



PRESIDENT'S REPORT

October 20, 2016

GATEWAY AS A LEADER

VANguard continues to offer another option for High School students to earn college credit while attending Gateway's VANguard Partner High Schools. This Spring we were pleased to add Badger High School to our VANguard partnership. At this time Badger is very interested in VANguard's Chinese classes as well as Medical Terminology. We see a strong increase in numbers of students taking advantage of VANguard Gateway Classes for the Fall of 2016. American Sign Language has a significant increase in interest as well as Medical Terminology. High school students continues to be interested in Sociology, Introduction to Psychology, as well as Developmental Psychology. There is also continuing interest in Gateway's Programming Classes that we added within the last 2 years. Our partnership with the Milwaukee Public Museum is of great benefit to both Gateway and MPM. Their Distance Education Department enjoys doing programs for our Gateway audiences and we enjoy helping the Museum stream and record their programs. We may be instrumental in the near future in helping MPM stream and record programs for patients at Children's Hospital.

ACADEMIC AND CAMPUS AFFAIRS

BIT

There was an article in the Kenosha News that featured one of our students, Luis Yon. He is currently registered for the Small Business Entrepreneurship and Architectural Engineering programs at Gateway. The Marketing faculty worked with Luis in Marketing Principles and Promotion Principles class to assist him in the show. Both his marketing plan and promotion plan projects focused on planning and implementing the Kaleidoscope Art Show. This event is a fundraiser where monies go to educate students in Guatemala, where Luis is from.

Developmental Education

194 students have registered for the 890-721 ABE Success Skills course - this is the orientation required for GED or HSED credentials. So far, 69 students have completed the orientation and are ready to pursue their GED or HSED.

The following Dev Ed faculty/staff presented at Employee Learning Day: Craig Schambow (District ABE Faculty Chair) - Navigating Through the GED Orientation; Linda Badillo (District Transition Specialist) - Beyond Immersion:Support English Language Learners at Gateway Technical College; and Dr. Debra Solomon (ELL Faculty) - Book Discussion: The Checklist Manifesto

General Studies

General Studies faculty continue to participate in activities to strengthen instruction

throughout the college. For instance, Dr. Katy J. Schroeder (Communications) presented at the adjunct in-service and during instructor professional development week. Also leading a session during professional development week was Tiffany Garrison (Science).

Kyle Kendall (Spanish) and Jessica Gleason (Communications) led sessions during Employee Learning Day. Reyna Juarez (Associate for General Studies) was vital in the Employee Learning Day planning and logistics.

Spanish enrollments continue to climb. Kendall reports that enrollments in Spanish have increased 27% between 2015 and 2016. The internal certificates in Spanish for Law Enforcement and Spanish for Health Care Workers have helped, and Kendall is researching the possibility of adding certificates in Spanish for Horticulture and Spanish for Culinary Workers.

Math and Communication faculty recently met with RUSD and UW-Parkside to follow up on this summer's Math and English Summits. Gateway has pledged to help continue to build relationships between Gateway and RUSD faculty members and build bridges between high school and college for students. Some ways under discussion include adding RUSD faculty to Gateway's assessment activities and Gateway instructors leading professional development sessions for RUSD instructors on topics like evaluating student writing for non-English teachers. Representing Gateway at the most recent meeting were Dr. Tom Halloran (Communication), Manal Rizek (Math Department Chair), Dr. Qun Yu (Math), Dean Kathy Nordhaus, and Jane Finkenbine. Instructors Karen Solliday (Communications) and Dr. Stevie Summers (Sociology) once again combined their classes in a Privilege Walk activity, which led to excellent student discussions about issues of diversity.

Jessica Gleason (Communication) reports that the Red Hawk Review, Gateway's student literary magazine, is again accepting submissions for the 4th issue, to be printed in spring.

We appreciate the help of Dr. Jennifer Charpentier and the Foundation, who provide tuition vouchers for the best student submissions of prose, poetry, and art/photography. Phi Theta Kappa (PTK), under the leadership of Gleason and Dr. Suzanne Sublette (Social Science) and with the support of Karen Simpson (division associate) is in the midst of the fall membership drive and are planning the Fall Mixer. Students are working on a project to benefit the college community and to earn a star for Gateway's chapter of PTK, which is the honorary society for two-year college students.

Dr. Sublette also reports that faculty are again participating in teaching Brown Bag lunches. This year's topic is how to address the 2016 presidential elections in the classroom setting. The next meeting is 10/28, with a debriefing after the election on 11/11. Faculty attending are Colleen Aird (Social Science), Jason Gerber (Math), and Ann Stotts (Communication). All faculty across the college are welcome.

Kenosha Campus

In lieu of having a food service space on-campus while the Kenosha Campus Student Commons is under renovation, we have been able to have De La Rosa food truck come in Tuesdays and Thursdays 11am - 1pm. I also have Trolley Dogs coming for a visit today (10/5/16) to possibly start service on Mondays and Wednesdays next week.

Gateway's NEA Big Read kicks off with an event on Friday, October 7th at the Madrigano Auditorium. Free events throughout our 3 counties will be happening over the following 30 days. For morning information, visit: http://neabigread.org/communities/?community_id=2269

COMMUNITY AND GOVERNMENT RELATIONS

As of October 6, 2017, the Foundation has raised \$82,717. The generous gifts were from individuals (including Gateway faculty and staff as well as alumni), corporations, service clubs, and foundations. Donors have contributed to areas such as the mission of the Foundation, student scholarships, the Gateway Promise endowed fund, student emergency funds, and the Boot Camps.

The Gateway Promise Endowment Campaign has reached \$1,567,300.

Continuing Student Scholarship applications opened on August 29 and closed on October 5, 2016. This year, we had 513 students complete the application. Last year, we had 515. Scholarship Application Evaluation Reader training has started for volunteer readers. We anticipate notifying students of their awards before the winter break.

The Foundation Board has adopted its 2016-2020 Strategic Action Plan in September. Its overall goal is to raise funds: \$3M in Promise by 2018, \$2M in endowment by 2021, \$90,000 annually in unrestricted funds and other funds by 2020. The strategies it has identified are: 1) Increase funding by diversifying the donor mix 2) Build capacity to successfully implement strategic plan 3) Market the Gateway Technical College Foundation Mission 4) Monitor Plan implementation.

The Marketing Department went live with the Strengths...Every Day initiative website on the intranet and developed and introduced communication piece on the Commitments created by the Strengths...Every Day steering committee. They produced a series of targeted program of study flyers to be used at the Amazon Education Fair

Determined that Marketing will begin its own series of "marketing on campus" similar to HR and Provost on Campus efforts to give staff on those campuses easier access to a marketing representative. Should start this initiative after the first of the year. The Community and Government Relations Department has continued with the 105 year anniversary celebration. We will continue through the months to encompass employee events such as: Employee Learning Day, Customer Service Week, Administrative Staff Meeting and Custodian Appreciation Day. The celebration has branched out to include many of the student activities such as: Overcoming Adversity,

Stressed? Self-Care 101, The Power of Formula For LinkedIn Success, and their student government officers training day.

House Speaker Paul D. Ryan was honored at the Three Harbors Council of the Boys Scouts of America. He received this year's' Distinguished Citizen's Award. Gateway Technical College is a proud to be a key component of this event.

Stephanie Sklba has attended "The PromiseNet 2016" conference in Washington. While in Washington, she and Dr. Albrecht visited Senator Baldwin's Office with staff person Brian Moulton.

ENROLLMENT

Fall enrollment is trending down -3.7%. FY17 year-to-date is currently down -3.6%. Spring priority enrollment will begin November 14.

FINANCE AND ADMINISTRATION

Tax Incremental District Updates

The Village of Sturtevant Tax Incremental District (TID) #3 for the Renaissance Park closed. Gateway Technical College received \$65,400 as our share of the overpayment.

A new Village of Sturtevant TID #4 was approved for \$25,000,000 to create a commercial district along Durand Ave.

Three expanded TIDs in Kenosha were approved and include clean up and build out of the Chrysler, \$500,000 to attract a new firm to the Kenosha Business Park, and a new parking garage downtown plus improving 22nd Ave. from 75th St. to 18th St.

Burlington Center

We received a \$75,000 donation from the Associated General Contractors Association Foundation to expand the construction academy in the 496 building in Burlington. Gateway will open a construction management degree as an extension of the high school academy.

Department of Revenue 2016 Valuation Factor - Net New Construction

Gateway Technical College's net new construction came in at \$614,245 which is \$114,245 above our budgeted \$500,000.

Grants Accounting Update

Debbie Lewis participated in a WTCS State Grants guideline meeting webinar regarding funding and proposal opportunities to apply for by January, 2017.

The college's external audit firm, Schenk, S.C., is completing the Single Audit and related documentation to be presented to the Gateway Board of Trustees prior to December 31st.

Debbie Lewis recently attended a 2017-18 Grants Summit meeting held in Madison, WI. This summit provided professional development pertaining to grants including

sharing best practices to improve grant proposals and budgets, discussion of model reports, evaluations, and grant reporting requirements.

A new grant software package has been purchased. College staff are currently working with the software vendor to populate with data of 2016-17 grant information and to learn the software features.

Grant accounting staff continue to attend participate in webinars for Federal grants for important announcements.

Budget revisions have been submitted for approval from agencies for two Federal and three State grants this month.

New Time and Effort reporting for OMNI will be reconciled for the first fiscal quarter before billing agencies based on new Federal requirements.

Timely Ledger Project Update

The Timely Ledger project team met and had discussions related to technology vendors for the Timely Ledger/Expense Reporting components. We are in the process of soliciting information from interested vendors to decipher what is the best fit for Gateway.

Purchasing Staff Update

Judy Braun was promoted from Purchasing Technician to her new role as Manager, Purchasing. Judy served in her previous role for nearly 10 years and we are very excited that the Gateway community will continue to benefit from Judy's knowledge, experience, and professionalism.

HUMAN RESOURCES & FACILITIES

Gateway has temporary occupancy of the Law Enforcement Classroom spaces with final occupancy set for October 21. The site work around the shooting range will be complete by October 31. The range equipment has been on order and installation is expected to be complete by January 1, 2017.

The construction of the Technical Building Third Floor remodel is on schedule to complete on December 16. The demolition is complete and the framing of the walls has begun. Furniture will be installed the week of December 19. IT equipment will be moved into the space from the IT classrooms at BioScience Center and from the Racine Campus Lake Building in time for spring semester classes that begin on January 9.

The remodeling of the 496 Building in Burlington to expand the high school construction trade program is in the final planning stage. Bill Whyte will join Peter Smet, Burlington School District Superintendent, and Eric Burling, BHS principal, in Madison on October 5th to present the concept to the Associated General Contractors Foundation Board to obtain some funding for the project. Once completed, Gateway will be positioned to expand programming to include a Construct Management Associate Degree.

We received a Tax Incremental District (TID) closeout settlement of \$65,000 from the Village of Sturtevant for their very successful Renaissance TID.

The Human Resources Team had their annual retreat on September 21. It was well planned with good strengths activities and team building events.

One of the best Employee Learning Day events was held on September 28. Bill Whyte chaired the Morning Program and Terry Strash chaired another very successful health fair.

The MRA-The Management Association held their first HR Roundtable meeting. John Frost attended representing Gateway. One of the benefits of MRA membership is getting to participate for free in an HR Roundtable Group. The local group meets in Sturtevant and consists of ten HR professionals from Kenosha and Racine Counties who will meet monthly to review current changes in HR requirements, best practices, and questions from peer group input. These groups help to maintain a current, up-to-date view of HR practices.

John Frost conducted a New Employee Handbook Orientation, a Learning Innovation Division (LID) policy review and recommendation meeting to avoid legal problems, and many employee issue meetings last month.

Debbie Miller opened the Better Together Campus Sexual Misconduct and Prevention survey which was sent to all students and staff. The survey is scheduled to close on October 15.

Debbie presented two sessions on Title IX at the Employee Learning Day.

A Green Belt presentation on Onboarding & Offboarding was presented to the Racine Unified School District by Jacqueline Morris to introduce them to Quality Improvement Initiatives.

Tom Cousino, conducted Safety Audits of the Kenosha Campus and the Horizon Center, to track compliance with OSHA standards. Shared findings with the applicable program Dean/Facilities Staff and program chairpersons for action.

Tom attended the kick-off for the Leadership Kenosha, a year-long seminar to network and increase his leadership skills. He completed team building activities and further studied our leadership styles to better understand how we currently lead/manage personnel. The program meets one day a month and has different activities that must be completed outside of the course.

Tom presented two presentations to departments on Campus Safety & Security topics and how to remain safe while on campus. Topics discussed were the CARE Team, Campus Security Staff, How to fill out a Maxient Report, Active Shooter Response Techniques, How to diffuse hostile students.

Tom also conducted a full day of training with all of our G4S Security Officers. The officers received training in how to handle Safety investigations, medical emergencies, bomb threats and other emergency situations. Additionally, they had a class taught by Joe Whiten on Professional Communications. This training will further help develop our already professional staff into a better prepared and trained staff that is ready to handle all different situations they may face.

Attended various CLERY Act Webinars to further become an expert on the CLERY Act and how to ensure compliance when completing the Annual Security Report which is due to the Department of Education and to be posted for all employees by October 1st each year. We met this goal and all information was disseminated before October 1st.

INSTITUTIONAL EFFECTIVENESS

On September 28, the Strengths...Every Day Steering Committee released the Strengths-based College Commitment, a 3-year plan for positioning Gateway as a leader in strengths-based education. Over the course of the plan, we will provide in-depth training for staff, strengths development for our students, and strengths leadership for our community. The entire plan is available on Gateway's intranet in the About section of the Strengths...Every Day page. Board members can request a copy of the plan from John Thibodeau.

Our annual report on Service Learning at Gateway for 2015-16 is now available. The Service Learning Center continues to connect our students and faculty to our local non-profits and take learning out of the classroom and into our community. This year, 826 students in 86 courses accumulated 10,492 hours of service with 125 community partners throughout the Gateway district and abroad.

Career Pathways

The Career Pathways Manager has been working with program faculty to develop new pathway credentials for 2017-2018. The following proposed credentials have received support from the assigned WTCS Education Director to be submitted through the official application process:

- Material Testing Inspector Certificate
- Advertising Sales Representative Certificate
- Baking and Pastry Arts Certificate
- Basic Cooking Skills Certificate
- Culinary Assistant Technical Diploma
- Intro to Paraeducator Careers Certificate
- Electronic Equipment Assembler Technical Diploma
- Hospitality Essentials Certificate
- Foundations of Lodging and Hospitality Management Diploma

The Career Pathways Manager will continue to work with faculty to finalize the application for each credential by early November. If approved, the offerings will be available for students beginning in May 2017.

The Career Pathways Manager hosted a training session for Academic Advisors, New Student Specialists, and Career Counselors on the WICareerPathways.org website. The website coordinator from FVTC delivered training to our staff to ensure their familiarity with the website and provided instruction on how to help students navigate the site and explore career pathway options. Additional training was also provided on the career pathway maps to reinforce correct usage with students and stakeholders

Employee Learning

Employee Learning Day was held on September 28th. This one day event provides professional and personal development for all regular Gateway employees. The morning was kicked off by the Provost and included a motivational and inspirational keynote by Paul Wesselmann about keeping our promise to students, the community, and to each other. Attendees also completed four exciting workshops throughout the day. Jose Avila, one of Gateway's nursing instructors, had this to say about the event:

"I just wanted to let you know that this day was excellent!!! The morning speaker was excellent, very informative and lively. The breakout sessions I attended were great and I learned many new techniques to use with my students. The health fair was great. I now know that I have nice clean carotid arteries and the blood flow to my brain is great!! Thanks for the great food and treats. As always another great day!! Thank you for all that you do for us so that we can do wonderful things for our students!!! One of the greatest benefits is seeing many of the wonderful people that work here and getting to know some of the new faces.. Lastly, I did want to echo what the speaker said this morning, he mentioned that this was the first college where they shut down for the day to have all of the staff come together to learn and share. I never realized that or at least thought of it that way. But, Gateway really values all of the employees and what they contribute to making us such a great place to work and learn. Thank you for that too. "

Employee Learning Day was a so well received because of the hundreds of hours that many employees dedicated to making the day successful.

LEARNING INNOVATION

Distance Learning

New policies related to technology procurement and digital communications have been approved by ELC and published to users. We are continuing our pilot project involving Blackboard Collaborate, which is a software tool intended to provide "live" remote class options for students and faculty. We are expanding the pilot group to include additional faculty to help us assess the efficacy of this tool. Concurrently, we are evaluating Pexip software to replace aging infrastructure related to meeting room video conferencing technology as well as the scheduling and recording functionality of these technologies. These technologies for live interaction bring instructional options directly to a user's laptop.

Information Systems

The Intelligent Learning Platform (ILP) implementation is in progress. The ILP is primarily an interface between Colleague and Blackboard that also enables other Ellucian products such as Advise, Mobile, and Portal to access and integrate with Blackboard information such as login activity, grades, and assignments. The initial roll out is planned for Spring of 2017.

Updates to Self Service are being staged. A number of patches will need to be applied to accomplish this.

The end of Academic Year State Reporting is in progress. The identification and correction of exceptions is on going.

The setup for the transfer of data to CampusLabs has been completed. CampusLabs is the online delivery platform for the IDEA Survey that our students take.

The Advise implementation which will allow advisors and eventually faculty to better identify and communicate with students whose activity and/or circumstances indicate they may not be academically successful is still in progress.

Information Technology - User Experience

After the start of the semester, the user experience team has been working with users on the day to day issues that come up. Two new VDI labs were set up in Racine at the last minute to accommodate the lack of available computer labs due to construction. Students that are learning Windows 10 this semester are doing this through VDI desktops as well. This has effectively maxed out our current capacity for VDI desktops. New server hardware will be ordered soon for this need.

Testing has begun on the Barco NRC-200 and NCN-100 devices, which Barco calls the "Collaborative Learning Platform". This system allows up to 4 students to project their computer displays to a single TV display wirelessly, and also allows the instructor to share these displays to all of the displays in a room. We are testing a number of features that system contains, and are excited by the prospect of collaborative learning that it can provide.

The process for ordering new computers for the year has begun. We have identified the users that should receive new computers and will be sending out surveys to ask for their preferences (i.e. screen size, 10-key on keyboard, tablet functionality, etc.). This survey has been used in the past and has been very successful in coordinating this effort.

Information Technology - Technology Operations

Our Infrastructure Team staff are doing their part to upgrade the classroom multimedia and digital signage across our campuses.

The servers and storage which comprise our Ellucian services are being relocated to our SmartRow in the BioScience building. This move will lower our energy usage and enhance our system availability and resilience with the SmartRow infrastructure providing energy savings, dual cooling units, fire-suppression, and UPS power and a

natural gas generator used to power the servers and infrastructure in the event of a power failure.

Computer Support Techs are continuing their efforts to replace aging desktops and laptops for staff scheduled for replacement this year. At the same time, we are planning for the new Summer term computer images to meet our academic needs. Windows 10 will be provided for those faculty and classrooms where there is an instructional need.

Derrick Domes continues to deliver our Cyber-Security presentation at the request of department heads. Response has been very positive and staff are asking excellent questions demonstrating that they are engaged in the topic.

STUDENT SUCCESS

Admissions

The Admission office has been busy processing over 800 documents to get students program admitted for the Fall. They have been assisting ITT Tech students with admissions documents, and making sure they have everything done for admissions.

New Student Specialists

The NSS team put on two Quick Starts information sessions for ITT Tech students, assisting them through the application process. We partnered with the Registrar's office, Advising, and Financial Aid to assist these students get started at Gateway. The NSS are busy planning Promise events, and bringing tours groups on campus.

Financial Aid

This month the financial aid department has been busy recalculating awards and getting ready for our first disbursement of the Fall 2016 term. We anticipate that we will process almost 6 million dollars in aid over the course of two weeks. In addition to processing aid, we have ramped up our outreach to students who are delinquent on their student loan debt. Earlier this month we sent mailings to delinquent students and we will be following up with emails and phone calls to these students. The hope is that this will help increase our future default rate.

Registrar

The Registrar's Office implemented two (2) new CFPL-PLA (Credit for Prior Learning - Prior Learning Assessment) exams and two (2) new CLEP exams in September. The Registrar's Office also created ITT specific CFPL transfer guides in addition to hosting 3 CFPL Information Sessions for ITT students.

Express Services

Express Services, in conjunction with New Student Specialists, have been busy preparing student records for the 100+ transcribed credit courses offered in the district high schools.

BUSINESS & WORKFORCE SOLUTIONS

Nicci Pagan, Apprenticeship Coordinator and Instructors Dan Neuman and Randy Reusser represented Business & Workforce Solutions at the Broncos Business and Career Expo at Union Grove High School on Wednesday, September 14th. There were also many others from Gateway promoting our programs, classes, and services.



Randy and Nicci at Bronco Business & Career Expo

On September 20th three staff members took the ETAI Customer Service Specialist exam and earned the CSS credential. Please congratulate our new Customer Service Specialists Robin Widmar, Michelle Miller, and Jane Kluchka. We are all very proud of their accomplishment. Their customer service is second to none!



Debbie Davidson, Michelle Miller, Robin Widmar and Jane Kluchka

Engineering staff from Kenall visited the Fab Lab to look at our abilities in 3D printing. Gateway's Fab Lab will begin assisting them in developing prototypes and 3D printed parts which they will use in production.

The Fab Lab is starting a Gateway sponsored "Fab Lab" Club where students can team up and tackle large projects and leverage skills as part of a team. Our first meeting is October 6th and we already have 15 students signed up for the club.

On September 14th Horizon hosted a tour for Triton College from River Grove, IL. They might have the opportunity to redo/update their auto program and wanted to get some ideas from our lab and learn more about how Snap-on and NC3 partner with colleges to help lab construction projects like this. That same day the new Gateway Certification Truck was brought to the Union Grove Career Expo and put on display for students, parents, and others in the community to promote Gateway's various programs and our ability to bring that training to schools and businesses.

Additionally the Gateway Certification Truck was brought to the Burlington Campus for the K-12 Administrator Breakfast. This meeting was an opportunity to introduce over 30 local K-12 administrators to Gateway's ability to bring new technology and training into their classrooms.

Michelle Talhami conducted outreach to more than 200 contacts across Racine, Kenosha, and Walworth counties for Gateway's 2016 Manufacturing Expo. Of those contacted, 16 organizations host tables including the Society of Manufacturing Engineers (SME) Chapter 2; Five Star Fabricating; Bradshaw Medical; Good Foods Group, LLC; Fischer USA, Inc.; Badger Meter, Inc.; Basin Precision Machining; Engendren Corporation; Bombardier Recreational Products (BRP); River's Bend Engineering; Rust-Oleum; Machinery & Factory Supply; E.C. Styberg; Plastic Parts, Inc.; and, Federal Heath. The 2017 Manufacturing Expo campaign is currently being built based on feedback from this year's outreach to ensure all interested organizations are included in next year's outreach list.

Michelle and Kate Walker attended the WTED Meeting held at the WTCS System Office in Madison on September 15th. This was a great opportunity to hear updates from Morna Foy regarding upcoming WTCS budget items proposed for legislation, updates on the sunset of Staff Accounting, and to learn more about the State Marketing Consortium and how each technical college can be contributing to these marketing campaigns. The Apprenticeship Department has attended many outreach events this month, including two High School Career Fairs and the Manufacturing Expo at the iMET Center. We were able to provide thousands of students with information about what wonderful benefits Apprenticeship has to offer.

The Apprenticeship Department attended Employee Learning Day and taught our Apprenticeship 101 class to two sets of our faculty and staff. It was a great day of learning and meeting new contacts! Stacey Erickson, our Divisional Apprenticeship Associate, gave a speech about how our Foundation at Gateway Technical College has changed her life and how Gateway employees make a difference in the lives of students every day!



Stacey Erickson at Employee Learning Day

The Apprenticeship Department would also like to welcome our new Construction Electrical instructor, Rob Alderson, to our Gateway family! If you see him on the iMET campus, please stop by and say hi!

Thalia Mendez, Business Resource Specialist, had a busy month in Launch Box, she signed five new Membership Agreements (including one student and one faculty member). In addition, she provided one-on-one assistance to an additional 10 individuals.

Biz Squad kicked off their Fall class with five projects for Launch Box members, although the opportunity was always there, moving Launch Box to campus has definitely strengthened this partnership. In addition to the Launch Box member projects, Biz Squad accepted Thalia's request for an online room reservation system for the two conference rooms in the Launch Box Business Resource Center.



*The September Lunch & Learn featured Peter Rathmann, CEO/Founder MKE Sales Accelerator
"Turbo charge the volume, value, and velocity of your sales pipeline"*

Fifteen members attended this month's Lunch & Learn and now that school is in session, the Culinary Department catered (no more Jimmy Johns!). One attendee emailed Thalia the following week, "After implementing Peter's tools I turned three calls into one customer". And...Peter continued the discussion with six of the attendees in the Business Resource Center after the conclusion of the workshop.

The Launch Box Growth Seed Accelerator kicked off with ten companies participating in an orientation combined with Week 1 content, Lessons Learned and Experiments. The following two weeks Group A and B (five teams each) received Week 2 content, Value Propositions. The makeup of this second cohort is as follows: Six are women owned, four are minority owned (three of which are women), and five students are participating from Culinary, Marketing/Communications and IT. Industries represented are: Healthcare, Retail, Medical Device, Culinary, Innovation and Marketing/Design. All have the potential to Launch!

Thalia presented to the WTCS Marketing and Entrepreneurship Programs System - Called Meeting at the Madison Area Technical College Truax Campus on *Best Practices Related to Incubator Opportunities, Launch Box Co-working and Biz Squad.*



Women in Manufacturing at DMDII Workforce Advisory Council Meeting in Buffalo, NY
Stacia Thompson and Debbie Davidson attended the Digital Manufacturing and Design Innovation Institute (DMDII) Workforce Advisory Board meeting in Buffalo, New

York. Stacia represents Gateway as the only two year college on the advisory board. Debbie and Stacia gave a presentation to the board on NC3 and the benefits it could have with training the new and incumbent workforce in digital manufacturing. Debbie Davidson and Zina Haywood are coordinating an education fair at Amazon on October 10 and 13. More than 60 Gateway staff and faculty will be participating in an event to share Gateway's programs with Amazon employees.

Gateway is hosting a NOCTI Information event on October 18th at the SC Johnson iMET Center. The event will begin at 10:00 a.m. and conclude at 1:00 p.m. and includes a light lunch. Representatives from NOCTI will be on hand to discuss the use of their assessments for education and business partners. For more information or to register please contact Debbie Davidson at 262-564-3422 or davidsond@gtc.edu .

The Art of Conversational Selling is a one-day seminar which will be offered at the SC Johnson iMET Center on Tuesday, Nov. 15th from 9:00 a.m. - 4:30 p.m. Attendees will walk away from this event knowing how to make more sales, develop skills that make selling simple, handle objections artfully, ask for the sale creating a win/win resolution and more. The registration is \$259 and includes continental breakfast, lunch and refreshments. For more information visit. Training.gtc.edu

CNC Boot Camp XXVI will begin January 9, 2017. For more information please visit www.gtc.edu/business-workforce-solutions/boot-camps/cnc-boot-camp

Telecom/Cable Installer Boot Camp will begin February 7, 2017. For more information please visit <https://www.gtc.edu/business-workforce-solutions/boot-camps/telecom-cabling>