

Northeast Wisconsin Technical College District

Board of Trustees Meeting
Agenda

July 11, 2022
12:00 p.m.

***In- Person in the NWTC Green Bay Campus Boardroom DO308
2740 West Mason Street, Green Bay, WI 54303***

Open Meeting & Roll Call – Please turn off all cell phones at this time.

The Board Chairperson will call the July 11, 2022 NWTC Board of Trustees meeting to order and request that roll call be taken at this time.

Board Organizational Matters

12:00 – 12:30

1. *Oath of Office*

Wisconsin Statutes §19.01 (1) and Article IV, §28 require that appointed or reappointed district board members shall, before they enter upon the duties of their respective offices, take and subscribe an oath or affirmation to support the Constitution of the United States and the Constitution of the State of Wisconsin, and faithfully to discharge the duties of the respective offices to the best of their ability.

The Oath of Office was sent to the reappointed Board members for signature. Each Trustee will sign and have notarized the Oath of Office prior to the start of the meeting.

2. *Election of Officers*

The District Board of Trustees holds its annual organizational meeting on the 2nd Monday of July and elects a Chairperson, Vice-Chairperson, Secretary, and Treasurer. Incumbents are as follows: David Mayer, Chairperson; Cathy Dworak, Vice-Chairperson; Gerald Worrick, Secretary; and, Richard Stadelman, Treasurer. At this time the Board will elect its officers for FY2023.

3. *Review and Approval of the 2022-2023 Board Calendar & Topical Calendar*

Board Exhibit 1 is a copy of Board meeting calendar dates for FY2023. Also listed were other dates to be considered by the Board. Included with the Board packet is the Topical Calendar, which lists the topics and presentations to be provided at the Board meetings for the fiscal year.

It is recommended that the Board act on the FY2023 Board meeting calendars.

4. Appointments of the District Boards Association Standing Committees

The Board Chairperson will ask for volunteers for the WTCS District Boards' Association Standing Committees for NWTC and made appointments to those committees for submission to the Boards' Association as listed below. Board Exhibit 2 described the function of each of the committees. The following is a list of the committees and current assignments:

Board of Directors (two-year appointment): Carla Hedtke

Awards: Kim Schanock

Internal Best Practices: Gerald Worrick

External Partnerships: Dave Mayer

Bylaws: Cathy Dworak, Richard Stadelman

Guests

12:30 – 12:35

1. Open Forum, Introduction of Guests, and Acknowledgements

The Chairperson will ask for the introduction of any guests present at this time and invite public comment.

2. Mission Moment

Meridith Jaeger, VP of College Advancement, will share an Alumni Spotlight during this time.

3. Student Senate

There will be no Student Senate update.

Action Items (Roll Call Vote)

12:35 – 12:45

1. Bills

Detailed copies of the current disbursements for fiscal year 2022 for the months of May and June are being forwarded to the Board Treasurer for review and recommendation to the Board for payment. Additional listings of the bills are available in the District Office for review by any interested person.

It is recommended that the Board approve the May & June 2022 bills as presented.

2. Laptop Carts for AG Moves

As the college navigated the requirements for the N.E.W. School of Innovation moving into the AG building, IIT identified computer needs in relation to the removal of the AG205B computer classroom. Existing equipment was evaluated for potential use and utilized where applicable.

It is recommended that the Board approve funds in the amount of \$64,000 for 16 workstation class laptops in a mobile cart to be utilized in the Environmental Engineering Technology lab.

Consent Agenda Items:

12:45 – 12:50

1. **Minutes**

The minutes of the May 11, 2022 and June 15, 2022 Board meetings were sent to Board members prior to the July 11, 2022 Board meeting. It is recommended that Board approval be given for the May 11, 2022 and June 15, 2022 Board meeting minutes.

2. **Faculty – New Hires**

A. **Jeremy Berna – Gas Utility Construction and Service Instructor**

Jeremy Berna was the Selection Committee's top choice for Gas Utility Construction and Service Instructor. Mr. Berna has an Associate Degree in Gas Utility Construction and Service from Northeast Wisconsin Technical College and Pipe Mechanic, Excavation Safety, Mechanic Equipment Operator, and Certified Welding Instructor certifications from Northern Indiana Public Service Company.

Since 2007, Mr. Berna has been employed as a Construction Mechanic/Contractor Inspector, and a Gas Tap Machine Operator for Northern Indiana Public Service Company.

Placement for this position would be at the level Faculty B, \$70,500.

B. **Tyler Felchlin – Emergency Medical Service Instructor – District-Wide**

Tyler Felchlin was the Selection Committee's top choice for Emergency Medical Service Instructor – District-Wide Instructor. Mr. Felchlin has two Associate Degrees in the fields of Licensed Paramedic and Nursing from Northeast Wisconsin Technical College. He also has an Associate Degree in Fire Protection Technician from Fox Valley Technical College.

Since 2006, Mr. Felchlin has been employed as an Emergency Medical Technician - Paramedic for County Rescue Services in Green Bay, WI. Since 2012, he has been employed as a Registered Nurse for St. Vincent Hospital and has been a part-time Paramedic Instructor for NWTC since 2017.

Placement for this position would be at the level Faculty B, \$72,975.

C. **Samantha Fischer – Nursing Instructor - Marinette**

Samantha Fischer was the Selection Committee's top choice for Nursing Instructor - Marinette. Ms. Fischer holds a Master of Science in Nursing, Nurse Educator from the University of Wisconsin - Oshkosh and a Bachelor of Science in Nursing, College of Nursing from the University of Wisconsin – Eau Claire.

Since October 2014, Ms. Fischer has been employed as a Registered Nurse for St. Vincent's Hospital, Green Bay, WI. Since February 2018, Ms. Fischer has been employed as an Associate Degree Nursing Faculty for Lakeshore Technical College, Cleveland, WI. Prior to that, she was a Part-Time Nursing Instructor for Northeast Wisconsin Technical College. She is licensed as a Registered Nurse through the Wisconsin Board of Nursing and is certified in ACLS, PALS, and BLS.

Placement for this position would be at the level Faculty C, \$80,174.

D. Jessica Gunderson – Nursing Instructor - Marinette

Jessica Gunderson was the Selection Committee's top choice for Nursing Instructor - Marinette. Ms. Gunderson holds a Master of Science in Nursing Education from the Aspen University, Denver, CO and a Bachelor of Science in Nursing, Northern Michigan University, Marquette, MI.

Since April 2014, Ms. Gunderson has been employed as a Registered Nurse, Labor Delivery for Bay Area Medical Center, Marinette, WI. Since September 2020, Ms. Gunderson has been employed as a Part-Time Nursing Faculty for Northeast Wisconsin Technical College and a Full-Time Nursing Instructor for Rasmussen University since June 2021. Prior to that, she was a Registered Nurse for the Medical Surgical Unit, Bay Area Medical Center, Marinette, WI. She is licensed as a Registered Nurse through the Wisconsin Board of Nursing and is BLS certified and Neonatal Resuscitation Program certified.

Placement for this position would be at the level Faculty C, \$76,000.

E. Angela Farrell – Diagnostic Medical Sonographer Instructor-Program Director

Angela Farrell was the Selection Committee's top choice for Diagnostic Medical Sonographer Instructor-Program Director. Ms. Farrell holds a Bachelor's of Science in Physics, Mathematics minor from the University of Wisconsin – Stevens Point, an Associate's Degree in Diagnostic Medical Sonography from Northeast Wisconsin Technical College and a Certificate of Business Administration from the University of Wisconsin – Oshkosh.

Since 2013, Ms. Farrell has been employed as a Sonographer for Ascension St Elizabeth Hospital. Since 2015, Ms. Farrell has been employed as a Sonographer for Fox Valley Reproductive Medicine and a Sonographer for Kaldas Center for surgery, fertility, and pregnancy since 2017. She holds a license of ARDMS and is Nuchal Translucency certified.

Placement for this position would be at the level Faculty C, \$76,000.

F. Eric Craver – Business Instructor – District-Wide and Marinette

Eric Craver was the Selection Committee's top choice for Business Instructor – District-Wide and Marinette. Mr. Craver holds an MBA in Executive Leadership from UW-Oshkosh, a Master of Arts in Education: College Student Development/Higher Education Administration from the University of Iowa, a Bachelor's of English from the University of Iowa, and is pursuing a Ph.D. in Educational Leadership and Policy Analysis from UW-Madison.

Since 2021, Mr. Craver has been self-employed as the Owner and Chief Creative Strategist for Eric Craver Marketing Associates, LLC, in addition to instructing part-time for Northeast Wisconsin Technical College, in the College of Business and the Corporate Training and Economic Development Center, and UW – Green Bay. Prior to that, Mr. Craver was employed with UW-Green Bay as the Director of Marketing Strategy and Advertising and the Director of External Relations for the Division of Continuing Education, Outreach, and Adult Access.

Placement for this position would be at the level Faculty C, \$75,000.

It is recommended that Board approval be given for the appointments listed above.

3. Faculty – Retirements

With regret, we accept the following retirement notices:

- A. John Maier – Marketing Instructor who has been with the College since August 14, 2002 and has announced his retirement effective December 19, 2022.
- B. Sally Tomcheck – Associate Degree Nursing Instructor who has been with the College since July 22, 2002 and has announced her retirement effective December 19, 2022.
- C. Julie Siefert – Gerontology Coordinator Instructor who has been with the College since August 16, 1995 and has announced her retirement effective December 19, 2022.

It is recommended that Board approval be given for the retirements listed above.

4. Office Management associate degree Program Approval

The Office Management program will provide instruction in advanced office procedures as well as administrative project management, skills for administrative leadership, business principles, and budgeting, in addition to office support skills. Students will be prepared to work in various industries as an office manager, administrative manager, executive assistant, and administrative professional.

The Office Management program would incorporate the Office Support Specialist technical diploma curriculum, in addition to adding courses from other College of Business programs such as Leadership, Accounting, and Human Resources. This would provide instruction from experts within these areas. The technical diploma, Office Support Specialist, would focus on administrative skills.

According to Bay Area Workforce Development Area Occupational Projections (2018-2028), there will continue to be many annual openings in this field. This includes 401 First-Line Supervisors of Office and Administrative Support Workers and 52 Executive Secretaries and Executive Administrative Assistants. Graduates can expect to earn approximately \$40,424 annually.

A focus group indicated skills required to work as an office manager require general administrative assistant duties in addition to leadership, accounting, and human resources. The Administrative Professional advisory council indicated a need for laddering opportunities within the administrative cluster. Current certificate and technical diplomas would be modified and renamed to fit this new pathway. The entry level certificate, Customer Support Specialist (previously Business Professional Essentials), would ladder into the Office Support Specialist (previously Office Professional) technical diploma, which would then ladder into the Office Management associate degree. The current Administrative Professional associate degree would be suspended once the Office Management associate degree is approved. Transfer opportunities beyond the associate degree would exist for students to move into a bachelor's degree.

The Office Management program would be an attractive pathway for existing administrative professionals to earn a degree at a level higher level than they are currently working. It would also attract non-traditional (NTO) students. The program is expected to begin in Fall 2023.

It is recommended that the Board approve the Office Management associate degree and authorize its submission to the WTCS State Board for approval.

5. Industrial Manufacturing Technician Apprenticeship Approval

Entry level industrial manufacturing technicians operate industrial production related equipment, work with manufacturing related tools, and perform work processes related to a wide variety of manufacturing settings. Industrial manufacturing technician apprentices will learn to set up, operate, monitor, and control production equipment. They will also help improve manufacturing processes and schedules to meet customer requirements. This apprenticeship training program combines on-the-job learning with related instruction in a classroom to prepare apprentices for journey level work after they complete the program.

This program is expected to begin in Summer 2022.

It is recommended that the Board approve the Industrial Manufacturing Technician Apprenticeship and authorize its submission to the WTCS State Board for approval.

6. Corporate Training & Economic Development (Contracts for Service)

Under the provisions of State Statutes 38.14 (3) and State Administrative Code WTCS 8, the District Board may enter into contracts to provide instructional or non-instructional services to public institutions, local governmental bodies, private institutions, industries, and businesses. District Board policy E240 delegates the authority to initiate a contract to the President, with the proviso that the contract is subject to retroactive approval by the Board. A report of fiscal year 2022 contracts pending Board approval is attached as Board Exhibit 3.

This report includes not only the in-district contracts but also the out-of-district and the out-of-state contracts. State Board Contract for Service Policy requires that the District Board receive a report at least quarterly on contracts entered into for which less than full cost is being charged. We have elected to provide the Board with this report on a monthly basis. This report uses a state formula in which the state annually calculates a percentage for indirect expenses (33.66% for on-campus and 27.75% for off-campus) such as administration, facilities, utilities, information systems, registration, counselors, insurance, etc., associated with a contract to determine full costs. The hourly rate of \$167.00 per hour along with the ability to project price was recommended by the department and approved by the Board. The intent is to recover the direct and indirect costs of delivering the services. Copies of the contracts are available for review by any interested person.

It is recommended that the Board approve the contracts for services identified in Board Exhibit 3.

Reports

1. Board Member Professional Development Updates

12:50 – 1:00

Board members will have an opportunity to report out on any professional development activities and/or conferences they have attended since the last Board meeting.

2. EduByte – Botanical Garden Update

1:00 – 1:20

Susan Garot, Executive Director of the Green Bay Botanical Garden, will provide the annual report of Botanical Garden activities.

Break

1:20 – 1:35

3. Canvas Update **1:35 – 1:45**

Jason Zapf, Manager of Learning Innovations & Tech, will be providing a Canvas update.

4. Workday Update **1:45 – 1:55**

John Kopp, Director of Enterprise Applications, will be providing a Workday update.

5. Microsoft Teams Transition **1:55 – 2:05**

Tod Anderson, IIT Project Coordinator, will be providing an overview of the Microsoft Teams transition.

6. President's Report **2:05 – 3:00**
(Includes adjournment)

- A. Enrollment Activity
- B. Legislative and Regulatory Issues (State & Federal)
- C. Artisan Center Purchase
- D. 8-Week Update – Dr. Kathryn Rogalski
- E. Current Events

Next Board Meeting

The August 17, 2022 Board Meeting will be held in the NWTC Green Bay Campus in the Public Safety Complex at 2740 W. Mason Street, Green Bay, WI 54307.

Board members and administration will have an opportunity to identify items that weren't identified prior to the preparation of the agenda for referral to administration or placed on a future board agenda.

Adjournment

The Board Chair will accept a motion to adjourn the July 11, 2022 Board meeting.

NWTC Board Meeting Schedule – FY 2022-2023

Board Meeting Date	District Boards Association (State)	ACCT Conferences (National)	Other Activity Dates
July 11, 2022 (Monday) Green Bay	July 21-23, 2022 District Board Summer Meeting NTC – Wausau		
August 17, 2022 Green Bay Public Safety Complex			
September 21, 2022 Green Bay Trades & Industry Atrium			
October 19, 2022 (Set Tax Levy) Green Bay	October 6-8, 2022 District Board Fall Meeting CVTC – Eau Claire	October 26-29, 2022 ACCT Leadership Congress New York, NY	
November 9, 2022 Luxemburg RLC			
December 14, 2022 Green Bay			TBD Green Bay Graduation
January 18, 2023 Green Bay	January 11-13, 2023 District Board Winter Meeting Madison		
February 15, 2023 Green Bay Academic IT Area		February 5-8, 2023 ACCT Legislative Summit Washington, DC	
March 8, 2023 Sturgeon Bay			
TBD Board Appt.			Schanock, Stadelman, Rickaby
April 12, 2023 Capital & Operational Budget Green Bay	TBD District Board Spring Meeting		TBD Student Awards Ceremony Green Bay Commons
May 10, 2023 Budget Hearing & Adoption of Budget Green Bay			<u>Graduations:</u> TBD – Sturgeon Bay TBD – Marinette TBD - Green Bay
June 14, 2023 Marinette			GED/HSED Graduation TBD
July 10, 2023 - Monday Green Bay	July 11-12, 2023 State Board Meeting Green Bay		

DBA Committee Descriptions

Board of Directors

Each district board is asked to designate one trustee to represent the college on the DBA Board of Directors. The Board meets at the four Association quarterly meetings (hybrid- virtual or in-person) and for one Annual Planning Meeting, usually held in late August in Madison. The Board sets policy for the Association, has final approval of all bylaws, policy and procedures manual changes, determines the annual Association budget, approves compensation for staff, and is the governing and oversight board for the Executive Director.

Board of Directors Delegate Commitment: It is important that we have full representation from all colleges at the board meetings. Board of Directors Delegates are asked to attend all Association Board Meetings either in-person or virtually. If a delegate is unable to attend a meeting, they should identify a proxy delegate for that meeting and notify the DBA.

External Partnerships Committee

This committee meets during quarterly meetings (hybrid—virtual or in-person) and works to explore innovative partnerships, external challenges, and emerging opportunities for collaboration, while building understanding and strengthening relationships between trustees and local, state, and national leaders. In collaboration with the host college, the committee meets with strategic partners that include but are not limited to:

- K-12 leaders
- Employer-partners
- Chamber officials
- County board members
- Presidents Association
- Higher education leaders
- Association of Community College Trustees
- Community and Faith-Based Organizations
- Other stakeholders and partners

Led by two trustee co-chairs with support from staff, this committee also generates programming input for Association staff to develop for in-service sessions.

Each district board is asked to appoint one to four trustees to serve on the External Partnerships Committee.

Internal Best Practices Committee

This committee meets during quarterly meetings (hybrid—virtual or in-person) to share and discuss best practices internal to the technical college system on topics of interest to the members. Past topics appropriate for this committee include:

- Board and Association best practices around new member orientation;
- “Boardsmanship,” or how to be effective at the board table, legal and ethical parameters, and other skillsets for trustees;
- Human resources and employee compensation best practices;
- Student services best practices (mental health, veterans services);
- Instructional services best practices (career pathways, credit for prior learning, Promise programs); and
- Other emerging trends and topics

Led by the co-chairs, the Internal Best Practices Committee also generates programming input, suggesting topics for Association staff to develop for in-service sessions.

Each district board is asked to appoint one to four members to serve as part of the Internal Best Practices Committee.

Bylaws, Policies and Procedures Committee

The Bylaws, Policies and Procedures Committee, as set forth in Article IX of the Bylaws, reviews the Association's Bylaws, Policies and Procedures Manual and recommends changes to the Board of Directors where appropriate.

The Committee has additional specific assignments:

- At the Board of Directors' request, develop a select list of major issues on which the Board of Directors may request member consideration.
- At the request of the Board of Directors, committee chair, or an individual member district board of the Association, review a proposed resolution or proposed change in the bylaws, policies or procedures for the purpose of recommending whether the proposed language will accomplish the desired effect, and/or whether the proposed change would require amendment of any other portion of the corporate bylaws, policies, or procedures.

Awards Committee

The Awards Committee has responsibility for rating and identifying:

- Board Member of the Year;
- Technical Education Champion (TECh) Award recipients;
- Media Award recipients;
- Distinguished Alumni of the Year.

This committee conducts their work over e-mail/electronically, outside of the quarterly meetings. Each district board is asked to select one trustee to serve on the committee who will review and rate nominations for the Association awards program on behalf of their college.

The Committee determines, selects the recipients of, and delivers the Association's annual awards via the following process:

Association staff announce the nomination period for each award. At the end of the nomination period, the Association provides the Awards Committee with a slate of nominees eligible for the award, and with corresponding nomination materials. The Awards Committee selects award recipients by rating colleges' nominees against a set rubric of criteria for each award. Association staff then tabulate the scores and announce the winner. Whenever possible, awards are presented at the next quarterly meeting of the Association.

Awards Committee Commitment: The DBA requests ratings from each college for awards. Awards Committee members read nominations for each award (one award each quarter) and submit a rating for each nomination. Members have about two weeks to complete this activity. During the rating process, members read or view 8-10 nominations for an award and rate each award on 4 or 5 rating criteria. Members are allowed to split this responsibility with another board member.

MAY BOARD REPORT

Proposed Contract Training 2021/2022

Indistrict*					
CLIENT NAME	CONTRACT DESCRIPTION	START DATE	EST REVENUE	EST EXPENSE	MARGIN
Multiple Recipient Local Gov	LESB Professional Communications Instructor May 2022	5/18/2022	2,000.00	1,342.99	657.01
Multiple Recipient Local Gov	Riot Shield Training - May 2022	5/19/2022	800.00	387.54	412.46
Multiple Recipient Local Gov	Open Records = May 2022	5/16/2022	3,725.00	2,773.48	951.52
Multiple Recipient Local Gov	Basic SWAT School - May 2022	5/23/2022	7,920.00	4,406.48	3,513.52
Multiple Recipient Local Gov	Communications and Interventions Oconto SO	5/10/2022	1,790.00	1,432.00	358.00
Multiple Recipient Local Gov	Boat Patrol Essentials - May 2022	5/10/2022	2,988.00	2,155.16	832.84
Multiple Recipient Local Gov	Conducting Effective Internal Investigations - May 2022	5/17/2022	3,125.00	2,500.00	625.00
Willow Bay Dental	BLS Refresher	5/5/2022	845.00	661.55	183.45
Waupaca Foundry	EMR Refresher 5.2022	5/2/2022	4,100.00	2,382.08	1,717.92
Morrison Fire Dept	Morrison FD - Flashover May 2022	5/16/2022	1,000.00	802.54	197.46
Forward Service Corp	TrANS Spring 2022	5/9/2022	3,850.00	2,249.48	1,600.52
Fincantieri Marinette Marine Corp	Fast Forward Pipefitter Bootcamp May 2022	5/2/2022	48,000.00	29,259.19	18,740.81
Multiple Recipient Business & Industry	Understanding Substation Drawings S'22	5/6/2022	1,975.00	720.75	1,254.25
Multiple Recipient Business & Industry	Troubleshooting Residential Service S'22	5/6/2022	1,580.00	725.32	854.68
Oneida Education & Training	Succession Planning Part 2	5/20/2022	1,190.00	606.31	583.69
Multiple Recipient Business & Industry	Navigating Difficult Conversations S'22	5/10/2022	594.00	279.67	314.33
Multiple Recipient Business & Industry	OSHA 10-hour GI - S'22	5/9/2022	962.00	872.38	89.62
Engage Orthodontics	BLS Refresher	5/10/2022	991.25	794.99	196.26
Master Fleet Inc	Leadership Development May 2022	5/18/2022	2,310.00	1,384.19	925.81
Forward Service Corp	First Aid and CPR Heartsaver AED	5/27/2022	2,327.50	1,933.95	393.55
Totani America	STM Assessment May 9, 2022	5/9/2022	275.00	145.33	129.67
Superior Resource Group	Qualification 5/2 - 5/5	5/2/2022	6,433.13	3,379.60	3,053.53
Robinson Metal Inc	Robotics Training May 2022	5/31/2022	3,600.00	1,662.02	1,937.98
Multiple Recipient Business & Industry	Adapting your Leadership Style S'22	5/25/2022	1,386.00	335.60	1,050.40
Superior Resource Group	Qualifications 5/9 - 5/13	5/9/2022	3,212.82	1,649.04	1,563.78
Dental Designs by Quandt	BLS Refresher	5/19/2022	505.00	329.71	175.29
Belmark Inc	ISO Audit	5/16/2022	2,355.00	1,412.91	942.09
Superior Resource Group	Qualifications 5/17 - 5/20	5/17/2022	6,345.17	3,756.14	2,589.03
Samuel Pressure Vessel Group	Charpy Impact Testing	5/13/2022	125.00	60.28	64.72
Fincantieri Marinette Marine Corp	Xray and PT for FMM Employees May 2022	5/17/2022	541.67	325.00	216.67
Multiple Recipient Local Gov	Advanced SWAT School - 2022	5/9/2022	5,940.00	5,333.38	606.62
Multiple Recipient Local Gov	Boat Patrol Maneuvering - May 2022	5/12/2022	2,988.00	2,325.24	662.76
Multiple Recipient Local Gov	Supervisor's Guide to Navigating the Law	5/18/2022	3,239.58	2,239.58	1,000.00
Multiple Recipient Local Gov	Evidence Tech for the Patrol Officer - May 2022	5/3/2022	960.00	387.54	572.46
Multiple Recipient Local Gov	Combating Crime Through Community May 2022	5/18/2022	640.00	512.51	127.49
De Pere Police Department	De Pere PD - EVOC May 2022	5/11/2022	2,100.00	1,608.00	492.00
Fay Dental Care	BLS Provider	5/13/2022	1,139.75	824.83	314.92
Green Bay Area Public Schools	EDU: Overview of Special Education	5/24/2022	6,959.25	2,838.68	4,120.57
Green Bay Area Public Schools	EDU: Support Students with Disabilities	5/26/2022	6,959.25	2,897.93	4,061.32
Kirk Fishbaugh DDS	BLS Refresher	5/19/2022	524.75	366.57	158.18
Austin Straubel Airport	Austin Straubel Airport Spring 2022 In-Service	5/5/2022	875.00	635.32	239.68
TOTAL			\$149,177.12	\$90,695.26	\$58,481.86

Out of District					
CLIENT NAME	CONTRACT DESCRIPTION	START DATE	EST REVENUE	EST EXPENSE	MARGIN
Kimberly Fire Dept	Kimberly FD - Flashover Simulation 2022	5/21/2022	775.00	736.03	38.97
Intercon Construction Inc	Gas Appliance Relight & Safety Inspection Training	5/5/2022	4,800.00	2,586.89	2,213.11
Miller Electric Manufacturing Co	FY2122 - CS EI-Customers - Session 2.5	5/3/2022	2,004.00	1,027.35	976.65

* Margin represents the difference of Estimated Revenue and Estimated Direct Contract Expenses.

** Estimated Revenue must be equal to or greater than Full Cost.

MAY BOARD REPORT

Proposed Contract Training 2021/2022

Miller Electric Manufacturing Co	FY2122 - PDI Miller Masters-T	5/9/2022	2,550.00	1,822.72	727.28
Miller Electric Manufacturing Co	FY2122 Heyrman Service Webinar	5/16/2022	168.00	118.80	49.20
TOTAL			\$10,297.00	\$6,291.79	\$4,005.21

Out of State**		START	EST	EST		
CLIENT NAME	CONTRACT DESCRIPTION	DATE	REVENUE	EXPENSE	MARGIN	FULL COST
Caterpillar/Anchor	GTAW 4/2022	5/1/2022	2,100.00	1,205.68	894.32	1,540.26
Keweenaw Power & Lite	Solar Training	5/12/2022	3,600.00	1,806.33	1,793.67	1,822.77
EPC Services Company	Substation Entry	5/20/2022	800.00	370.99	429.01	495.87
LDR Worldwide	CDL Prep / Ferguson 2022-05-09	5/9/2022	2,500.00	1,682.40	817.60	2,134.25
Caterpillar/Anchor	GTAW 5/2022	5/9/2022	1,250.00	723.41	526.59	924.16
LDR Worldwide	CDL Prep / Jansonius 2022-05-11	5/11/2022	2,500.00	1,682.40	817.60	2,134.25
LDR Worldwide	CDL Prep / Ketchum 2022-05-18	5/18/2022	2,500.00	1,682.40	817.60	2,134.25
LDR Worldwide	CDL Prep / Cummings 2022-05-23	5/23/2022	2,500.00	1,682.40	817.60	2,134.25
LDR Worldwide	CDL Prep / Guzman 2022-05-25	5/25/2022	2,500.00	1,682.40	817.60	2,134.25
TOTAL			\$20,250.00	\$12,518.41	\$7,731.59	\$15,454.31
Contract Total for May = 55	MAY CONTRACT TRAINING GRAND TOTAL		\$179,724.12	\$109,505.46	\$70,218.66	

* Margin represents the difference of Estimated Revenue and Estimated Direct Contract Expenses.

** Estimated Revenue must be equal to or greater than Full Cost.

JUNE BOARD REPORT

Proposed Contract Training 2021/2022

Indistrict*					
CLIENT NAME	CONTRACT DESCRIPTION	START DATE	EST REVENUE	EST EXPENSE	MARGIN
Superior Resource Group	Qualification 6/14 - 6/17	6/14/2022	6,598.40	3,701.13	2,897.27
KI Green Bay	Welding Training	6/6/2022	2,173.42	2,173.42	0.00
Oneida Education & Training	Succession Planning Summer 2022	6/28/2022	2,975.00	1,357.17	1,617.83
Superior Resource Group	Qualifications 6/20 - 6/23/22	6/20/2022	5,635.07	3,089.17	2,545.90
Unlimited Services	DiSC Proposal	6/30/2022	975.00	513.68	461.32
Prince of Peace	Prince of Peace - Security Team Training June 2022	6/13/2022	225.00	154.10	70.90
Green Bay Police Department	Green Bay PD - Motorcycle EVOC June 2022	6/21/2022	240.00	0.00	240.00
Samuel Pressure Vessel Group	GTAW 4/2022	6/6/2022	8,750.00	5,164.73	3,585.27
Black Creek Police Department	Firearms Qualification - Black Creek PD June 2022	6/7/2022	25.00	10.00	15.00
Multiple Recipient Local Gov	PRT - June 2022	6/2/2022	160.00	127.85	32.15
Multiple Recipient Business & Industry	OSHA #501 - Summer '22	6/21/2022	2,575.00	3,344.90	-769.90
Engage Orthodontics	BLS Refresher	6/28/2022	475.00	328.49	146.51
Conger Toyotalift	CDL Class B - Gomez - June 2022	6/6/2022	2,805.55	1,682.40	1,123.15
Superior Transport & Logistics	Managing Offsite Employees	6/1/2022	1,675.00	881.13	793.87
REDI Transports	Firearms/Decision Making Training - June 2022	6/14/2022	200.00	0.00	200.00
Marinette Oconto Literacy Council	Facility Use - English 6/2- 12/22/22	6/2/2022	0.00	0.00	0.00
Ashwaubenon Dept of Public Safety	Ashwaubenon Public Safety - Mini Academy June 2022	6/17/2022	325.00	0.00	325.00
Fox Valley Metal Tech Inc	Basic Blueprint Reading Summer 22	6/6/2022	2,700.00	1,534.18	1,165.82
Hurckman Mechanical Industries Inc	Qualification 6/1/22	6/1/2022	530.60	295.21	235.39
Georgia Pacific-Broadway	Automation 1 & 2	6/9/2022	4,272.00	767.09	3,504.91
Fincantieri Marinette Marine Corp	Xray for FMM Employees June 2022	6/6/2022	166.67	100.00	66.67
Multiple Recipient Business & Industry	OSHA 502 - Summer '22	6/28/2022	2,135.00	2,360.00	-225.00
Superior Resource Group	Qualifications 6/6 - 6/9/22	6/6/2022	5,545.92	3,241.71	2,304.21
Employment Health Services	Phlebotomy Training June 16, 2022	6/16/2022	225.00	127.85	97.15
Golden House Inc	CPR Heartsaver AED	6/28/2022	1,074.00	865.92	208.08
Fosber America Inc	3 Day PLC / Drives Training	6/27/2022	4,185.00	2,438.24	1,746.76
Green Bay Area Public Schools	Developmental Psychology	6/28/2022	6,959.25	4,197.90	2,761.35
Thunder Mountain Ranch	CPR Heartsaver AED & First Aid	6/8/2022	2,122.00	1,718.25	403.75
Green Bay Police Department	LESB Instructor Development Course - Green Bay PD June 2022	6/20/2022	520.00	520.00	0.00
TOTAL			\$66,247.88	\$40,694.52	\$25,553.36

Out of District					
CLIENT NAME	CONTRACT DESCRIPTION	START DATE	EST REVENUE	EST EXPENSE	MARGIN
Miller Electric Manufacturing Co	FY2122 - Welding Qualification	6/15/2022	4,843.00	1,853.80	2,989.20
Miller Electric Manufacturing Co	FY2122 Heyrman Welding	6/6/2022	4,400.00	3,121.00	1,279.00
CESA 8	Black Belt Certificate	6/29/2022	3,150.00	1,937.70	1,212.30
Miller Electric Manufacturing Co	FY2122 Heyrman Service Repair	6/13/2022	192.00	135.88	56.12
Miller Electric Manufacturing Co	FY2122 - Graphics DNA Learning Styles	6/13/2022	1,310.00	935.00	375.00
Miller Electric Manufacturing Co	FY2122 - Welding Qualification	6/20/2022	3,256.50	1,246.52	2,009.98
WI Farm Bureau Federation	Farm Rescue 2022	6/10/2022	1,500.00	1,161.00	339.00
West Madison Bible Church	Church Safety Training - June 2022	6/25/2022	500.00	296.79	203.21
Miller Electric Manufacturing Co	FY2122 - CS Miller Way - Session 3	6/14/2022	3,340.00	1,712.25	1,627.75
Grand Chute Fire Department	Blue Card certification - Grand Chute June 2022	6/21/2022	2,200.00	1,538.26	661.74
TOTAL			\$24,691.50	\$13,938.20	\$10,753.30

Out of State**						
CLIENT NAME	CONTRACT DESCRIPTION	START DATE	EST REVENUE	EST EXPENSE	MARGIN	FULL COST
Plutchak Fabricating	FCAW Steel Weld Procedure June 2022	6/1/2022	900.00	482.27	417.73	616.10

* Margin represents the difference of Estimated Revenue and Estimated Direct Contract Expenses.

** Estimated Revenue must be equal to or greater than Full Cost.

JUNE BOARD REPORT

Proposed Contract Training 2021/2022

Caterpillar/Anchor	GTAW 6/2022	6/6/2022	3,350.00	1,929.09	1,420.91	2,310.38
LDR Worldwide	CDL Prep / Richer 2022-06-09	6/9/2022	2,500.00	1,682.40	817.60	2,134.25
Plutchak Fabricating	Stainless Steel Weld Procedure June 2022	6/6/2022	1,125.00	602.84	522.16	770.13
Writers Police Academy LLC	Writer's Police Academy - 2022	6/2/2022	23,495.00	15,843.53	7,651.47	19,074.12
TOTAL			\$31,370.00	\$20,540.13	\$10,829.87	\$24,904.98
Contract Total for July = 44 JULY CONTRACT TRAINING GRAND TOTAL			\$122,309.38	\$75,172.85	\$47,136.53	

* Margin represents the difference of Estimated Revenue and Estimated Direct Contract Expenses.

** Estimated Revenue must be equal to or greater than Full Cost.