></b>	
	<b>I.C:</b> Safety supplies and equipment for all personnel, students, and partners for daily usage (masks, gloves, sanitizing dispensers, cleaning supplies): <b><u>\$200,000.00</u></b>	
<b>Section II: Internal Training – Faculty and Technical Costs:</b> (pp. 5-6)	<b>II.A.1 and II.A.2:</b> Training Stipends: Online Course Training for faculty (Phase I and Phase II) – 10 days; 80 hours; 7 sections; 7 trainers (\$4,800.00 per trainer): <b><u>\$36,600.00</u></b> Faculty/adjunct incentive stipends for participating in online training – 10 days; 80 hours; 7 sections; 7 trainers (381 anticipated faculty and adjunct at \$50.00): <b><u>\$19,050.00</u></b>	<b>\$106,650.00</b>
	<b>II.B.1:</b> Short term contracts/Stipends: Technical assistance for MIS staff and online course developers. Assigning of Course develop(s) per program and building of 381 online courses. (5 credit contract per course developer): <b><u>\$54,000.00</u></b>	
<b>Section III: Placement Test:</b> (pp. 6-7)	<b>III.A:</b> Upgrading of Online Registration Datatel modules to enable online cash transactions: <b><u>\$1,000,000.00</u></b> (Note: Actual Costs after consultation with the Datatel/Ellucian - <b><u>\$2,184,533.00</u></b> (Refer to Appendix B, slide 14)	<b>\$1,125,000.00</b> (Additional \$1,184,533.00) <b>\$2,309,533.00</b>
	<b>III.B:</b> Equipment and supplies needed for Online Course Training for New Students and media advertisement fees Includes the costs for registration): <b><u>\$75,000.00</u></b>	
	<b>III.C:</b> Short term contracts/Stipends for additional personnel to administrate the Placement Test: <b><u>\$50,000.00</u></b>	

# Proposal for Summer 2020 Funding

<b>COVID – 19 ASCC Proposal for Funding:</b>	<b>Description:</b>	<b>Total Cost:</b>
<b>Section IV: Summer Registration:</b> (p. 7)	<b>IV.A:</b> Short term contracts/Stipends for additional personnel to administrate the Registration: <b><u>\$50,000.00</u></b>	<b>\$50,000.00</b>
<b>Section V: Internal Training – Student and Technical Costs:</b> (pp. 7-8)	<b>V.A:</b> Short term contracts/Stipends for Trainers: <b><u>\$60,000.00</u></b>	<b>\$111,000.00</b>
	<b>V.B:</b> Student incentive stipends for participating in online training – 5 days; 5 hours; multiple sections; 70 trainers (700 anticipating students at \$50.00): <b><u>\$35,000.00</u></b>	
	<b>V.C:</b> Increase MIS personnel to assist in the establishing and distributing of online course access and student online user credentials: <b><u>\$16,000.00</u></b>	

# Proposal for Fall 2020 Funding

- **Proposal for 3.118 million:**
  - Course offerings split in two daily sessions (day school and evening school);
  - Anticipate increase in enrollment;
  - Increase in equipment and supplies for day and evening sessions;
  - Increase in staffing hours or additional staffing (contractual services) for longer day/evening hours;
  - Increase in technical costs for online instruction;
  - New Students Placement Testing for Fall 2020 online courses;
  - New Student MOODLE training for Fall 2020 online courses;
  - Continuing, New, and Late Registration Costs for Fall 2020 online courses.

<b>Fall 2020 Action Plans: Total Costs for Summer 2020: \$3,118,950.00</b>					
Action Plans:	Overview:	Session/Semester/Term: Fall 2020	Additional Costs	Costs Balance and Details:	Status:
<p><b>Plan B:</b> 50% Face-to-Face and 50% Online Course Offering.</p> <p><b>Section I: Course Offerings for Fall 2020</b> (321 courses scheduled for fall 2020 – multiple sections 963)</p> <p>Scheduling of course offerings and costs of Faculty Contracts</p> <ul style="list-style-type: none"> <li>• Additional Faculty/Adjunct Contracts</li> <li>• Utility Bills</li> <li>• Safety Supplies and Disinfectants</li> </ul> <p style="text-align: right;"><b>Total: \$2,440,800.00</b></p>	<ol style="list-style-type: none"> <li>1. <u>Duration:</u> 6-weeks, 10-weeks sessions, and 15 weeks sessions</li> <li>2. <u>Course Offerings and Scheduling:</u> 8:00a.m. – 3:50 p.m.</li> <li>3. <u>Term/Semester:</u> Fall 2020</li> <li>4. <u>Student Population:</u> New, Continuing, and Returning Students.</li> </ol> <p><b>Description:</b> The College will offer 50% face-to-face courses and 50% online courses. Courses will be offered in multiple sections to comply with COVID – 19 restrictions.</p> <p><b>Face-to-Face Course Offerings:</b> Identified Programs with courses to be offered face-to-face synchronous learning will include courses that require laboratory, clinical, practicum, studio, field-work, physical education, and internship credits and/or courses.</p> <ol style="list-style-type: none"> <li>1. Agriculture, Community, and Natural Resources</li> <li>2. ROTC</li> <li>3. Art and Humanities</li> <li>4. Computer Science</li> <li>5. Nursing</li> <li>6. Physical Education</li> </ol>	<p><b>Option 1:</b> <b>Face-to-Face Course Offerings:</b> Schedule of Course Offerings: Courses with enrollment of 11 or more will be divided in multiple sections.</p> <p style="text-align: center;"><b>Fall Course(s) offered at:</b></p> <p><b>6-week sessions:</b> <b>Daily courses:</b></p> <ol style="list-style-type: none"> <li>1. 1<sup>st</sup> Course Session: 08:00a.m. – 09:20a.m.;</li> <li>2. 1<sup>st</sup> Course Session: 09:30a.m. – 10:50a.m.;</li> <li>3. 1<sup>st</sup> Course Session: 11:00a.m. – 12:20p.m.;</li> <li>4. 1<sup>st</sup> Course Session: 01:00p.m. – 02:20p.m.;</li> <li>5. 1<sup>st</sup> Course Session: 02:00p.m. – 03:50p.m.;</li> </ol> <p><b>10-week session(ASBEP)</b> <b>MWF courses:</b></p> <ol style="list-style-type: none"> <li>1. 1<sup>st</sup> Course Session: 04:00p.m. – 05:20p.m.;</li> <li>2. 1<sup>st</sup> Course Session: 05:30p.m. – 6:50p.m.;</li> </ol> <p><b>TR courses:</b></p> <ol style="list-style-type: none"> <li>1. 1<sup>st</sup> Course Session: 4:00p.m. – 6:10p.m.;</li> </ol>	<p>Estimated costs based on summer projected enrollment: 1,200 students</p> <p>A. Faculty Contracts (Additional Adjunct instructors per course) based on approved fall schedule: <b>\$1,540,800.00</b></p> <p>B. Utility bills (ASPA &amp; ASTCA) to accommodate multiple/tripled sections in compliance with COVID – 19 requirements: <b>\$200,000.00</b></p> <p>C. Safety supplies and equipment for all personnel, students, and partners for daily usage (masks, gloves, sanitizing dispensers, cleaning supplies): <b>\$700,000.00</b></p>	<p><u>Section I.A Costs: Detailed Updates:</u> 1.</p> <p><u>Section I.B Costs: Detailed Updates:</u> 1.</p> <p><u>Section I.C Costs: Detailed Updates:</u> 1.</p>	<p><u>Section I.A</u> <input checked="" type="checkbox"/> Pending <input type="checkbox"/> Completed</p> <p><u>Section I.B</u> <input checked="" type="checkbox"/> Pending <input type="checkbox"/> Completed</p> <p><u>Section I.C</u> <input checked="" type="checkbox"/> Pending <input type="checkbox"/> Completed</p>

# Proposal for Fall 2020 Funding

<b>COVID – 19 ASCC Proposal for Funding:</b>	<b>Description:</b>	<b>Total Cost:</b>
<b>Section I: Course Offering for Summer 2020: (pp. 8-11)</b>	<b>I.A:</b> Faculty Contracts ( <i>Additional Adjunct instructors per course</i> ) based on approved fall schedule: <b><u>\$1,540,800.00</u></b>	<b>\$2,440,800.00</b>
	<b>I.B:</b> Utility bills (ASPA & ASTCA) to accommodate multiple/tripled sections in compliance with COVID – 19 requirements: <b><u>\$200,000.00</u></b>	
	<b>I.C:</b> Safety supplies and equipment for all personnel, students, and partners for daily usage (masks, gloves, sanitizing dispensers, cleaning supplies): <b><u>\$700,000.00</u></b>	
<b>Section II: Internal Training – Faculty and Technical Costs: (p. 12)</b>	<b>II.A.1 and II.A.2:</b> Training Stipends Online Course Training for faculty (Phase III) – 5 days; 40 hours; 7 sections; 7 trainers (\$2,400.00 per trainer): <b><u>\$16,800.00</u></b> Faculty/adjunct incentive stipends for participating in online training – 5 days; 40 hours; 7 sections; 7 trainers ( <i>642 anticipated faculty and adjunct at \$50.00</i> ): <b><u>\$48,150.00</u></b>	<b>\$118,950.00</b>
	<b>II.B.1:</b> Short term contracts/Stipends: Technical assistance for MIS staff and online course developers. Assigning of Course Developer(s) per program and building of program courses. 963 online Courses ( <i>5 credit contract per course developer</i> ): <b><u>\$54,000.00</u></b>	
<b>Section III: Placement Test: (pp. 12-13)</b>	<b>III.A:</b> Equipment and supplies needed for Online Course Training for New Students and media advertisement fees ( <i>Includes the costs for registration</i> ): <b><u>\$100,000.00</u></b>	<b>\$200,000.00</b>
	<b>III.B:</b> Short term contracts/Stipends for additional personnel to administrate the Placement Test: <b><u>\$100,000.00</u></b>	

# Proposal for Fall 2020 Funding

<b>COVID – 19 ASCC Proposal for Funding:</b>	<b>Description:</b>	<b>Total Cost:</b>
<b>Section IV: Fall 2020 Registration: (p. 13)</b>	<b>IV.A:</b> Short term contracts/Stipends for additional personnel to administrate the Registration: <b><u>\$115,200.00</u></b>	<b>\$115,200.00</b>
<b>Section V: Internal Training – Student and Technical Costs: (pp. 13-14)</b>	<b>V.A:</b> Short term contracts/Stipends for Trainers: <b><u>\$168,000.00</u></b>	<b>\$244,000.00</b>
	<b>V.B:</b> Student incentive stipends for participating in online training – 5 days; 8 hours; multiple sections; 70 trainers (1,200 anticipating students at \$50.00): <b><u>\$60,000.00</u></b>	
	<b>V.C:</b> Increase MIS personnel to assist in the establishing and distributing of online course access and student online user credentials: <b><u>\$16,000.00</u></b>	

# Challenges for Summer and Fall 2020

---

- As long as ASCC remains Closed:
  - Limited course offerings;
  - Decrease in revenue to ASCC;
  - New students must be trained and oriented to the College's online system;
  - Online payments – most students do not have a credit card, use parents card;
  - Security of information for online services;
  - Stability of internet access;
  - Internet access to all students and all faculty;
  - Costs of internet access to students and to College personnel;
  - Accreditation standards particular to student contact hours. *Note: ASCC is not a certified online College to provide Distance and Correspondence education.*<sup>1</sup>

---

1. ACCJC Guide to Institutional Self-Evaluation, Improvement, and Peer Review (2018). 8.1 – Evaluating Distance and Correspondence Education (p. 114)

# Appendix A – Summer 2020 Course Offerings<sup>2</sup>

## Summer 2020 Courses Offered:

**76**

- Teacher Education 1<sup>st</sup> 5-weeks Session: **9**
- 6-weeks Regular Session: **67**
- Teacher Education 2<sup>nd</sup> 5-weeks Session: **Begins in July**

MATRIX INDICATOR:	
<b>F</b>	<b>Face-to-Face Interaction</b>
<b>O</b>	<b>Online Learning (MOODLE)</b>
<b>C</b>	<b>Clinical (Practicum)</b>
	<b>Programs without Lab component</b>
	<b>Program with Clinical component</b>
	<b>CAPP Courses / Pre-Collegiate</b>
	<b>Programs with Lab component</b>
	<b>TED Program</b>

### Calculation of Contact Hours:

- Programs without Lab Component: 40% face-to-face contact hours; 60% online
- Programs with Lab Component: 80% face-to-face contact hours; 20% online
- Pre-Collegiate Courses: 60% face-to-face contact hours; 40% online
- Teacher Education Program Courses: 50% face-to-face; 50% online

ASCC Summer Courses Matrix - 2020					
Programs	M	T	W	TR	F
ACNR/AGR	O	F	O	F	O
Arts/Humanities	O	F	O	F	O
Business	O	F	O	F	O
CLP	O	F	O	F	O
Health and HS	F	O	F	O	O
Social Science/History	F	O	F	O	O
Language and Literature	F	O	F	O	O
Mathematics	F	O	F	O	O
Criminal Justice	O	F	O	F	O
Nursing	F	F	C	C	O
CAPP English	F	O	F	F	O
CAPP Math	F	O	F	F	O
Computer Science	F	F	F	F	O
Physical Education	F	F	F	F	O
Trades and Tech	F	F	F	F	O
Science	F	F	F	F	O
TED	50% - 50%				
Total Face-to-Face Interactions	11	10	10	11	0
Total Online Programs	5	6	5	4	16

# Appendix B – Datatel/Ellucian Upgrade

<b>Modernization - Datatel Upgrade</b>	<b>FY 20/21</b>	<b>FY 21/22</b>	<b>FY 22/23</b>	<b>FY 23/24</b>	<b>FY 24/25</b>	<b>5 Year Total</b>
<b>Cloud Subscription</b>	\$339,244	\$349,421	\$359,904	\$370,701	\$381,822	<b>\$1,801,092</b>
<b>Old Maintenance Transition Fee</b>	\$89,441					
<b>WebAdvisor Access Fee</b>	\$4,000	\$5,000	\$0	\$0	\$0	<b>\$9,000</b>
<b>Cloud Transition Services</b>	\$85,000	\$0	\$0	\$0	\$0	<b>\$85,000</b>
<b>Professional Services/Training*</b>	\$100,000	\$100,000	\$0	\$0	\$0	<b>\$200,000</b>
<b>Total</b>	<b>\$617,685</b>	<b>\$454,421</b>	<b>\$359,904</b>	<b>\$370,701</b>	<b>\$381,822</b>	<b>\$2,184,533</b>