

PRESIDENT'S REPORT

January 20, 2009

GATEWAY AS LEADER

Next month at our annual recognition dinner, we will formally recognize many of our colleagues for their dedicated service and many contributions to the college and to the community. A list of those being recognized is included with this report.

We have been asked by the Hot Rod Power Tour to host their national event again at Gateway's Racine campus. You may remember that this was the tour that visited the campus two years ago. The publishers of *Hot Rod* magazine are also interested in making a presentation to our auto technician classes and possibly to our marketing classes.

Ron Jandura, Barb Kopack-Hill, principal of Burlington High School, and I will be presenting a Special Issues Forum at the Wisconsin Association of School Boards conference in Milwaukee on January 21. The title of the session is '*The Burlington Community Learning Campus: A Community Partnerships Dedicated to Education, Wellness and Recreation.*'

I was invited by Snap-on to participate in the North American Auto Show. It is a much different event than in the past, with many more electric, hybrid and alternative fuel vehicles.

On January 29, the Racine campus will be migrating out some MacIntosh computers that are no longer needed and donating them to RUSD.

ENROLLMENT

As of January 19, our spring FTE enrollment is up 6.5% or 114.9 FTEs. For the year, our FTE enrollment stands at 8.1% increase or 348.3 FTEs. Our headcount is 18,863 compared to 19,131 last year at this time.

OFFICE OF FINANCIAL AID AND ADMISSIONS/TESTING

Enrollment Services directors continue to work with scheduling and familiarizing staff with the Call Center striving for delivery of consistent and high level customer service. We will continue to work with the data reports to determine peak days and times, and address those needs with available staff.

In the Admissions office, conversion numbers, moving individuals from prospects to applicants to students, are on the rise. The Admissions office has processed an additional 858 applications over last year at this time which is an increase of 12%. This academic year nearly 400 more students, a 7% increase, were accepted during this same time frame. This means that 79% of the applicants that apply completed their application file and are accepted. Of these, 4428 or 68% of the accepted students enrolled.

While the Student Financial Aid office is experiencing a 9% increase in the number of Financial Aid applications as compared to this time next year, we continue to process at a 96% level—meaning, that of all applicants, we have currently processed 96% of them. The chart below shows the increase from 2007-08 to 2008-09.

	2007/08	2008/09	% increase
Awarded	3157	3559	13%
Applicants	5840	6358	9%
Processed	91%	96%	

OFFICE OF PK-16

On January 8, Gateway was well represented at Badger High School’s Career Pathway Day which was organized by consortium member Marie Collins for Badger’s 1400 students. Stephanie Sklba was a keynote speaker. Gateway faculty representing multiple programs hosted ten display tables at the career & college fair, and a number of faculty participated in the afternoon career panels.

We are at the conclusion of this year’s high school articulation process, and Gateway now has 390 articulation agreements with 19 different schools/districts.

Van Walling, Executive Director of Engineers & Scientists of Milwaukee, was the guest presenter at the Gateway Tech Prep/School to Careers consortium meeting on January 13 and discussed the STEM7 initiative. This is a strategic collaborative for the development of STEM talent in southeast Wisconsin. STEM7 serves as a catalyst for creating partnerships and collaborative efforts between educators and industry.

Initial discussions with Ottawa University Campus Executive Officer, Robin Ware, indicate a strong interest to expand our partnership in the development of additional articulation agreements. Ottawa University, with campuses in Brookfield and Oak Creek, currently have transfer agreements for Gateway’s Accounting and Emergency Medical Technician–Paramedic programs.

OFFICE OF THE BURSAR AND STUDENT ACTIVITIES

For the year 2008, there has been a gradual increase in the use of the Web to make payments on students’ accounts. In January 2008 the percentage of payments processed through the Web was 9.2% of all transactions and ended the year with December web transactions being 20.1% of all transactions for the month. The breakdown for the 2008 year is:

Method of Payment	# of Transactions	% of Total Transactions	\$ Amount Received	% of Total \$ Amount
Web Payments	5,702	13%	\$1,806,824	20%
Cashier Payments	37,982	87%	\$7,095,256	80%
Total \$ Amount Received			\$8,905,256	

For the 2009 Spring semester there is currently \$4,322,417.00 in outstanding student receivables fees which represents 4959 students. The breakdown on how these fees will be paid is:

1381 students selected the payment plan	\$739,507
2627 students have financial aid in place	\$3,085,141
38 students have scholarships in place	\$40,652
789 students have authorizations in place	\$422,656
124 students need to get funding in place	\$34,461

In addition, 2433 students paid in full or enrolled in courses covered by other funding.

OFFICE OF STUDENT ACTIVITIES

January 2009 student activities event calendar:

- ★ January 21 & 22 - Gateway Days-Each campus will have complimentary items, water, and snacks. There will be information tables for students to get directions to their classes as well as a variety of up-to-date college information.

- ★ January 27 – hosting the National Society of Leadership and Success: Bill Bartmann (satellite conference) Racine Campus-Superior Room 102 - Set extraordinary goals...and achieve them, develop the mindset of high achievers and avoid costly mistakes.

ACADEMIC AND CAMPUS AFFAIRS UPDATE

Business, IT, and Service: Toby Livingston, IT Networking student, received the CompTIA IT Merit Award. These awards recognize outstanding accomplishments by students and adult learners in both the CompTIA Education to Careers (E2C) and CompTIA Learning Alliance (CLA) programs who have trained for and received CompTIA certification. Each year individuals of all ages receive CompTIA IT Merit Awards, helping them pursue careers in Information Technology. Merit Awards of \$250 are presented to selected students. Funding for the awards comes from an industry endowment to the CompTIA Educational Foundation. Since the program began in 2001, more than 400 students throughout the United States and Canada have received cash awards to be used toward their continuing education.

IT Students planning for Earth Day: Incorporated into Linda Spaulding's IT classes are opportunities for students to participate in Gateway's Earth Day Celebration on April 25. Students will have assignments that are applicable to the courses they are enrolled in and the Earth Day event. IT will have a booth to assist with identity protection; e.g., zero hard drives which removes all valuable data from the drive, CDs /floppies with free ware to zero hard drives, and assistance on how to remove personal information from cell phones and PDAs to prepare them for recycling/donation.

Health Careers: Preliminary work has begun on a training initiative with Aurora Healthcare to provide critical care knowledge and skills training to select Aurora employees, including registered nurses and certified nursing assistants. The training is being conducted by expert Gateway nursing faculty in partnership with Aurora nurse leaders/educators. It is funded in part by a state workforce advancement training grant.

In response to our clinical site partners' requirement for students to be insured against accidents, a low cost (\$13 per semester) accident policy is being developed which will be made available to Gateway students as they enter the clinical phase of their programs. An informational telecast is scheduled for February 6. Students will be able to opt out of the insurance program if they can demonstrate they have equivalent coverage in force for the duration of their clinical experience.

Orientation for incoming nursing students will be held January 22-23 in Kenosha and January 22 in Burlington.

Gateway health occupations programs were well represented at the January 8 Career Pathway Day held at Badger High School in Lake Geneva.

A dental screening for Kenosha children is being planned by the Gateway dental assistant program and the Boys and Girls Club of Kenosha. The screening clinic, similar to the one conducted at Gateway in November involving the Head Start Program, is being scheduled for February.

Several health faculty and staff members will be honored at the February 6 Recognition Dinner at Parkway Chateau including Susan Pascucci (25 years of service); Gloria Paterson and Sophia Petraitis (each with 15 years of service); Diane Anderson and Kelly Bartlett (Outstanding Employee Awards); Diane Skewes (Faculty Excellence Award); and Diane Labanowsky (Gateway Association for Career & Technical Education Award).

Monthly meetings between Dean Mike O'Donnell and the health occupations counselors have greatly facilitated communication process improvements, helped in orienting newly hired counselor, BJ Wagner on the Burlington campus, and has resulted in a collaborative updated marketing flier which can be given out to student prospects.

Elkhorn Campus: New computers have arrived and are being installed. The Graphic Communications program received new MACs. After campus migration is complete, the old MACs will be donated to the Alternative High School. Twelve computers will be donated to Mt. Zion Christian School in Lake Geneva. The Mechanical Design Lab is being cleaned and updated for Nodal delivery of Engineering programs this semester. New furniture is scheduled to arrive on January 19.

New boilers in the South Building have been up and running for a couple months and we've confirmed a 30% improvement in gas consumption as anticipated.

Camosy Construction has been hired to be Construction Manager (CM) for the health wing remodeling project. This is different than our typical mode of bidding out the whole project to one general contractor. Under the CM model, Camosy will be paid a set fee as established in their RFP. All of the sub trades will be bid out individually. The CM model allows us to get the construction manager on board in the design phase of the project to advise the architect/engineers as to market conditions and best values. We expect this will deliver a better project at a better total cost.

Racine Campus: The ABE/ELL departments held their end of semester adjunct meeting on December 15. The meeting provided an opportunity for adjunct instructors to meet together and share experiences. We also include one-on-one help with entering grades in Web Advisor. Contracts for next semester were also distributed.

Three major remodeling projects began in December: the Business Excellence Center remodel in the Conference Center area, a remodel of the restrooms on the 2nd floor of the Technical Building, and the Industrial Maintenance Lab in the north section of the 1st floor of the Technical Building.

Twelve staff members participated in an Office 2007 workshop as part of the Staff Development Center activities for January. The class was taught by Laurie J. Lewis, Office Technology instructor in Racine.

COMMUNITY AND GOVERNMENT RELATIONS

Letters have been sent to our state legislators regarding the importance of continued funding for the technical colleges. This is in response to the possible cuts in state grant programs.

Early in January, a national Wind conference was held at Snap-on. This conference brought together education and business leaders from across the country focusing on alternative energy –wind. The WCEDA Government Affairs committee is making wind/solar/alternative energy a focus for the upcoming year in Walworth County.

As the state chair of the Wisconsin Association for Career and Technical Education Legislative committee, I have begun working on the WACTE Legislative seminar that will be held in Madison on April 23. Topics for the day will include updates at the state and federal levels, student leadership and the Student Government Associations, the role of K12 and technical colleges during these economic times, and the impact of the state budget and jobs/economic development.

Gateway legislative breakfast is being planned for February 20 in Burlington. This breakfast is a wonderful opportunity to have dialogue with our local elected officials. More information will be provided.

We are nearing the conclusion of our spring semester registration push utilizing the *We Are Futuremakers* theme. In addition to maintaining our presence in newspaper and outdoor billboards, we produced a new Futuremakers 30-second cable TV commercial which has been running on about 15 key channels on two cable systems. We have also concentrated all of our radio advertising dollars on KISS FM, which focus groups and media habits surveys have shown as our students' top listened to radio station. They have produced announcer endorsements of Gateway as well as standard commercials. We are also the sponsor of the Friday guest host for their popular morning show.

The home page of our website has been updated slightly to better reflect the color scheme of the Futuremakers theme and extra space has been created for promoting Gateway happenings and to clarify links to ordering information or asking Gateway questions.

The new part-time marketing communications specialist, Kristin Gunia, whose position is funded by the District Activities Advisory Board, is building web pages to promote involvement in Gateway's student clubs, SGAs, and student events and opportunities.

We have been working closely with Blackhawk Technical College in joint promotion to the GM workers. This has resulted in Janesville area billboards, a couple of ads, and a strong Madison TV report which demonstrated Gateway's expertise in working with laid-off workers.

WORKFORCE AND ECONOMIC DEVELOPMENT DIVISION

CATI business incubator tenant, ictect, inc., was featured in the December issue of Corporate Report Wisconsin <http://www.crwmag.com/CRW3/ReportPDFs/2008/08DecRR.pdf>

The new video conference room at CATI is now complete. This joint project supported with funding from We Energies, Racine County Economic Development, and Gateway provides multimedia capabilities for a number of audiences including businesses interested in relocating to southeastern Wisconsin.

Gateway's **LINK program at S. C. Johnson** will begin classes the week of January 19 with over 213 students, the second highest enrollment total for a spring semester in five years. Several classes filled with over 25 students and had waiting lists.

A video presentation of the SC Johnson LINK program will be delivered at the **Future Colleges Assembly** in Orlando on January 26. We were invited to present a follow-up session and felt that it was more cost effective to send a video presentation, than for a number of staff to travel to the conference.

The WEDD Apprenticeship Department is working on the possible start of an **HVAC apprenticeship** program this fall. The **Great Lakes Apprenticeship** program has grown to 23 students taking eight different courses this spring.

All five WEDD instructors have now gone through the **MSSC Train the Trainer** program and will soon be able to start delivering MSSC certification classes.

Gateway is offering a **Strategic Small Business Series**, a 3-part seminar series on strategically developing a business to survive in a world of change. The series was offered at CATI with the first session scheduled for January 22 from 3:30 p.m. to 5 p.m. The cost is \$10 per person, per seminar and includes a \$10 voucher to be applied toward a Profiles International assessment tool. To Register: tillieye@gtc.edu or call 262-741-8518.

Gateway's **Green Business Seminars** continue with Green Behavior scheduled for February 13 at CATI from 7:30 a.m. to 9:30 a.m. The cost is \$25. To Register: tillieye@gtc.edu or call 262-741-8518.

Gateway's **Machine Repair Bootcamp** will begin at the Racine Campus on March 23. Recruitment of participants is being handled by workforce development partners located in each county. For more information please see Gateway's website at: <http://www.gtc.edu/page.asp?q=544>

The first employer briefing for the **Global Corporate College** will be held on February 11 at Northeast Wisconsin Technical College's campus in Green Bay. Invitations have been sent to Fortune 1000 companies throughout the state and Gateway will have representation at the event. This is the first step in introducing companies to the benefits of standardized training capacities at multiple locations across the nation or the globe.

FINANCE DEPARTMENT

First and foremost, Moody's Investors Service has confirmed our Aa1 bond rating. Special thanks to go to Tina Schmitz and Bev Hansen who helped with the discussion with Moody's. Tina provided an update

on the budget development process for next year and Bev provided the analyst with a detailed explanation of our post retirement liabilities. The first comment from the representative from Moody's with regard to the Aa1 rating was the confidence in the financial management team at Gateway and the direction the College is moving.

Debbie Lewis responded quickly with a financial analysis of the grant reductions proposed by the state so the Executive Leadership Council can begin to plan for the changes as a result of the state's financial situation.

The RFP for security services was recently mailed. Thanks to Sue Debe who prepared the document and incorporated all of the ideas of the committee in the RFP. The proposals are due to be returned in the middle of February at which time a cross functional team of Gateway employees and a student will review the proposals and interview security firms.

HUMAN RESOURCES DEPARTMENT

Emergency procedures booklets have arrived and are being placed in all classrooms and conference rooms by the telephones. In addition, all staff will receive one at today's inservices. There is also one in the Board members' folders.

The transition to the new 403(b) tax sheltered annuity process has been completed and has gone fairly smoothly. This has been done in response to new regulations from the IRS that require the employer to be much more involved than in the past.