



## COLLEGE RELATIONSHIPS WITH THE PRIVATE & PUBLIC SECTORS

This document is the parent policy for any College procedures. Questions regarding this policy are to be directed to the identified Policy Owner.

<b>Category:</b>	D. Community & Corporate Relations
<b>Policy Number:</b>	D02
<b>Approval Date:</b>	February 15, 2024
<b>Effective Date:</b>	February 15, 2024
<b>Policy Owner:</b>	Vice President, Development Chief of Staff

<b>Objective:</b>	
<b>Policy:</b>	<p>Wherever feasible, Olds College of Agriculture &amp; Technology (the “College”) pursues private and public sector relationships and enterprises which:</p> <ol style="list-style-type: none"> <li>1. Enhance and support our educational mission;</li> <li>2. Provide “real world” learning experiences for our students and staff and develop the employability skills of our students;</li> <li>3. Maximize the use of publicly-funded infrastructure and complement public resources;</li> <li>4. Create revenue or, at a minimum, are cost neutral; and</li> <li>5. Further the reputation of our institution.</li> </ol> <p>Private and public sector relationships and enterprises may take many forms, including the sale of educational by-products from the classroom, joint ventures, strategic alliances, leasing arrangements, etc. Each one will be evaluated according to the guidelines below before a commitment to engage in the relationship is undertaken. At least annually, all material relationships that meet the parameters of Board Policy EL-12 and EL-13 shall be reported to the Board of Governors.</p> <ol style="list-style-type: none"> <li>1. Partnership opportunities that do not align with the College mandate or that meet the parameters of Board Policy EL-12 and EL-13 will be evaluated through the IDEA Framework.</li> <li>2. Where feasible, the College will accommodate multiple partners.</li> <li>3. Where it is necessary to give preferential status to one partner over others, the College acknowledges in doing so that the partner has rights and risks which must be recognized and may include the right to exclusivity, if specified by contract.</li> <li>4. The establishment of relations with the private sector shall not preclude external agencies from dealing directly with the College.</li> </ol>

	<ol style="list-style-type: none"> <li>5. To avoid the appearance of unfair competition and reinforce the concept of a “level playing field”, the financial results of all enterprises shall be measured on a full absorption costing basis, with “cost-recovery” or “profit” being the financial target. Performance may also be measured on the basis of non-financial project specific targets of performance.</li> <li>6. Products of such enterprises will be sold at or near fair market value, except as the product may require discounting to account for deficiencies in quality ensuing from the learning experience.</li> <li>7. All enterprises must adhere to any applicable government regulations.</li> <li>8. Partnerships should be mutually beneficial and align with our mandate.</li> </ol>
<b>Definitions:</b>	
<b>Related Information:</b>	<p>IDEA Framework (<i>currently under review</i>)  Board Policy EL-12: Major Co-Investment Partnership Development  Board Policy EL-13: Major Business Relationship Development</p>
<b>Related Procedures:</b>	
<b>Review Period:</b>	3 years
<b>Revision History:</b>	<p>New: 1996  Revised: February 2018  Revised: February 2024</p>