



Title: GOODS AND SERVICES: MATC'S RELATIONSHIP WITH THE PRIVATE SECTOR	Code: B0502
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Given the range of potential products and services that the MATC district could offer to the public, students, and staff, it is prudent that there be guidelines for determining what may be properly offered and under what circumstances. In addition, given the possible effects such offerings may have upon the private sector, it is necessary that there be an established review procedure involving representatives of all potentially affected parties.

The following guidelines are adopted to regulate the provision of goods and services by the district. Any activity resulting in the provision of goods and services by the district is permissible only if the activity is:

- A. Deemed important to the fulfillment of the institution's education, training, and economic development functions;
- B. Needed to provide goods or services necessary for district operations at a reasonable price, on reasonable terms, and at a convenient location and time; and
- C. Carried out with sensitivity to the larger community for the primary benefit of the district community.

The provision of good and services by the district will conform, at a minimum, to the following:

- A. All activities paralleling the private sector must be integral to the fulfillment of the district's instructional, research, or public service missions. Exceptions may be granted if any of the following pertain:
 - 1. There are compelling reasons of economic efficiency. Economic efficiency means that district resources can be made available to the larger community at relatively little additional cost to the district;
 - 2. The product or service is unavailable elsewhere in the community. Unavailability may be defined in terms of the lack of quality or quantity of the product or service;



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3. The product or service is a major convenience to the district community including students, staff, and other members of the public participating in district activities. Convenience is typically defined in geographic terms; i.e., private sources are too far away to be, practically, the supplier, although other factors may also be involved; or
 4. The district's offering of the product or service is of major importance to the maintenance of the quality of the district's operations and facilities.
- B. The pricing of goods or services offered by a district shall recover full costs or be set higher so as to be comparable to private sector prices unless a reduced price is demonstrated to be necessary to fulfill a function integral to the mission of the district.
- C. The District Board, through the President or his/her designee, shall appoint a private sector relations review committee to review specific areas of potential competition with the private sector. The membership of the committee shall include representatives of the district, the private sector and the general. Any proposed provision of goods and services presented to the committee shall include full documentation of costs and pricing considerations. The committee shall review the proposal for compliance with district guidelines. The review shall include a determination that any pricing structure complies with MATC District Board criteria. The board may enter into contracts prior to consideration of alternative service providers.
- D. The MATC district board authorizes and directs the president to develop administrative regulations and procedures to implement this policy.