





# Serving a Smart COMMUNITY



Bryan D. Albrecht, President and CEO  
Gateway Technical College

For more than a century, Gateway Technical College has served the tri-county region of Southeastern Wisconsin.

Today, more than ever before, our students are in high demand. New companies that require new skills are driving our innovation and program expansion. The concept of Smart Cities, Smart Futures has brought new programming in advanced manufacturing, information technology, healthcare and a variety of related career paths. Together with our community, we have increased the number of pathways for youth and adults.

Being a smart college means providing quality educational opportunities for all learners. Our partnerships with Workforce Development and not-for-profit organizations have brought in over \$3.4 million dollars in new training resources.

Gateway served 6,233 high school students through transcribed credit, saving families \$2.55 million in free tuition. Dual credit students will be on a path to a rewarding career earlier and at less cost. Our employers continue to ask for Gateway graduates and have expressed in a 2017 graduate follow up report that 97 percent of employers were satisfied with the quality of graduates they recruited from Gateway.

The impact of Gateway on the communities throughout Southeastern Wisconsin is impressive. According to a 2017 Emsi economic impact report, Gateway generates \$886 million dollars in added income and supports 14,425 jobs. That is making a real difference in the prosperity of our region.

On behalf of the Gateway Board of Trustees and the administration, faculty and staff, we value the investment our community makes in our college's future. This past year, we expanded our commitment to protective services training by beginning to add a new emergency vehicle driving track, expanding training in advanced manufacturing and taking the first steps to adding 36,000 square feet to our SC Johnson iMET Center, building a new BRP/Evinrude Technology Institute marine and outdoor power lab on the Racine Campus and added a third Barbering and Cosmetology training facility called The Cut Powered by Andis in Burlington.

Each of these investments are supported by important infrastructure work on the campuses to improve student success. As we make the smart investment in new programs and services we are also preparing our students and the next generation of smart technicians – future employees with the knowledge and skills to help employers grow in the digital economy.

I invite you to visit any of our campuses and centers to explore the bright future we all share together.

Respectfully,

Bryan D. Albrecht, President and CEO  
Gateway Technical College

Years educating  
communities  
in Southeastern  
Wisconsin

107

**Enrolled in:**

- 10,965 in a Post secondary degree or diploma program
- 1,336 in an Adult High School course
- 776 in a English Language Learner program
- 156 in an Apprenticeship

**County of residence**

- Racine: 8,497
- Kenosha: 6,686
- Walworth: 3,530
- In state, out of Gateway district: 1,073
- Out of state: 471
- Undeclared: 886

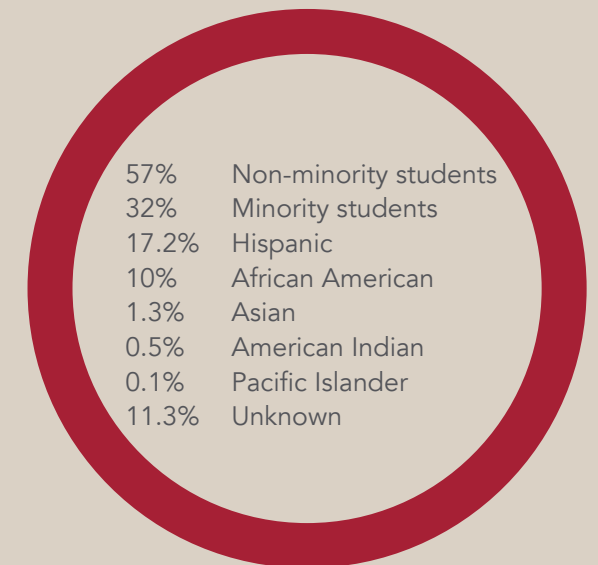
Total Number of Students

21,143

49%  
Female

49%  
Male

2%  
Not  
Reported

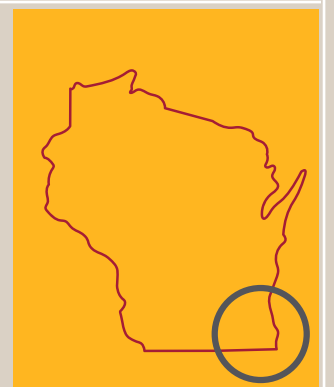


Average Age

27.2

Gateway,  
Who We Are  
By The

NUMBERS





# GATEWAY SERVES FOXCONN, WISCONN VALLEY EMPLOYERS



Gateway Technical College became an even “smarter” college in 2017-18, using data and technology to better serve our students, business partners and communities.

A highlight of the year was work with Foxconn to help address their training needs for a planned Mount Pleasant-based manufacturing facility. The college created two new courses to meet those needs.

Gateway also began the process to expand the SC Johnson integrated Manufacturing and Engineering Technology Center in Sturtevant to support the educational training needs of Wisconn Valley employers, including Foxconn. That work eventually was fueled through a state grant, set aside as part of an overall funding package.

Industry 4.0 leverages automation systems like robotics, programmable logic controllers and computer control technologies. Smart sensors such as optical readers, machine vision systems and artificial intelligence or cognitive technologies serve as the new basic skill sets for advanced manufacturing careers. New courses in mechatronics, robotics, data analytics and the Industrial Internet of Things (IIoT) were created by Gateway in 2017-18 before being rolled out in Fall 2018.

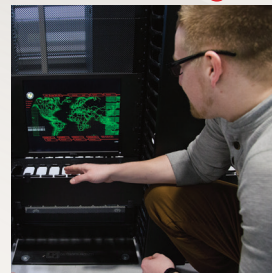
The 36,000-square-foot expansion to the current 53,000-square-foot-facility will support the growth and needs of Wisconn Valley employers through advanced training in Industry 4.0 careers. Training in the expanded area will include some engineering classes, robotics, other advanced manufacturing skills and Industry 4.0.

Gateway created two new associate degree programs to address the needs of Foxconn and other advanced manufacturing companies moving to Southeastern Wisconsin during this time: Advanced Manufacturing and Supply Chain Management.

## Gateway is a smart college:



Patient simulators emulate real-world experiences for Nursing students.



Broadband systems, wireless Smart classrooms, and online courses all use technology to better meet the education needs of our students.



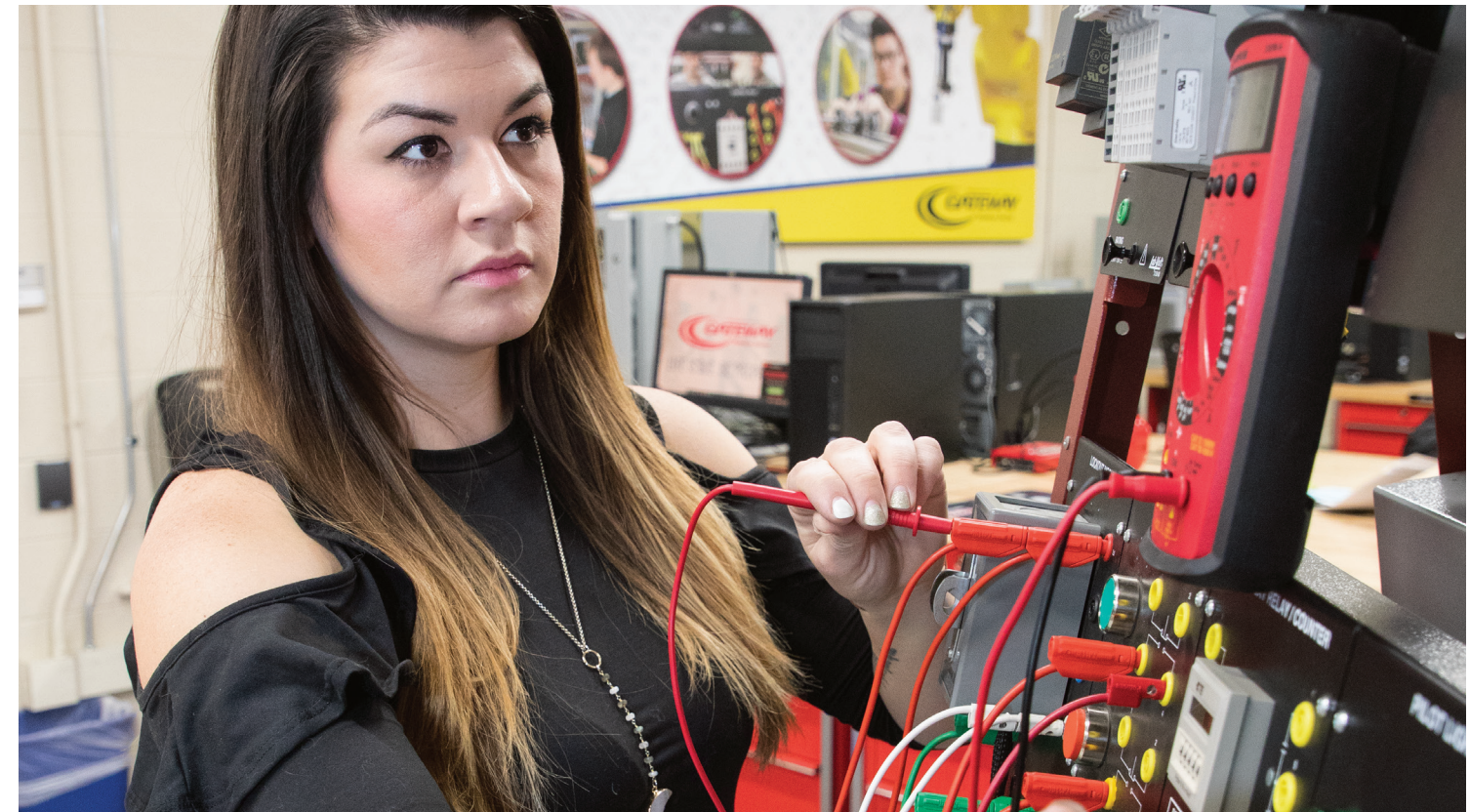
Racine wind generators; solar photovoltaic system (2.88 kW) provide green energy.



Students train on robotics, CNC machines and advanced equipment.



Pilot simulator allows students to gain flying skills before they take to the air.



## THE POWER OF A GATEWAY EDUCATION

Student says training gives her career opportunities, adds value to her at current job.

Jenny Perez knew she wanted more.

She loved her job in an automated machinery department, but wanted to increase her skills and extend her career possibilities.

Jenny turned to Gateway’s Electromechanical Maintenance Technician program – and has gained the confidence and training to flourish in a career she enjoys greatly.

“Gateway has allowed me to become more than just another technician, more than just another person turning a wrench. I know I am a trained automated maintenance technician. It’s allowed me to be a stronger woman, a more independent woman.

“Knowledge is power and that’s what Gateway has given me. I have the power to do anything I want to do.”

Jenny attended a college open house, talked to a program instructor – and the rest is history.

“My program advisor has gone above and beyond anything I have experienced before. If I need help or support, he backs me up. The answer to anything I ask is ‘yes.’ He holds me accountable. He provides support not just for papers or paperwork or policies or the class – he helps me to know what I need to succeed.”

Jenny says the skills have, indeed, helped her succeed at her workplace.

“I can use the skills I learn at Gateway in my job every day,” she says. “Gateway is allowing me to take steps to expand on the knowledge I have. I am becoming a better technician and a better asset to my company.”

Instructors do know their students, and provide that one-on-one teaching which helps students succeed. But Jenny says it doesn’t end there – other college staff members have stepped up to help when needed.

“To me, that’s going above and beyond. I’ve been enrolled at other colleges, and never had that personal experience.”

*“Knowledge is power and that’s what Gateway has given me. I have the power to do anything I want to do.”*

- Jenny Perez



# Gateway's **LIFE-CHANGING DEGREES** begin in high school



Cora Hjelmberg began her health care career and earning potential early by taking college courses before she even graduated from high school.

The Elkhorn Area High School senior earned a Gateway Technical College Nursing Assistant technical diploma as a junior and parlayed that into a solid-paying job at an area hospital and a foundation for her future career.

Cora took the courses as part of a contract agreement between Gateway and her high school.

Cora says earning the technical diploma has helped her to earn college credit for free and get a peek at her future career.

"This allows me to do what I want to do and to make money to pay for my college education to pursue what I want to do for a career for my life," she says.

# Gateway one of six colleges nationally **GREEN RIBBON AWARDEE**



Gateway takes its commitment to being green and sustainable serious.

The college wasn't the only one to notice, too – that commitment to sustainability was lauded on the national level this year.

The U.S. Department of Education selected Gateway as a 2018 U.S. Department of Education Green Ribbon Schools Postsecondary Sustainability Awardee. The college was nominated by the University of Wisconsin System as the post-secondary institution to represent the state and was one of only six nationally to receive the designation.

"It is an honor to be recognized by the U.S. Department of Education for our commitment to sustainability," said Gateway President and CEO Bryan Albrecht. "Gateway values our environment and promotes social responsibility."

Across the country, 46 schools, six school districts and six post-secondary institutions were honored for their innovative efforts to reduce environmental impacts and utility costs, improve health and wellness and ensure effective sustainability education.

Gateway received the designation as a result of the number of ways it has worked toward attaining a culture of sustainability and health.

**\$2.55 MILLION**

saved by high school students through Transcribed Credit courses



National Signing Day

**6,233**

high school students enrolled in transcribed credit courses at Gateway



## CENTER FOR SUSTAINABLE LIVING COMMUNITY IMPACT

Gateway's Center for Sustainable Living on its Kenosha Campus represents a facility where Gateway students, students from area school districts and community members can learn about green living and sustainability.

- Overall visitation: 3,480
- K-12 student visitors: 1,500
- General public visitors: 1,500
- Workshop topics included: sustainable cleaning, birding and gardening
- Bee barn buzz: Bee-related activities and education for K-12 students, visitors to Celebrate Earth Day
- Scout it out: Green-related activities offered to Girl Scouts



Explore Gateway Tours

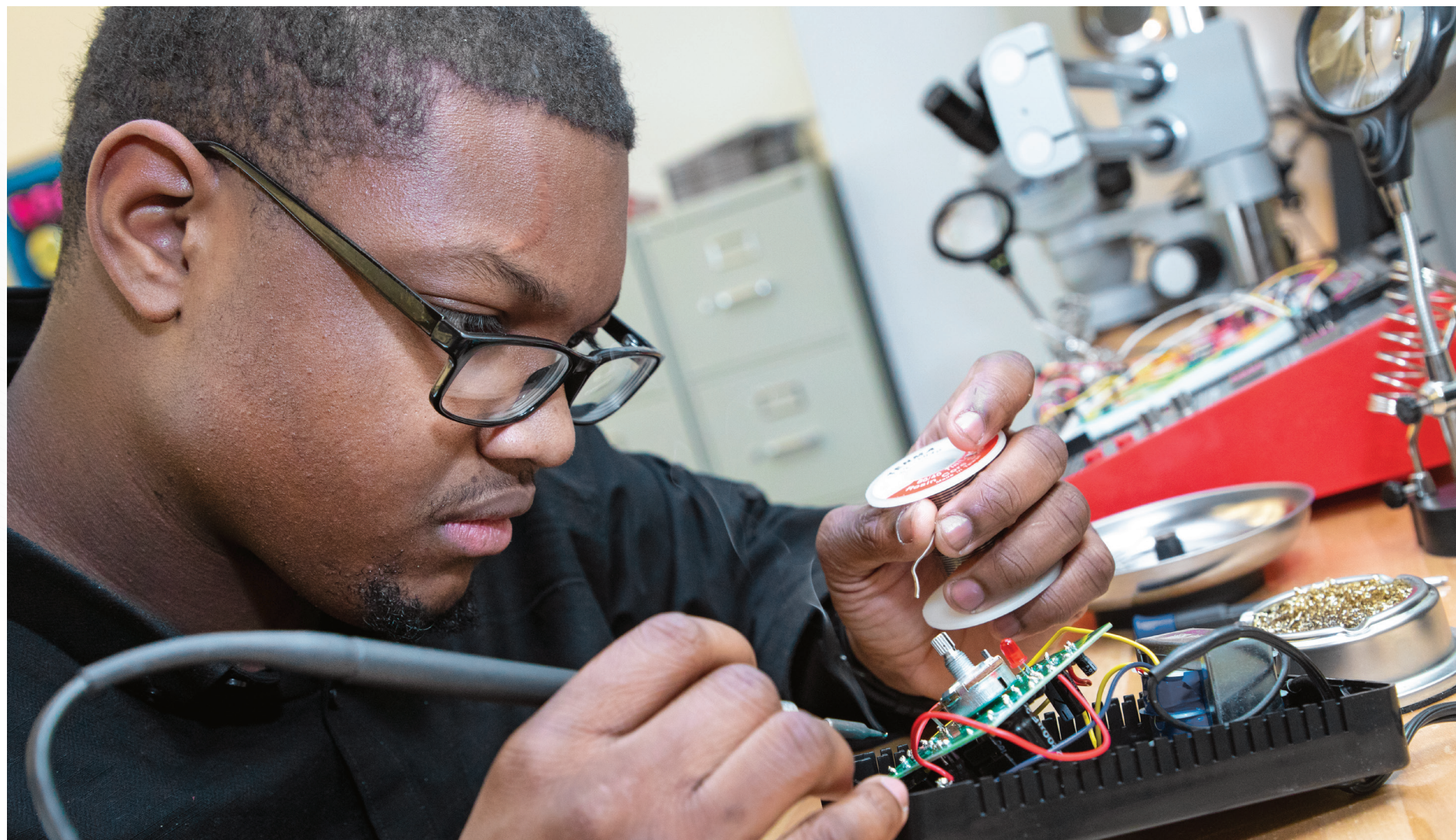
**14,781**

transcribed Gateway credits earned by high school students



Manufacturing Expo





## GATEWAY HELPS GRAD NAVIGATE ALL OF IT

### Forging a pathway now - and into the future

It took leaving a four-year college and coming to Gateway Technical College for Trevon Trussell to gain the skills for a career – and to gain the pathway back to earning a four-year degree.

Trevon's earned two degrees at Gateway, is in line for a third – and getting ready to transfer to the Milwaukee School of Engineering, where he will enter as a junior because of a transfer agreement between the two colleges.

“Gateway is an excellent college, and they are with you each part of the way. If you want to go directly into industry, they are there to help you to gain the education and skills to do that. If you want to earn your four-year degree after Gateway, they are here to help you with that, too.”

Trevon earned an associate degree in Electrical Engineering Technology, a Biomedical Engineering Technology concentration degree and will soon earn another concentration degree in Electronics. He had begun his education at a state university before realizing he needed to explore another option.

He researched colleges – and became interested in Gateway's EET program. Trevon said the college helped him to get on the pathway to his career passion.

“I like working with my hands,” says Trevon. “My mom always tells this story that when I was a kid, I would always take things apart to see how they worked. I think I always had an interest in electrical engineering, it just took me coming to Gateway to fully realize that.”

Trevon says he likes the small class sizes at Gateway, preferring them over the large lecture halls he was in at the state university.

“I also like the fact that we have our lectures – then our labs. You can connect what you learn in the classroom to hands-on learning. I like that aspect of it, the hands-on learning. I like to see how things work, see how I can make it better. That's why I think I stuck to this program and did so well in it.”

*“Gateway is an excellent college, and they are with you each part of the way.”*

- Trevon Trussell

## Gateway graduates give back to community, help economy, return taxpayer investment

Gateway Technical College and its students added a \$886 million impact to the Gateway Technical College District economy, or about equal to 4.1 percent of the region's gross regional product, a recent economic survey indicated.

In addition, for every \$1 of public money invested in Gateway, taxpayers receive a cumulative return of \$2.40 in the form of higher tax receipts and public sector savings, the report indicated.

This survey was part of a sweeping report of the college's impact on the economy, taxpayers, its students and the state conducted by Emsi, a national labor market and economics analytics company.

“Gateway students and staff demonstrate their value in many ways,” said Gateway Technical College President and CEO Bryan Albrecht. “This report highlights the important financial impact Gateway has on sustaining our regional economy.”

The report reveals that the college is part of the economic backbone of the region. It shows the college's strong impact on the economy and tax base of Southeastern Wisconsin as well as the long-lasting impact a Gateway education has on its graduates and the economy.

**GATEWAY  
ANNUAL IMPACT  
\$886 MILLION**

### By the Numbers

Return on investment for students  
**\$7.30/PER DOLLAR SPENT**

Average rate of return to students  
**26%**

Total lifetime estimated salary increase for degree-completers compared to those with high school diploma only  
**\$387,600 MILLION**

Contribution of added income from former students  
**\$792 MILLION**

Added taxes paid to state by Gateway grads over their working career  
**\$166 MILLION**

Annual return to taxpayers on Gateway investment  
**6.7%**





# Year in Review

## July 2017

### Nursing product plan wins Gateway InnovateHER competition

A business plan for a product that helps nursing mothers to breast feed their children more efficiently won Gateway Technical College's local Innovate HER business plan challenge.

The business plan for the Side Zip Nursing Bra from GetterRight LLC – owned by Michelle and Chris Getter of Big Bend – took first place out of nine entrants. It was sent on to the US Small Business Administration to compete against other local winners nationwide for the possibility to enter into the final round of the top 10 business plans, where cash prizes of up to \$40,000 will be awarded.

## September 2017

### Gateway-Upper Iowa transfer partnership honored at event

A partnership between Gateway and Upper Iowa University has provided students at the college with this opportunity for 15 years – and that bond was honored at an open house reception and celebration hosted by Upper Iowa at its Milwaukee Center.



### Gateway receives recognition for work to close equity gaps

With goal of increasing post-secondary credential attainment rates to 60 percent of adults in our region, Gateway Technical College was among a group working together to accelerate proven strategies, streamline post-secondary systems, and close equity gaps for students.

Across the country, institutions are working to make college completion attainable for all students, and as a Lumina Talent Hub, Racine and Kenosha Counties have been elevated as national leaders in this work.

## October 2017

### Gateway president named 2017 Distinguished Citizen by Boy Scouts

Three Harbors Council Boy Scouts of America honored Gateway Technical College President Bryan Albrecht with its 2017 Distinguished Citizen Award for his community leadership and civic dedication.



### Gateway students, staff featured in national Working Nation video

Gateway Technical College students, staff and business partners in its Automotive Technology program were featured in the national video "The Drive to Succeed" released by Working Nation.

The short video focuses on the strong partnerships Gateway has forged with Snap-on Incorporated to provide a way to match curriculum to the essential skills needed by automotive professionals in today's world.

### Promega donates \$50,000 to Gateway Foundation

The Promega Corporation donated \$50,000 to the Gateway Technical College Foundation as an endowed gift to support Gateway youth camps focusing on careers in the health care field.



## November 2017

### Barbering studio holds annual veteran's cut-a-thon

Gateway's Barbering program – and program alumni –provided free haircuts to current members of the military as well as veterans. Donations were accepted to support the college's Student Veterans of America Club.



### Gateway students hold annual chair-ity auction

What do Fido, Whiskers and chairs have in common? They were all featured at Gateway Technical College's Interior Design student organization's 15th Annual Chair-ity Auction, a live auction of one-of-kind, student-designed chairs at the Kenosha Country Club. The event benefited the Safe Harbor, Humane Society.



## December 2017

### Veterans of the Year named

Three Gateway students, one from each of the college's main campuses, were recognized during the Veterans Honor Event held in November on the Kenosha Campus as being veterans of the year for the 2017-18 Academic Year.

They are as follows: Racine Campus: Matthew Jorgenson; Kenosha Campus: Jessica Schmidt; Elkhorn Campus/Burlington Center: Angela Boro. Student-veterans were nominated because of their academic excellence, service to the community and leadership qualities.

## December 2017

### Youth entrepreneur wins accelerator business pitch contest

Alex Upendo of Build-a-Bow won the Gateway Technical College Launch Box business pitch competition held in the auditorium of the SC Johnson integrated Manufacturing and Engineering Technology Center and received a \$5,000 seed grant for his company.



## January 2018

### Three named as Dr. King Humanitarians

Gateway Technical College named GeorgAnn Stinson-Dockery (Racine), Arnetta Griffin (Kenosha) and Michael Graveley (Kenosha) as the 2018 Dr. Martin Luther King Humanitarians, individuals recognized for their contributions to society, their school, business or profession, as well as their dedication to volunteerism or philanthropic life's work.



### Gateway holds communitywide Dr. King celebration

New generations. New dreams. Those phrases epitomize today's work to make the dreams of Dr. Martin Luther King Jr. a reality for a new generation, according to several speakers at Gateway Technical College's 24th Annual Dr. King celebration, held on the college's Kenosha Campus.





## January 2018

### Gateway holds horticulture, urban forestry career fair

Gateway held a horticulture and urban forestry career internship fair and in the Atrium of the Academic Building on the college's Kenosha Campus, 3520-30th Ave.

The job fair was one of several held by the college throughout the year, a way for students to connect with potential employers, and employers to connect with the next generation of their workforce. Job-seekers were able to meet prospective area employers at the fair who sought to fill internship, full-time, part-time and seasonal positions for careers in horticulture, arboriculture, urban forestry and supporting fields.

### Well-known dining nights provide great food, good training

Gateway Technical College continued its extremely popular fine dining nights in the Breakwater Dining Room of the Lake Building on its Racine Campus. The seven-course meal is only \$25, prepared and served by Gateway Culinary students in their final semester of the program.



## February 2018

### Foundation marks 40th by benefiting 175 students

Gateway Technical College Foundation at its annual award ceremony awarded 237 scholarships totaling nearly \$145,000 to benefit 175 students and help them fulfill their career and educational goals.

"We are grateful for the generosity of our donors," said Foundation Executive Director Jennifer Charpentier. "They help our students stay in school and persist in their education."

The 2018 event was momentous, marking the Foundation's 40th year of impacting the lives and futures of Gateway students.



## February 2018

### Dual credit effort saves students \$2.55 million

Partnerships forged between Gateway Technical College and area school districts helped to save high school students \$2.55 million in college tuition costs for the 2017-18 academic year through dual enrollment.

A total of 6,233 students enrolled in college transcribed courses while in high school, an effort which allows students in participating high schools to earn high school and Gateway credit at the same time free of charge.

### Area high-schoolers sign letter of intent for Gateway

A total of 218 area high-schoolers signed their letters of intent to attend Gateway Technical College at the National Career and Technical Education Letter of Intent Signing Day. The event featured students from 26 high schools across Gateway's district.



## March 2018

### Sustainable practices celebrated at annual EcoFest

Gateway Technical College held EcoFest, a community event aimed at sharing and celebrating sustainable practices, in the Lake Building on the college's Racine Campus.



## March 2018

### Gateway students honored with statewide scholarships

Four Gateway Technical College apprentice students were awarded \$1,500 Great Lakes Higher Education Guaranty Corporation Tools of the Trade scholarships to help them cover out-of-pocket expenses such as tuition, tools and clothing so that they are able to complete their training.



### Gateway DECA students garner state honors

Four Gateway Collegiate DECA team members took first-place honors at the 56th Wisconsin Collegiate DECA annual Spring Competitive Events Conference held at Lake Lawn Lodge in Delavan.

In all, nine Gateway students took top three honors in 12 different categories, with three placing in the top three in two different categories. Seven more students placed second and five students placed third in their category. The Gateway DECA Chapter also took second place in the Civic Consciousness Award.

### Osorio named District Star Ambassador

Keydi Osorio was named Gateway Technical College's District Star Ambassador.

Osorio (Kenosha) was initially selected as Kenosha Campus Star Ambassador. Other Star Ambassadors selected include Karen Draper (Racine) for the Racine Campus and Erika Gutierrez (Kenosha) for Burlington Center and Elkhorn Campus. District Ambassadors are chosen from the field of three Star Ambassadors.



## April 2018

### Gateway partners with group to increase opportunities

Gateway Technical College and WRTP/BIG STEP held a ceremony on the college's Racine Campus to celebrate the opening of its first Racine location for the non-profit group in the Technical Building.

WRTP/BIG STEP is a non-profit group which strives to help under-employed, under-served, and under-represented individuals succeed in well-paying careers and responding to industry's workforce needs.



## April 2018

### Gateway shows environmental spotlight in annual event

Gateway Technical College held its annual Celebrate Earth Day, featuring fun, hands-on activities for all ages to learn how to be stewards of the environment. More than 1,000 attended the event.

Celebrate Earth Day was held on Gateway's Kenosha Campus and Gateway's Elkhorn Campus.



## May 2018

### DECA team brings home honors

Gateway Technical College student and Collegiate DECA team member Ryan Bogner of Wind Lake was selected as the 2018-19 International College DECA president at the group's international career development conference in Washington D.C.

One Gateway student also won his respective competition at the international event: Alexander Paul captured first place in the Human Resource Management competition category.





## May 2018

### Kenosha Unified's Lakeview Academy wins Sumobot Competition

The Lakeview Technology Academy team of Sacred Sombreros captured the top position at Gateway Technical College's annual SumoBot competition held at the college's SC Johnson integrated Manufacturing and Engineering Technology Center in Sturtevant.

Sacred Sombreros team members also took first place in the Speed and Agility category on its way to beating out more than 350 other student competitors.

### NJM Consultants win Launch Box

Nicholas McGovern of NJM Consultants won the Gateway Technical College Launch Box business pitch competition and receive a \$6,000 seed grant for his company.

### Gateway recognizes 947 at graduation

Gateway Technical College's graduation ceremony recognized 947 candidates from Summer 2017, Fall 2017 and Spring 2018 semesters. Of that, 494 graduates earned an associate degree or technical diploma in Spring 2018.

Gateway Technical College graduates are entering the workforce at a historic and opportune time, one when employers seek applicants with the skills gained through a technical college education, said keynote speaker Michael Reader.



## June 2018

### Partnership paves way for road program

Gateway Technical College and WRTP/BIG STEP held a recruitment event for those interesting in enrolling in a newly created road building training program.

Completers have the skills to be hired full-time at an area road building construction company in a very in-demand career field.



## And the survey shows...



**89%** of grads employed within six months of graduation



**97%** of grads happy with their education



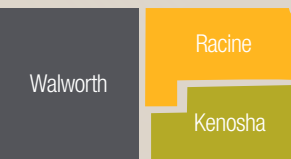
Average salary **\$17.55 / HOUR**



**1,725** degrees and diplomas awarded



**64%** employed in their field of study



**75%** of grads live in tri-county area

Based on the most recent Gateway Technical College graduate survey.

# GRADUATE IS ALL SMILES

## Dental assistant says Gateway prepared her for her career



Prepared for her career. Provided resources for success.

Ready for the real world, and the next step in life.

Those are a few of the reflections Laura Valle offered when asked about how Gateway Technical College prepared her for her career and life.

The Dental Assistant graduate was herself assisted by Gateway's strong training, caring instructors and the college's Promise program. Valle has landed a position at an area dental clinic and her career has already begun to positively impact her life as well as her infant daughter.

"The instructors helped me to get to where I'm at. They provided me with the skills and training they knew I would need in my work.

"I feel like I'm prepared for my career. My clinical training also prepared me for the real working world and helped me to become a better dental assistant."

Valle wanted to go to college for family and career reasons and made the choice to attend Gateway upon her graduation from high school. At the time, though, she felt the cost to do so would be great and the

time to pay back the bills long – until she learned about the Promise program. The Promise program fills the gap between financial aid received and cost of attending Gateway, which includes tuition and fees for qualifying students.

"It's helped me financially, but the program has also helped me to know what I want to do in my future, my career. I wanted to further my education, but I didn't know what would be the best fit for me. I realize now it's in dentistry."

Valle, who says she was unsure of her teeth and smile when she was younger, now helps others to keep their own teeth healthy – so they will hopefully have a smile just like her own because of her new career.

Valle is the second student to graduate from the Promise program.

*"I feel like I'm prepared for my career. My clinical training also prepared me for the real working world and helped me to become a better dental assistant."*

- Laura Valle



# FOUR DECADES OF SUPPORT

Foundation celebrates anniversary, transforms lives of students

Thanks to the generosity of more than 500 community donors, the Foundation was able to grant more than \$1.5 million to Gateway students and the college. Your support of Gateway students transforms the lives of our community members. We are grateful for your abiding support.

Donations from individuals (including Gateway faculty, staff and alumni), corporations, foundations, and service organizations helped make our community a better place to work, live, and raise families.

Generous community support of the Foundation's Gateway Promise Endowed Fund helps ensure the College's promise of tuition-free education up to six semesters for high school seniors who meet academic and economic criteria. Several of the first group of students who started their Gateway journey in Fall 2017 have already graduated in Spring 2018. A total of 165 students were in the first cohort of the program.

The Red Hawk Circle, the Foundation's legacy society of individuals who have included the Foundation's endowment in their estate plans, welcomed new members Patricia Holt and Margaret Drysdale.

In the 2018 Fiscal Year, the Foundation proudly celebrated its 40th anniversary of helping Gateway students and the college with gatherings of donors, current and former board members, and alumni.

We are grateful for the generosity and dedication of our donors.

You help transform the lives of Gateway's students.

Thank you,

*Jennifer Charpentier*

Jennifer Charpentier, Ph.D., CFRE  
Executive Director  
Gateway Technical College Foundation



260 students helped with \$200,000 in scholarships

40 students assisted through \$21,000 in emergency grants

12 students helped in earning their GED credential by being provided the \$145 to take the GED exams



# SERVICE LEARNING IMPACTS STUDENTS

Community groups benefit from student expertise

Gateway's service learning – or Impact Program – continued to offer educational opportunities that connect our students, faculty, and staff with our communities in meaningful engagement activities. Our main purpose is to secure these experiential learning opportunities that students, staff, and the community find meaningful and beneficial.

Through the activities, students develop a deeper awareness of the diverse community in which they live, skills which will serve their future careers, and an understanding of the value of civic engagement and their role in the community.

Just a handful of the many of the experiences included Physical Therapist Assistant students providing exercise classes for the elderly, Nursing students working with a women's cancer prevention organization and Interior Design students raising money through a charity auction for a humane society.



*"It helps students, because when they work with the groups, they represent themselves personally, professionally and as a student at the college."*

- Rita Serpe,  
Gateway Interior Design instructor

## By the numbers:

Added fiscal value to our communities through service learning work of students

**\$115,130**

Hours of students engaged in service learning

**6,570**

Number of students participating

**600**





## DIVISION RAMPS UP

Area businesses benefit from workforce training

Gateway's Business and Workforce Solutions Division continued to work hard to meet the workforce and training needs of area employers in 2017-18, including working with a state agency as well as area elementary and middle schools.

One such innovation was highlighted in March 2018, when the division was proud to showcase a new and growing partnership with the Department of Corrections at a graduation event honoring the first group of women from the Robert E. Ellsworth Correctional Center. Completers were honored at the event for successfully completing a 28-week CNC Operator Certificate program.

The intense program required students to train at Gateway's SC Johnson iMET Center five days a week, four hours a day. The CNC Certificate program provides graduates with many education and career options before and after their release from the detention center. While the Ellsworth Correctional Center partnership is the most recent effort, the college also has long-standing partnerships with other Department of Correction facilities including Racine Correctional Institute (RCI) and the Walworth County Jail. In these partnerships, though, training is delivered inside the correctional facility by Gateway staff. A total of 23 completed a number of different Gateway programs at RCI. In addition, a CNC program similar to the Ellsworth one was delivered at RCI and both programs have been featured and lauded locally and nationally.

In addition to the CNC program, the college's Fab Lab has expanded its programs to existing Gateway students and future college students in area K-8 schools. Many academic programs have partnered with the Fab lab to conduct projects that augment and reinforce their existing curriculum.

### 2017-18 By the Numbers

Million in revenue from customized training contracts with area businesses

**1.5**

Number of BWS contracts with area businesses & agencies for customized training

**281**

Total number of BWS training contracts, including business and education

**466**

### Gateway Apprenticeship

- 196 contracted apprentices
- Paid Related Instruction (PRI) served in 11 apprenticeship trade areas
- For 2017-2018, 36 apprentices completed their PRI



## FROM HOT WHEELS TO BIG CARS

Gateway helps student follow his automotive industry dreams

Guadalupe Jaramillo has held a lifelong interest in cars. He played with toy cars as a child, dreaming one day he would work on actual cars as an adult. "I've always loved cars. I started by playing with Hot Wheels when I was a kid," says Guadalupe. "I had that big rug with all the streets on it, you know the one? I used to play with my cars on that. Then I started to go to car shows."

"I always knew I wanted to have an automotive career."

Guadalupe's first step to realizing his lifelong career dream? Enrolling in Gateway Technical College's Automotive Technology program.

"You need the degree for your future," says Guadalupe. Especially if you want to become a manager or own your own shop some day. You need a degree for that. Once I obtain that degree, the doors open for me. There are many places where we will be qualified to get a job. This is a field looking for people who know what they are doing – and the training I received at Gateway will help me to know what I need to succeed."

Guadalupe began his education and career path early. He earned eight Gateway credits while still in high school

through a transcripted credit agreement with Badger High School. Students such as Guadalupe earn college credits in high school for no charge and are also able to kickstart their education before they even graduate high school by applying them toward a college degree.

"I see a lot of people going to a four-year college. They pay a lot of money, and they don't end up getting the career they really wanted or that job that pays a lot of money. Going to Gateway, my tuition bill will be a lot less expensive – and it will give me the skills to a job that pays well, and one that I will like."

*"You need the degree for your future"*

- Guadalupe Jaramillo

Guadalupe says he's learned a lot from the program, and applies what he learns in the classroom to his workplace at an area auto repair shop. "I learn in class how it works – then I go to work and put it into practice," he says.



# A PROMISE AND GATEWAY TRAINING CONNECT GRADUATE TO DREAM CAREER



Stevi Sterling began working in a salon when she was 15. She liked the atmosphere and knew right then she wanted to do it for a living.

But she knew she had to do something else first – she knew she had to go to college to reach her dream.

Stevi initially thought she would be unable to follow that dream right out of high school – until Gateway Technical College and the Promise changed all that.

Stevi enrolled at Gateway, earned her Cosmetology degree, entered her career and is now pursuing a second degree, in Business.

“I will be 20 years old, I will have earned two degrees in careers I love, I am employed in a career I love and I hope to one day own my own shop. All of this was possible because of the Promise and Gateway,” says Stevi.

### The promise of a Promise

Stevi said one of the reasons she chose Gateway is because she qualified for its Promise program. She didn’t believe she could start college right after high school, but the Promise allowed her to do so.

“When I realized I had received the Promise, I realized how helpful it really is because of what it can cover, financially. I was able to go to college.

“Financial Aid covers only so much. You still have to pay the remainder of the tuition, plus books and fees. Where would I have gotten that? I received it from the Promise.

“I also think what makes the Promise so important is that it helps students right out of high school. I really feel that the longer you wait to go to college, the less likely you are to do it.

“It’s life-changing for many people. It changed my life by allowing me to go to college right after high school.”

*“I will be 20 years old, I will have earned two degrees in careers I love, I am employed in a career I love and I hope to one day own my own shop. All of this was possible because of the Promise and Gateway.”*  
- Stevi Sterling

### Readied me for my career

Stevi says another reason she chose Gateway is word of mouth. She knew several people in the industry who had graduated from Gateway, and they had good experiences. She also knew an instructor. “Everyone liked the college and the program. There were a lot of familiar faces for me.”

Gateway’s nearness to her home and helpful staff guiding her through the paperwork and other tasks necessary to enroll and complete a degree also helped Stevi succeed, she says.

“Also, the ability to work with people one-on-one is really important to me, and you get that here at Gateway. Gateway isn’t really small, but I think it’s small enough that you can get that one-on-one help you need, guidance you need. Gateway has it all.”

Stevi also voiced great respect for the instructors, who prepared her well for her career and set up a framework where students learned the soft skills of handling and working with customers from all walks of life. The college has three salons where the public can come in and receive haircuts and other cosmetology services for free or very inexpensively.

“You learn the technical skills in working with hair, but you also learn how to work with clients. That’s really important.”



Financial Aid + Promise Endowments = Tuition-free College & Family-sustaining Careers

### WHO ARE THE GATEWAY PROMISE STUDENTS?



219 female  
134 male

37% minority students  
1/3 first-generation college students

### WHERE DO STUDENTS LIVE?

31%  
Walworth

39%  
Racine

30%  
Kenosha

### PROMISE GRADUATES BENEFIT THE COMMUNITY

3/4

Gateway graduates live in tri-county area

Associates degree grads earn

**\$387,600 more**

than high school grads over their lifetime

Gateway Promise grads will generate

**\$2.9 million**

in taxes over their working careers



The Gateway Technical College Promise program has changed the lives of students who live in our community. They are our neighbors, our colleagues and are a part of the bright future of Southeastern Wisconsin.

An innovative initiative introduced in 2016 by Gateway Technical College and Gateway Technical College Foundation this unique program helps qualifying, low-income area high school students realize their dream of attending college.

### PROMISE HELPS STUDENTS SUCCEED

9 out of every 10

Promise students remained in college after their first semester.

Nearly **DOUBLE** the national average.

### TOP PROGRAM AREAS, STUDENT ENROLLMENT:



**Nursing**

Grad earnings: \$27/hr



**Criminal Justice**

Grad earnings: \$23/hr



**Information Technology**

Grad earnings: \$20-\$31/hr

**76%** of Gateway Promise students have a 2.0 GPA or higher

**57%** have above a 3.0 GPA

Support Services key to student success:

- Coaching
- Academic support services
- Summer Bridge program



# STATEMENT OF REVENUES & EXPENDITURES

Uses	
Instruction	59,219,357
Instructional Resources	1,193,698
Student Services	42,973,715
General Institutional	11,581,268
Physical Plant	14,938,024
Public Services	339,968
Auxiliary Services	461,742
Repayment of Debt	12,402,798
Transfers to Fund Balance	2,340,934
<b>Total Uses</b>	<b>\$145,451,504</b>

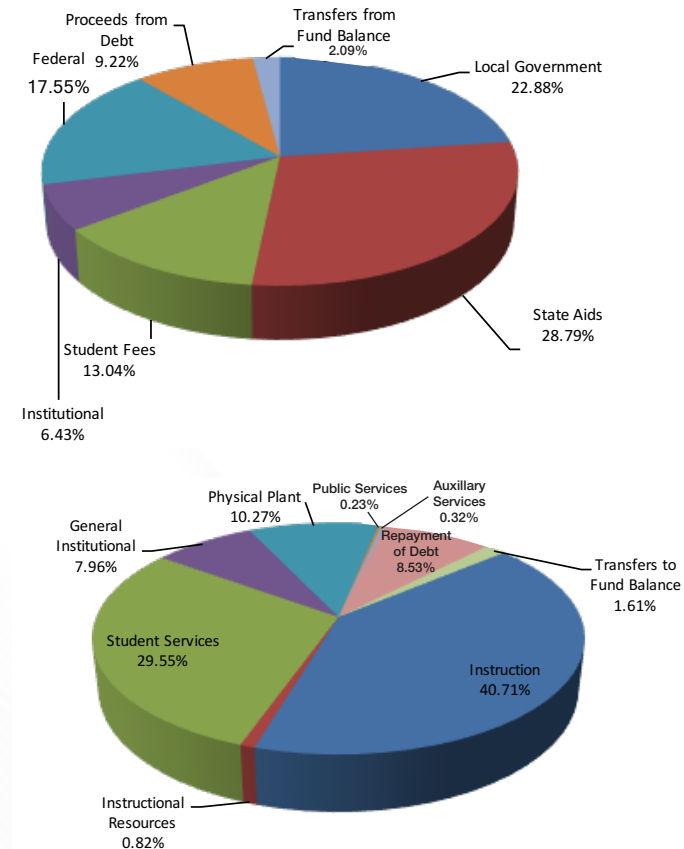
Statement of Resources & Uses for year ended June 30, 2018		
Resources	Amount	
Local Government	\$33,272,709	22.88%
State Aids	41,877,555	28.79%
Student Fees	18,964,596	13.04%
Institutional	9,350,568	6.43%
Federal	25,526,822	17.55%
Proceeds from Debt	13,413,014	9.22%
Transfers from Fund Balance	3,046,240	2.09%
<b>Total Resources</b>	<b>\$145,451,504</b>	<b>100.00%</b>

Combined Balance Sheet as of June 30, 2018	
Assets	
Cash & Investments	\$39,371,508
Receivables	11,885,529
Due from other funds	3,054,696
Prepaid Expenditures	688,513
<b>Total Assets</b>	<b>\$55,000,246</b>

Liabilities	
Accounts Payable	3,374,366
Employee-Related Payables	2,557,677
Due to other funds	3,054,696
Deferred Revenues	2,860,957
<b>Total Liabilities</b>	<b>11,847,696</b>

## Fiscal Year 2017/18

Combined Funds - Budgetary Basis  
Statement of Resources & Uses for  
year ended June 30, 2018



Fund Equity	
Reserved Fund Balance	17,233,507
Undesignated Fund Balance	25,919,043
<b>Total Fund Equity</b>	<b>43,152,550</b>
<b>Total Liabilities and Fund Equity</b>	<b>\$55,000,246</b>

# GATEWAY TECHNICAL COLLEGE PROGRAMS

## Associate Degree Programs

- Accounting
- Administrative Professional
- Advanced Manufacturing Technology
- Aeronautics - Pilot Training
- Air Conditioning, Heating, and Refrigeration Technology
- Arboriculture/Urban Forestry Technician
- Architectural - Structural Engineering Technician
  - Construction Project Management (Concentration)
- Automotive Technology
- Business Management
- Civil Engineering Technology - Fresh Water Resources
- Civil Engineering Technology - Highway Technology
- Criminal Justice Studies
- Culinary Arts
- Diesel Equipment Technology
  - Construction Equipment Repair (Concentration)
- Early Childhood Education
- Electrical Engineering Technology
  - Biomedical Engineering Technology (Concentration)
  - Sustainable Energy Systems (Concentration)
- Electronics
- Fire Medic
- Foundations of Teacher Education
- Graphic Communications
- Health Information Technology
- Horticulture
  - Landscape (Concentration)
- Hospitality Management
  - Food & Beverage (Concentration)
  - Tourism & Attractions (Concentration)
- Human Service Associate
- Individualized Technical Studies
  - Technical Studies - Journeyworker (concentration)
- Interior Design
- IT - Computer Support Specialist
- IT - Network Specialist
- IT - Software Developer
- IT - Web Software Developer
  - SharePoint Developer (Concentration)
- Leadership Development
- Marketing
- Mechanical Design Technology
- Nursing - Associate Degree
- Paramedic Technician
- Physical Therapist Assistant
- Professional Communications
- Respiratory Therapist
  - (Shared program with MilwaukeeArea Technical College)
- Supply Chain Management
- Surgical Technology
- Veterinary Technician

## Technical Diploma Programs

- Accounting Assistant
- Advanced EMT
- Automotive Maintenance Technician
- Barber Technologist
- Building Trades - Carpentry
- Business Services Manager
- CNC Production Technician
- CNC Programmer
- Cosmetology
- Criminal Justice - Law Enforcement 720 Academy
- Culinary Assistant
- Dental Assistant
- Diesel Equipment Mechanic
- Electromechanical Maintenance Technician
- Electronics Technician Fundamentals
- Emergency Medical Technician
- EMT - Paramedic
- Facilities Maintenance
- Firefighter Technician
- Foundations of Lodgings and Hospitality Management
- IT - Computer Support Technician
- IT - Web Programmer
- Medical Assistant
- Motorcycle, Marine and Outdoor Power Products
- Nursing Assistant
- Office Assistant
- Ophthalmic Medical Assistant
  - (Shared program with Lakeshore Technical College)
- Pharmacy Technician
- Small Business Entrepreneurship
- Tool and Die Technician
- Veterinary Assistant
- Welding
  - Pipe Welding (Concentration)
  - Robotics (Concentration)
- Welding/Maintenance and Fabrication







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2018 AWARD WINNER



journal sentinel

## Campuses & Centers

- Burlington Center
- Elkhorn Campus
- HERO Center
- Horizon Center
- Inspire Center
- Kenosha Campus
- LakeView Advanced Technology Center
- Racine Campus
- SC Johnson iMET Center

Equal Opportunity Employer and Educator  
Empleador y educador que ofrece igualdad de oportunidades