

Title: CRITERIA FOR REDUCED CONTRACT RATES

Code: BB0301

Policy Reference: B0301, Contracts for Services

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Reduced contract rates may be approved subject to one or more of the following qualifying criteria:

**A. Profit Organizations:**

1. Business Attraction: When a new business is locating in the district and the training is part of an economic development package. Recommendation of local economic development agency.
2. Business Expansion: When a business is expanding and creating new jobs to a local workforce.
3. Business Retention: When a business' continued existence is jeopardized by a lack of trained workforce.
4. New Technology and Industrial Skills: When a business is introducing new technology and industrial skills by upgrading a product, process or service.
5. Minority and/or Disabled Worker: When a business needs training to provide job opportunities for minorities and/or disabled workers.
6. Seeks Funding to Expand: When a business is including training in a proposal seeking local/state/federal assistance to expand their operations.
7. Compliance Training: When a business needs training to comply with rules, regulations or laws established by federal, state or local governments.

**B. Non-Profit Organizations:**

1. Target Populations: When an agency complements the district's training efforts by attracting special target populations, e.g., fire fighters, emergency medical services, handicapped, disadvantaged and minority individuals. These examples are a few illustrations and not all-inclusive.

Approving Authority:

Todd J. Poppe  
Vice President, Finance

Date: 9/23/03