

NORTHEAST WISCONSIN TECHNICAL COLLEGE



District Board of Trustees

MEETING AGENDA AND EXHIBITS

Monday, July 8, 2024

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



OUR VISION...

NWTC is a cutting-edge life-long learning college that transforms, strengthens, and inspires.

MISSION STATEMENT

We are a two-year technical college, serving Northeast Wisconsin by providing education, training, and life-long learning opportunities for all individuals and businesses leading to the development of a skilled and culturally inclusive workforce. Our customers stimulate the economic vitality of our district as a result of the application of skills and knowledge acquired through the completion of certificates, degrees, diplomas, and courses.

NWTC VALUE STATEMENTS

Customer Focus: We are committed to exceeding the service and learning expectations of our customers and our community.

Everyone Has Worth: We are committed to embracing the worth of every individual, creating a place for all people and promoting the respectful environment necessary for intellectual and personal discovery.

Passion and Inspiration: We have a personal passion for achieving the College's vision, inspiring and motivating others to action.

Creativity and Innovation: We are committed to energizing and fostering transformative change through challenging experiences, proactive thinking, and taking initiative.

Collaboration: We are committed to open communication, teamwork, and productive conflict that strengthen relationships and create better solutions.

Emotional Intelligence: We are committed to growth in our individual awareness through personal reflection, seeking input from others and aligning our actions.

Results and Accountability: We are individually and collectively accountable for the sustainable and optimal use of resources and the achievement of meaningful, measurable results.

Valuing Talent & Well Being: We are committed to fostering a mentally and physically healthy work environment that promotes learning and growth and attracts and retains talented people.

Ethics: We are committed to ethical and honest behavior and personal responsibility for living and modeling the values of NWTC.

NWTC Land Acknowledgment Statement

"The region served by Northeast Wisconsin Technical College occupies the ancestral home of the Menominee Nation, who have persisted here in Northeast Wisconsin from before recorded history to the present day. The College's Green Bay campus exists upon lands ceded to the Oneida Nation by the Menominee Nation. We acknowledge this land we stand upon today as sacred, historical, and significant to the Menominee and Oneida Nations, as are the lands of all sovereign First Nations People."



*NWTC Board of Trustees Meeting
Agenda*

July 8, 2024
12:00 p.m.

*NWTC Green Bay Campus Boardroom DO308
2740 West Mason Street, Green Bay, Wisconsin 54303*

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

The Board Chairperson will call the July 8, 2024 NWTC Board of Trustees meeting to order and request that roll call be taken at this time.

Guests

12:00 – 12:30

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 a mission moment during this time.

3. **Botanical Garden Update**

Dr. Laura Nelson, Executive Director of the Green Bay Botanical Garden, will provide the annual report of Botanical Garden activities.

Board Organizational Matters

12:30 – 12:50

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 will be provided to 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: Cathy Dworak, Chairperson; Richard Stadelman, Vice-Chairperson; Gerald Worrick, Secretary; and, Jeff Rickaby, Treasurer. At this time the Board will elect its officers for FY2025.

3. 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 make appointments to those committees for submission to the Boards' Association as listed below. Board Exhibit 1 describes 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:	Jeff Rickaby
Internal Best Practices:	Gerald Worrick, Cathy Dworak
External Partnerships:	Dave Mayer, Brenda Mendolla-Buckley
Bylaws:	Richard Stadelman

Action Items (Roll Call Vote)

12:50 – 1:00

1. Bills

Detailed copies of the current disbursements for fiscal year 2024 for the month of June were 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 June 2024 bills as presented.

2. Executive Summary – Replace Marinette IIT Server

The Marinette campus has a server running to process numerous systems.

1. Genetec – security system for all doors and cameras. There are 40 cameras that are constantly being recorded on the Marinette campus.
2. Rapid 7 – security tool to scan for vulnerabilities.
3. Active Directory and other miscellaneous servers – these allow computers and internet access to the computers in Marinette.

It was estimated that the server would be replaced in FY26 as part of our 5-year capital forecast. However, the increase in number and recording quality of cameras, new security scanning features from Rapid 7, and other factors requires the replacement to be pushed up one year. The funding in the amount of \$54,000 for this will come out of capital reserves. See Board Exhibit 2 for supporting financial summary documents for detailed information.

It is recommended that the Board approve the capital reserve fund request of \$54,000 for the server replacement in FY25.

Consent Agenda Items:

1:00 – 1:05

1. Minutes

The minutes of the June 12, 2024 Board meeting were sent to Board members prior to the July 8, 2024 Board meeting. It is recommended that Board approval be given for the June 12, 2024 Board meeting minutes.

2. Faculty – New Hires

- A. Chas Schink – Utility Electrical Apprenticeship Instructor. Chas Schink was the Selection Committee’s top choice for Utility Electrical Apprenticeship Instructor. Mr. Schink holds a Technical Diploma in Gas Utility Construction and Services, and a Technical Diploma in Electrical Power Distribution from NWTC. Since 2002, Mr. Chas has been employed as the Electric Meter Technician and Lineman at Sturgeon Bay Utilities. Prior to that, he was the Seasonal Gas Utility Worker at Wisconsin Fuel and Light, and Utility Construction at Gabe’s Construction.

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

- B. Julia Witt – AODA Coordinator Instructor—Limited Term. Julia Witt was the Selection Committee’s top choice for AODA Coordinator Instructor—Limited Term. Ms. Witt holds a Master’s degree in Community Counseling from Southern New Hampshire University and a Bachelor’s Degree in Arts-Psychology and in Social Work from University of Wisconsin Madison. Since 2023, Ms. Witt has been employed as the Emotional Regulation Coach at Emotional Peace University. Prior to that, she was the Mental Health Therapist at Teladoc Healthcare Company, an Adjunct Professor for Human Services/AODA Program at NWTC, MORE Mental Health/AODA Counselor at American Foundation of Counseling, Substance Abuse Counselor/Owner at Synergy Counseling, Ink, and an AODA Counselor (BSW/CADCIII) at Shawano County Department of Community Programs. She is also a Licensed Professional Counselor (LPC), Clinical Substance Abuse Counselor (CSAC), and an Intoxicated Driver Plan Assessor (IDP-AT).

Placement for this position would be at the level Faculty A, \$73,347.

It is recommended that Board approval be given for the new hire(s) listed above.

3. Faculty – Retirement(s)

With regret, we accept the following retirement notice:

- A. Jerry Rowland – Machine Tool Instructor who has been with the College since August 20, 1990, and has announced his retirement effective December 23, 2024.
- B. Kenneth Delcore – HVACR Instructor who has been with the College since August 16, 1993, and has announced his retirement effective December 23, 2024.

It is recommended that Board approval be given for the retirement(s) listed above.

4. 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 2025 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 (34.07% for on-campus and 28.42% for off-campus) such as administration, facilities, utilities, information systems, registration, counselors, insurance, etc., associated with a contract to determine full costs. Project pricing 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. Strategic Direction Update **1:05 – 1:25**

Kristen Raney, President, will provide a status of the current Strategic Direction planning and estimated timeline.

Break **1:25 – 1:40**

2. FY25 Board Agenda Calendar and Topics **1:40 – 2:00**

The Board will be given an opportunity to discuss the types of topics they would like to see as part of FY25 Board Agendas as related to the Strategic Direction.

3. Divisional Reports **2:00 – 2:30**

- A. President's Report
- B. Learning Update
- C. College Advancement Update
- D. Diversity, Equity, and Inclusion Update
- E. Talent & Culture Update
- F. Student Services Update
- G. Business & Technology Update

4. Board Member Professional Development Updates **2:30 – 3:00**

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.

Next Board Meeting

The August 7, 2024 Board Meeting will be held on the NWTC Green Bay Campus located at 2740 W. Mason Street, Green Bay, WI 54303.

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 8, 2024 Board meeting.

NORTHEAST WISCONSIN TECHNICAL COLLEGE



District Board of Trustees

Exhibits

July 8, 2024

DBA Committee Descriptions 2024

Board of Directors

Each district board is asked to designate one trustee to represent the college on the DBA Board of Directors. The DBA Board meets at the Association meetings (hybrid, virtual or in-person) and for one Annual Planning Meeting, usually held in late August in Madison. The DBA 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 DBA Executive Director.

Board of Directors Delegate Commitment: It is important that we have full representation from all colleges at DBA 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 contact DBA for more information.

DBA Standing Committees are listed here. These committees meet as needed.

External Partnerships Committee

This committee meets (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 in concert with DBA 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 (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 promoting, identifying and rating:

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

This committee conducts their work via e-mail/virtual meetings, outside of the DBA 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 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 in-person 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.

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**Financial Summary for IIT Unbudgeted Capital Hardware requests
for July 8, 2024 NWTC Board Meeting**

Item	Requested Amount	Notes
Cisco replacement server for Marinette	\$ 34,000.00	New servers for Marinette
Implementation services for CoreBTS	\$ 20,000	The software running the servers are new and will need outside help to configure.
	<u>\$ 54,000.00</u>	Total of both requests needed from capital reserves

Note: \$184,621 was moved to capital reserves June 24, 2024 for completed and cancelled projects

AZURE STACK HCI IMPLEMENTATION

STATEMENT OF WORK

Prepared for
Northeast Wisconsin Technical College

June 19, 2024

Version 1.0

Prepared by
Core BTS, Inc.

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Document Reference

Item	Value
Client Legal Name	Northeast Wisconsin Technical College
Client Short Name	NWTC
Project Name	Azure Stack HCI Implementation



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1 Project Scope

Northeast Wisconsin Technical College ("NWTC") is investigating options for migrating away from VMware vSphere as a hypervisor technology. NWTC would like to assess the capabilities of Azure Stack HCI for both its hypervisor capabilities and its integration with the Azure platform and services. NWTC has requested Core BTS to design and implement a two node Azure Stack HCI cluster for evaluation by NWTC.

Core BTS, Inc. ("Core BTS") would like to position its experience in these technologies, as well as its status as a Microsoft Cloud Solutions Partner and Azure Expert Managed Services Provider ("MSP"), as evidence that it can be a trusted advisor to NWTC to provide guidance, expertise, and implementation execution.

Project Work Estimate and Timeline

NWTC - Azure Stack HCI Implementation		
Project Coordination	W1	W2
Azure Stack HCI Installation	W1	W2
Discover and Plan		
Build		
Stabilize		

2 Project Delivery

During project delivery, Core BTS will provide consultants to deliver best practice, technical guidance, and execution for the implemented technologies and solutions described in this section.

Project Coordination

The key goals of this workstream include monitoring project activities (such as scope, timeline, and budget) and providing budget communications to stakeholders throughout the duration of the project.

Project Coordination Activities

High-level tasks that may be performed during this workstream include:

- Project Initiation and Logistics
 - Coordinate and conduct internal and external project kickoff
 - Completion of other Project Initiation Activities
 - Validate Entry Criteria
- Scope, Timeline, and Budget Management
 - Create and maintain budget and timeline materials
- Communication and Stakeholder Management
 - Coordination and routine communication of budget to internal and client management stakeholders

Project Coordination Assumptions

Assumptions made surrounding this workstream's work efforts include:

1. Core BTS technical resources and NWTC will confirm and refine the timeline during Discovery and Plan phase to ensure proper alignment and preparedness of sequential tasks.
2. NWTC will coordinate with Core BTS technical resources for hardware, accounts, or access as needed.
3. NWTC will provide a Project Manager to manage client resources and project-related tasks.

Project Coordination Timeline

Project Coordination	W1	W2
Project Coordination		
Project Initiation and Logistics		
Scope, Timeline, and Budget Management		
Communications		

Azure Stack HCI Installation Workstream

The key goals of this workstream include design and implementation of a two (2) node Azure Stack HCI cluster.

Azure Stack HCI Installation Activities

High-level tasks that may be performed during this phase for this workstream include:

- Discover and Plan Phase
 - Define business and functional requirements
 - Prepare requirements to support the desired functionality
 - Identify priorities for each of the requirements
 - Plan Azure Integration
 - Validate existing Azure subscription requirements
 - Plan on-premises requirements
 - Active Directory
 - Windows Admin Center - Latest version
 - Cisco UCS server management configuration
 - Plan Base HCI Functionality
 - Azure Stack HCI OS
 - Node preparation
 - Network Reference Model
 - Windows Failover Clustering
 - Hyper-V
 - Storage Spaces Direct
 - Networks: VM, Storage, Management
 - Azure Stack Registration
 - Azure ARC Integration

- Resource Bridge configuration
- Plan advanced HCI Functionality
 - Software Defined Networking Infrastructure
 - Networking: Logical Networks
- Create initial design and architecture document
- Build Phase
 - Configure on-premises requirements
 - Active Directory Failover Clustering permissions
 - Configure Windows Admin Center - Latest version
 - Configure Cisco UCS server management
 - Build Base HCI Functionality
 - Node installation, wiring and configuration
 - Azure Stack HCI OS installation
 - Install drivers as needed
 - Use Windows Admin Center Azure Stack HCI Cluster Wizard to build HCI Cluster
 - Join to Domain
 - Install features
 - Install required updates
 - Configure initial host networking configuration - Manual or Auto
 - Configure node networking
 - Configure Clustering
 - Configure Storage - Storage Spaces Direct
 - Configure Software Defined Networking components
 - Configure Azure Integration
 - Validate existing Azure subscription requirements
 - Azure Stack Registration
 - Azure ARC Integration
 - Resource Bridge configuration
 - Azure Windows Admin Center
 - Configure advanced HCI Functionality
 - Software Defined Networking Infrastructure
 - Networking: Logical Networks
 - Configure additional capabilities
 - Azure Marketplace Image for Windows Server 2022 Azure Edition

- Azure Benefits configuration
- Azure Policy guest configuration
- Stabilize Phase
 - Validate Azure Integration
 - Validate existing Azure subscription requirements
 - Azure Stack HCI Registration
 - Azure Logical Networks
 - Azure ARC Integration
 - Validate Base HCI Functionality
 - Azure Stack HCI OS
 - Node preparation
 - Windows Failover Clustering
 - Hyper-V
 - Storage Spaces Direct
 - Networks: VM, Storage, Management
 - Azure Stack Registration
 - Azure ARC Integration
 - Resource Bridge configuration
 - Validate advanced HCI Functionality
 - Software Defined Networking Infrastructure
 - Networking: Logical Networks
 - Conduct a completion meeting

Deliverables

This workstream will be complete when Core BTS has completed all outcomes and documents listed below and they have been reviewed with the NWTC Program Manager.

Azure Stack HCI Installation Outcomes

- Discovery and planning for Azure Stack HCI implementation
- Two node Azure Stack HCI cluster implemented for evaluation

Azure Stack HCI Installation Documents

Document Name	Revision	Document Content
Azure Stack HCI Design and Architecture Documentation	Final	<ul style="list-style-type: none"> Executive Summary Current State Review Target State Architectural Model High-level Roadmap

Azure Stack HCI Installation Entry Criteria

NWTC will implement the following prior to project kickoff:

1. Cisco UCS server racked and cabled
2. Domain account for Core BTS consultant
3. Access to a PC or virtual machine for Windows Admin Center installation
4. Azure subscription for the Azure Stack HCI registration
5. Entra ID account for the Core BTS consultant if not synchronized from Active Directory
6. User Access Administrator and Contributor permissions for the Core BTS Entra ID account in the Azure subscription with which the Azure Stack HCI cluster will be registered
7. Unattended remote access to the relevant network, servers, and any other applicable devices has been provided by NWTC to the Core BTS project team
8. Unattended admin permissions to the relevant networks, servers, cloud tenants and resources, and any other relevant devices and services has been granted by NWTC to the Core BTS project team
9. Relevant technical schemas, documentation, and access to equipment necessary for this workstream have been gathered and provided by NWTC to the Core BTS project team

Azure Stack HCI Installation Assumptions

Assumptions made surrounding this workstream's work efforts include:

1. If Azure Hybrid Benefit is not set up, a PAYG price of \$10 per core per month will be charged for each Azure Stack HCI node, and does not include Windows Licensing for any Windows Server or SQL instances running within VMs on Azure Stack HCI

2. Azure Hybrid Benefit for Azure Stack HCI requires an active registered Software Assurance contract to be set up on the Azure Subscription
3. Azure Stack HCI will be licensed using the existing Azure Subscription environment and cannot be licensed using product keys directly
4. Some features and capabilities for Azure Stack HCI may be still classified as Public Preview status
5. Some items will require console access of a PowerShell window directly on the Azure Stack HCI nodes and installation of additional PowerShell modules that cannot be configured via a remote PowerShell console
6. Each Azure Stack HCI Node will have port TCP/UDP 443 outbound to Azure Cloud Services and Microsoft Update environments
7. An existing Azure Subscription and Landing Zone is already in place including any needed networking
8. Software Defined Networking will be configured in an HA fashion with multiple controllers
9. Windows Admin Center exists in the environment or can be quickly built-out and updated
10. On-premises Active Directory exists
11. Azure Stack HCI will be installed and configured on up to two (2) physical hosts

Azure Stack HCI Installation Timeline

Azure Stack HCI Installation	W1	W2
Discover and Plan		
Gather detailed technical and business requirements		
Plan Azure Integration		
Plan on-premises requirements		
Plan Base HCI Functionality		
Plan advanced HCI Functionality		
Create initial design and architecture document		
Deliverable: DRAFT Azure Stack HCI Design and Architecture Documentation		
Build		
Configure on-premises requirements		
Build Base HCI Functionality		
Configure Azure Integration		
Configure advanced HCI Functionality		
Configure additional capabilities		
Stabilize		
Validate Azure Integration		
Validate Base HCI Functionality		
Validate advanced HCI Functionality		
Deliverable: Final Azure Stack HCI Design and Architecture Documentation		
Conduct a completion meeting		

3 Project Assumptions and Out of Scope

General Assumptions

The project timeline, resource plan, and pricing are based on required access for Core BTS resources and a continuous work effort from project kickoff to completion. Unexpected project delays that may be caused by missing entry criteria, availability of NWTC resources, missing of agreed deadlines by NWTC resources, documented assumptions found to be incorrect, or changes to an approved design may require a Project Change Request (“PCR”) to realign the scope and / or adjust the price of the project, which may also result in a project pause.

Project assumptions include, but are not limited to, the following statements for this project:

1. Normal business hours are 8 AM to 5 PM Central time zone Monday through Friday, excluding Core BTS observed holidays and local national holidays for Global Delivery team members. Global Delivery resources assigned for this engagement will typically operate Monday through Friday during standard UK working hours, providing some overlap with Eastern USA time zone. Special events (e.g., NWTC cutover timeframes) may require resources to work outside their regular working hours during other days and times.
2. Requirements / discovery sessions may include discussion about out-of-scope topics to ensure current work or solutions will not inadvertently impact business operations or systems. Only technologies and / or solutions with defined deliverables within this SOW are considered in scope.

Out of Scope

All work that is “out of scope” will be addressed by Core BTS and the NWTC Project Sponsor to clarify the issue and negotiate feasibility, impact, and cost. Should “out of scope” work be identified, formal written approval via a PCR from NWTC is required prior to commencing any such work.

Deficiencies of any kind within the current environment discovered because of the project will not be remedied within the scope of this project.

This project will focus on the scope as noted above. All other areas are not within the scope of this project. These include, but are not limited to:

- Deployment of trusted enterprise virtualization configuration
- Migration of existing workloads
- Disaster Recovery or Backup configurations
- System Center Virtual Machine Manager for set up or configuration of the environment
- Support or remediation services for technologies not implemented by Core BTS as part of this engagement
- Support or remediation services for applications or operating system versions that are not actively supported by the vendor

4 Responsibilities of NWTC

Core BTS's approach and estimate are based upon the following responsibilities and assumptions. Core BTS project management will notify NWTC as soon as they are aware of any changes to these responsibilities and assumptions, including potential implications.

NWTC is responsible to:

- Designate NWTC project sponsor, who will provide overall project direction, guidance, and high-level scope boundaries, as well as attend project kickoff and management checkpoint meetings
- Designate NWTC primary contact, who will manage NWTC project team members and resources, including any client tasks as outlined in the project schedule
- Ensure project team members and other knowledgeable resources are readily available to meet the project timeline
- Provide sufficient licensing and / or subscription(s) prior to each phase, including Core BTS resources
- Procure, install, host, test, deploy, monitor, and maintain all associated hardware and third-party software, including patches or upgrades as required
- Any third-party support costs, which include but are not limited to Microsoft tickets, contracts, or other means of support will be the financial responsibility of NWTC
- Communicate the project plan and all timelines and goals to NWTC business units or facilities, as appropriate
- Submit change controls for all environments, as necessary, with enough lead time to meet the project timeline
- Ensure attendance to status calls and provide decision management for the duration of the engagement
- Provide project team members and other resources that are necessary to adhere to the project timeline
- Participate in governance and operations workshops
- Participate in meetings to define strategy and architecture
- Participate in the design sessions
- Provide resources knowledgeable in current environment as necessary
- Define and validate business and technical requirements, including license and hardware requirements
- Ensure timely response to functional and technical considerations

- Validate functionality and user experience meet expectations
- Provide consolidated feedback to the deliverables in the timeframe as defined below
- Participate in project status and closeout meetings
- Provide all Tier 1 and Tier 2 support to end-users
- Deliverables will be deemed accepted upon receipt of email confirmation from the NWTC Program Manager or after five (5) business days from the request

5 Project Investment

Investment Summary

Component	Pricing
Delivery Services	\$19,770
Total Price	\$19,770

NOTE:

Pricing is based on Core BTS being recorded as the Partner of Record for all associated Microsoft Azure and Microsoft 365 subscriptions, where applicable. Core BTS will require a Partner Admin Link ("PAL") association be created in the client tenant for all Azure work. For PAL registration, NWTC agrees to use the Azure portal, PowerShell, or the Azure CLI to link to the Core BTS Microsoft Partner ID (MPN ID #947811) to the client ID or service principal. Core BTS will be linked as the partner ID in each client tenant.

Professional Services Pricing Summary

Resource	Rate	Hours	Cost
Solution Architect	\$225	68	\$15,300
Technical Oversight	\$270	12	\$3,240
Project Coordination	\$82	15	\$1,230
Estimated Total		95	\$19,770

The total investment noted above is a time and materials estimate. Neither the total estimated billable hours nor the total estimated service fees are intended to limit the bounds of what may be requested or required for performance of services.

Rates provided are for Core BTS professional services only, and do not include Cloud hosting, software licensing, or other fees. Core BTS assumes no responsibility for the monitoring or optimization of Client spending on IaaS (Infrastructure as a Service) and PaaS (Platform as a Service) unless explicitly detailed and agreed upon in this Statement of Work.

Any tasks or services beyond the defined scope related to monitoring or optimizing Client costs on IaaS and PaaS may require a PCR.

This agreement will expire on December 31, 2024 or when all hours are consumed, whichever occurs first.

Billing Rates and Minimums

- Rates are for work performed during normal business hours (Monday – Friday, 8 AM – 5 PM Central time zone, excluding holidays).
- Rates are based on a continuous work effort for each role per the plan outlined in this SOW. To maintain resource continuity and a consistent level of progress, dedicated resources will be assigned. Most roles are full-time, unless otherwise noted within the project timeline. Deviations from this schedule may result in a rate increase.
- NWTC will be invoiced on a bi-weekly basis for services rendered in the previous cycle.

Travel and Expenses

Travel time and expenses are not included in the estimate provided above. Travel expenses will be billed to NWTC on a pass-through basis and may include:

- Mileage and parking – at cost
- Meals – at cost
- Lodging – at cost

Such travel expenses shall adhere to the mutually agreed upon NWTC and Core BTS Travel and Expense (“T&E”) policies during the project. Any expenses to be paid by NWTC shall be duly documented with the corresponding invoices.

6 Case Study

Client authorizes Core BTS to prepare a case study, press release, and / or other written, audio, or video presentations (a “Study” or the “Studies”) for distribution to industry analysts, press and other media, as well as related marketing materials to existing and

potential customers, in any usual and customary industry method. This Agreement shall serve as authorization for Core BTS to use the Client name, logo, and other identifying information contained within, in whole or in part, in the Studies and in Core BTS sales and marketing activities relating to the Studies. This authorization is given by the Client as an informed exception to any conflicting terms that may be contained in any confidentiality, master services, or other agreements in place between Core BTS and the Client.

Nothing herein shall be construed as an obligation on the part of Core BTS to create or use a Study. Client's sole compensation for this Agreement shall be Core BTS's non-transferable license to Client to copies of the Studies for their internal and external use at no charge.

In preparation of a Study, Core BTS may conduct, and Client agrees to its reasonable cooperation with, one or more of the following activities:

- Core BTS may interview, tape, or video Client employees or contractors for the Study. The nominated contact at Client agrees that it will obtain sufficient permissions from its employees and / or contractors to grant the rights described in this Agreement.
- Core BTS may display Client name, trademarks, service marks, logos, and other identifying information in the Study.
- Core BTS will own all copyrights to the case study, and Core BTS grants Client a non-transferable license to use and distribute the Study for its own advertising and marketing efforts.

Prior to release, Core BTS will provide a copy of the Study to the Client for its review and approval, which shall not be unreasonably withheld or delayed.

7 Proposal Acceptance

NWTC acknowledges that Core BTS may utilize resources based outside of the US in the delivery of this scope of work.

To proceed with the work as defined by this proposal, all parties must sign below acknowledging that they have read the entire document and agree to all terms as laid out within.

Core BTS, Inc.

Northeast Wisconsin Technical College

Signature:	Signature:
Print Name:	Print Name:
Title:	Title:
Date:	Date:

8 Terms and Conditions

1. Payment Terms. Payment is due within thirty (30) days of invoice date. After this time period, interest accrues at the lesser of the maximum rate permitted under applicable law or one and one-half percent (1.5%) per month from the date due until paid. We shall have a purchase money security interest in the products delivered by us to secure payment of the purchase price and any installation charges until they are paid in full by you. If invoice is not paid by you after 60 days, you authorize us to file all documents (including UCC financing statements) deemed necessary by us to protect and maintain our security interests.
2. Independent Contractor; Taxes. We will perform all services hereunder in our capacity as an independent contractor and not as an employee or agent of you. Our employees shall not be entitled to any privileges or benefits that you may provide to your employees, and we shall be responsible for payment of all unemployment, social security, federal income (state and local income where applicable) and other payroll taxes imposed by any governmental body on us in regard to our employees who are engaged in the performance of the services. Pricing set forth herein is exclusive of applicable sales, use and similar taxes assessed on the performance of any services. You agree to reimburse, indemnify and hold us harmless from and against any such tax, penalty and interest thereon levied against us for the provision of services to you hereunder.
3. No Hiring. For the term of the project and for a period of one year thereafter, you agree not to hire, solicit or accept solicitation of, through employment or otherwise, directly or indirectly, any of our employees or independent contractors with whom you have had any contact during the project, unless you obtain our prior written consent. Should you hire an employee or independent contractor of ours through employment or otherwise within this time period without our prior written consent, you will immediately pay as liquidated damages to us an amount equal to the relevant person's then current annual compensation (or the amount paid to or on behalf of the person in the last 12 months, in the case of an independent contractor).
4. Warranty.
 - A. We warrant and represent that the services will be performed in a skillful and workmanlike manner according to those standards generally prevailing among consultants performing similar services under similar circumstances. To the extent that we are not the manufacturer of any hardware or software products that you may purchase as a result of or relating to our Services, we do not provide any warranty on such products, whether with respect to their design, performance, functionality or compatibility with your existing system. Any warranty with respect to product must come from the manufacturer. Our product procurement distributor or we will pass through to you any applicable warranties of the manufacturer, to the extent permissible.
 - B. **EXCEPT FOR THE EXPRESS WARRANTIES STATED IN THIS SECTION, WE DISCLAIM ALL WARRANTIES INCLUDING ALL IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.**
5. Our Indemnity. We will indemnify, defend and hold you harmless from and against any claims, liabilities, losses, expenses or damages (collectively, "Damages") caused by the services performed or the work delivered by us under these terms infringing any copyright, trade secret or any other proprietary right of any third party. Excluded from such indemnification are any claims related to (i) services performed on equipment or software which you covenanted that we had the rights to modify as set forth in Section 7 below, (ii) services performed to your specification or design and (iii) infringement resulting from or caused by your misuse or unauthorized modification of systems or product. We will also indemnify, defend and hold you harmless from and against any Damages resulting from our willful misconduct or negligent acts or omissions in performing the services which are the subject of these terms, except to the extent such Damages are caused by the willful misconduct or negligence of you, your employees or agents. Our obligation to indemnify and defend you with respect to any claim shall be subject to (i) your providing us with prompt notice of such claim, (ii) our having sole control over the defense and settlement thereof, (iii) your providing us with the information and assistance necessary to defend or settle such claim as reasonably requested by us, and (iv) the limitations on liability set forth in Section 6 below.
6. Limitations of Liability. **WE WILL NOT BE LIABLE FOR INCIDENTAL, SPECIAL, PUNITIVE, INDIRECT OR CONSEQUENTIAL DAMAGES, INCLUDING FOR LOSS OF DATA OR ITS USE OR LOST PROFITS OR OTHER ECONOMIC DAMAGES, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGE.** With the exception of indemnification for intellectual property infringement, your right to recover Damages from us in aggregate of all claims is limited to the amounts paid to us by you in the preceding twelve (12) months. You

acknowledge that this limitation of liability is part of the consideration and was considered by us in establishing the prices and rates to be charged to you, which, but for this limitation, would have been higher.

7. Your Covenants. You covenant that: (i) you have the authority to agree to these terms and the funding necessary to pay for the requested services; (ii) you have title to or license or rights to use or modify any software or products which you have requested us to modify as part of such services; and (iii) you will provide us necessary access to your personnel, appropriate documentation and records and facilities in order for us to timely perform such services.
8. Requests for Changes. No change in the services provided hereunder will be performed until we receive a properly issued and executed Change Order; provided, however, that nothing herein will relieve you of the obligation to pay us for services rendered which were requested by you but are not documented in such a properly issued and executed Change Order or within the applicable scope of work.
9. Confidentiality. Each party acknowledges that it and its employees or agents may, in the course of the project, be exposed to or acquire information that is proprietary or confidential to the other party. Each party agrees to hold such information in strict confidence and not to discuss or disclose any such information to any third party for a period of three years. The parties acknowledge that the provisions of this paragraph shall not apply to: (a) information which at the time of disclosure is, or without fault of the recipient becomes, generally available; (b) information which either party can show was in its possession at the time of disclosure or was independently developed by it; (c) information received from a third party which had the right to transmit same without violation of any secrecy agreement with the other party; and (d) information which is required to be disclosed pursuant to court order or by law.
10. Termination of Agreement. Either party may terminate our engagement at any time upon 30 days prior written notice to the other. **Unless otherwise expressly stated in the body of this Agreement or related order(s), termination for convenience or default by Customer of any (i) licensing or subscriptions, (ii) products ordered from Core that Core cannot cancel with Core's vendors, or (iii) services with a fixed term, shall incur a termination fee equal to 100% of the unpaid price of the product and/or the unpaid remainder of the term, payable to Core in full upon the effective termination date.** In the event of termination for convenience or default by Customer for products or services not subject to the preceding paragraph, Customer shall within thirty (30) days of the date of termination pay Core all amounts owed for Products and Services provided by Core during the Term of this Agreement up to and including the date of termination.
11. Entire Agreement; Amendment. These terms and the accompanying engagement letter sets forth the entire understanding of the parties with respect to the subject matter hereof and is binding upon both parties in accordance with its terms and may be amended only by an entry signed by both parties. There are no understandings, representations or agreements other than those set forth herein.
12. Assignment. You may not assign any of the rights or obligations hereunder without the prior written consent of Core.
13. Notices. Any notice or communication from one party to the other concerning the terms hereof shall be in writing and shall be sent by certified mail, return receipt requested and postage prepaid or by commercial overnight mail to the most recent address that either party has specified in writing to the other.
14. Governing Law. These terms shall be governed by and construed in accordance with the laws of the State of Delaware.
15. Force Majeure. Neither party shall be liable to the other for any failures or delays arising out of conditions beyond its reasonable control, including, without limitation, work stoppages, fire, civil disobedience, delays associated with product malfunction or availability, riots, rebellions, storms, electrical failures, delays caused by the other party, and acts of God and similar occurrences.
16. Waiver; Severability. Any waiver of any right or default shall be effective only in the instance given and if in writing and signed by the party against whom it is sought to be enforced and shall not operate as or imply a waiver of a similar right or default on any other occasion. If any term or provision hereof should be declared invalid by a court of competent jurisdiction, the remaining terms and provisions hereof shall be unimpaired, and the invalid terms or provisions shall be replaced by such valid terms and provisions as come closest to the intention underlying the invalid term or provision.



Bill To:
 Northeast Wisconsin Technical College
 PO Box 19042
 Green Bay, Wisconsin 54307-9042
 United States

Ship To:
 Northeast WI Technical College
 2740 W Mason Street
 Green Bay, Wisconsin 54307
 United States

Quote Number: Q-69732
Quote Date: 06/28/2024
Expiration Date: 07/26/2024

Client: Northeast Wisconsin Technical College
Account Number: 0010996
Payment Terms: Net 30
Primary Contact: Karl Reischl
Quote Name: Microsoft Azure Stack MX HCI Bundle 60 Months

Quoted by: Melissa Staat
P | E sales.operations@corebts.com
Account Manager: Halvor Katch
P (920) 882-5116 | E halvor.katch@corebts.com

Azure Stack

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
1	UCS-MAH-B00R00-M6	Microsoft Azure Stack M6 HCI Bundle		Prepaid	\$0.00	\$0.00
1	DC-MGT-SAAS	Cisco Intersight SaaS	60	Prepaid	\$0.00	\$0.00
2	DC-MGT-IS-SAAS-ES	Infrastructure Services SaaS - Essentials	60	Prepaid	\$1,851.84	\$3,703.68
1	SVS-DCM-SUPT-BAS	Basic Support for DCM	60	Prepaid	\$0.00	\$0.00
2	DC-MGT-UCSC-1S	UCS Central Per Server - 1 Server License	60	Prepaid	\$0.00	\$0.00
1	DC-MGT-ADOPT-BAS	Intersight - 3 virtual adoption sessions (Once Only)	60	Prepaid	\$0.00	\$0.00
2	UCS-MAN-S72A2T0V0	MSFT AzureStack HCI Hyb CTO Node C220 M7sn w/Mellanox		Prepaid	\$1,717.86	\$3,435.72
2	CON-L140S-UCSS7ATV	CX LEVEL 1 24X7X40S MSFT AzureStack HCI Hyb CTO Node C220 M7	60	Prepaid	\$5,429.94	\$10,859.88
		Comment: CX LEVEL 1 24X7X40S MSFT AzureStack HCI Hyb CTO Node C220 M7				
4	UCS-CPU-I6426Y	Intel I6426Y 2.5GHz/185W 16C/37.5MB DDR5 4800MT/s		Prepaid	\$1,307.34	\$5,229.36
8	UCS-MRX64G2RE1	64GB DDR5-4800 RDIMM 2Rx4 (16Gb)		Prepaid	\$693.31	\$5,546.48
2	UCSC-RIS1A-22XM7	UCS C-Series M7 1U Riser 1A PCIe Gen4 x16 HH		Prepaid	\$53.25	\$106.50
2	UCSC-RIS3A-22XM7	UCS C-Series M7 1U Riser 3A PCIe Gen4 x16 HH (CPU2)		Prepaid	\$50.05	\$100.10
4	UCS-M2-960G-D	960GB M.2 SATA Micron G2 SSD		Prepaid	\$478.69	\$1,914.76
2	UCS-M2-HWRAID-D	Boot optimized M.2 Raid controller		Prepaid	\$64.89	\$129.78
2	CIMC-LATEST-D	IMC SW (Recommended) latest release for C-Series Servers.		Prepaid	\$0.00	\$0.00
2	UCSC-DLOM-01-D	Dedicated Mode BIOS setting for C-Series Servers		Prepaid	\$0.18	\$0.36
2	UCS-SID-INFR-OI-D	Other Infrastructure		Prepaid	\$0.00	\$0.00
2	UCS-SID-WKL-MSFTD	Microsoft		Prepaid	\$0.00	\$0.00
2	UCSX-TPM-002C-D	TPM 2.0, TCG, FIPS140-2, CC EAL4+ Certified, for M6 servers		Prepaid	\$16.33	\$32.66
2	UCSC-RAIL-D	Ball Bearing Rail Kit for C220 & C240 M7 rack servers		Prepaid	\$66.39	\$132.78
56	UCS-DDR5-BLK	UCS DDR5 DIMM Blanks		Prepaid	\$0.00	\$0.00
12	UCSC-BBLKD-M7	UCS C-Series M7 SFF drive blanking panel		Prepaid	\$0.00	\$0.00
4	UCSC-HSLP-C220M7	UCS C220 M7 Heatsink for & C240 GPU Heatsink		Prepaid	\$0.00	\$0.00
2	UCSC-FBRSF-220M7	C220 M7 Riser FH Filler Blank		Prepaid	\$0.00	\$0.00
4	UCSC-PSU1-1200W-D	1200W Titanium power supply for C-Series Servers		Prepaid	\$159.53	\$638.12

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
4	CAB-N5K6A-NA	CAB-N5K6A-NA		Prepaid	\$0.00	\$0.00
2	UCSC-P-N6D25GF-D	NVDA MCX631102AS-ADAT CX6Lx 2x25GbE SFP28 x8 PCIe NIC		Prepaid	\$493.13	\$986.26
2	UCSC-P-N6D25GF-D	NVDA MCX631102AS-ADAT CX6Lx 2x25GbE SFP28 x8 PCIe NIC		Prepaid	\$493.13	\$986.26
8	UCS-NVME4-3840-D	3.8TB 2.5in U.2 15mm P5520 Hg Perf Med End NVMe		Prepaid	\$1,353.42	\$10,827.36
2	UCSC-RIS2A-22XM7	UCS C-Series M7 1U Riser 2A PCIe Gen4 x16 HH		Prepaid	\$44.86	\$89.72
2	N20-BKVM-D	KVM local IO cable for UCS servers console port		Prepaid	\$20.03	\$40.06
					Subtotal:	\$44,759.84

Freight

Qty	Item Number	Description	Term (Months)	Billing Frequency	Price	Ext Price
1	CORE-FGHT	Freight charge to be determined		Prepaid	\$0.00	\$0.00
					Subtotal:	\$0.00

First Invoice Amount: \$44,759.84
Quote Subtotal: \$44,759.84
Estimated Sales Tax: \$0.00
Quote Total: \$44,759.84

Notes:

Accepted by: _____ Printed name: _____ Date: _____

Before signing this quote or issuing a purchase order, please confirm that the company name, bill-to address, and ship-to address are correct. If changes are required, please request a revised quote. To ensure fastest processing, please send purchase order/signed quote to purchase.orders@corebts.com (please reference quote#Q-69732 if issuing a purchase order) and CC the Core Account Executive listed above. Thank you for your business!

By accepting this quote you agree to Core's Standard Terms and Conditions which can be found at <https://corebts.com/legal/T&C>.

This proposal is confidential, and shall not be used or disclosed, in whole or in part, for any purpose other than evaluation within the client organization. This quote shall expire on the "Expiration Date" above.

Notwithstanding the foregoing, all product and pricing information is based on the latest information available and is subject to change without notice, including at any time prior to the expiration of the quote. All prices are in U.S. dollars. Prices and tax rates are valid in the U.S. only and are subject to change. Sales tax is based on the "ship to" address on your purchase order. Please indicate your taxability status on your purchase order. Product availability is subject to change and cannot be guaranteed. All shipments are FOB destination. Appropriate freight charges will be added at the time of invoice. Please note that this quote may include items which may be subject to vendor restocking fees if returned, or may not be returnable if not defective (all returns are subject to vendor RMA approval). Core passes through all vendor restocking terms and fees without modification, markup, or additional fees. Some vendors do not allow cancellation of orders once placed; if Core is unable to cancel a vendor order, the customer shall have no right to cancel the order.

Cancellation of any licensing or services with a fixed term or indicated as non-cancellable shall incur a termination fee equal to 100% of the cost of the remainder of the term, payable to Core in full upon the effective termination date. If First Invoice Amount is less than the Quote Total this is due to the fact that some or all items have a billing frequency of more than one instance, please consult the billing frequency listed for each item. First Invoice Amount is estimated and may not include shipping/freight, estimated sales tax, and incidental charges.

JUNE BOARD REPORT

Proposed Contract Training 2023/2024

Indistrict*		START	EST			
CLIENT NAME	CONTRACT DESCRIPTION	DATE	REVENUE	EST EXPENSE	MARGIN	
Hobart Lawrence Police Dept	HLPD Firearms/EVOC June 2024	6/11/2024	400.00	80.00	320.00	
Multiple Recipient Local Gov	Boat Patrol Essentials June 2024	6/4/2024	4,537.00	3,334.32	1,202.68	
Multiple Recipient Local Gov	Boat Patrol Maneuvering Jun 2024	6/6/2024	3,192.00	2,159.24	1,032.76	
Hawkins Ash CPAs	Ambassador Development	6/1/2024	2,200.00	1,157.72	1,042.28	
Ashwaubenon Dept of Public Safety	ASPS Training- Firearms, Tac Response, EVOC June 2024	6/3/2024	900.00	80.00	820.00	
Green Bay Police Department	GBPD SWAT FES/ Burn Tower Jun 2024	6/17/2024	75.00	0.00	75.00	
Medical College of Wisconsin - Green Bay	Medical College of WI Medical Day June 2024	6/20/2024	80.00	65.00	15.00	
Bay Area Workforce Development Board	NA/Phlebotomy 4/2024	6/25/2024	43,000.00	27,554.91	15,445.09	
Bay Area Workforce Development Board	Nursing Assistant July 2024	6/25/2024	20,000.00	12,155.50	7,844.50	
Oneida Nation Security	Oneida Security 40hr DAAT June 2024	6/17/2024	6,500.00	4,296.32	2,203.68	
Green Bay Police Department	GBPD Mini Academy June 2024	6/3/2024	500.00	0.00	500.00	
Imperial Supplies	Wheel & Tire Jun 2024	6/11/2024	2,700.00	1,342.40	1,357.60	
Employment Health Services	Phlebotomy Training June 4, 2024	6/4/2024	225.00	127.85	97.15	
Multiple Recipient Business & Industry	Microsoft Excel_L2_Micro Credential_June2024	6/10/2024	149.00	63.92	85.08	
Multiple Recipient Business & Industry	Microsoft Excel_L1_Micro Credential_June2024	6/10/2024	149.00	63.92	85.08	
Multiple Recipient Business & Industry	Microsoft Excel_L3_Micro Credential_June2024	6/10/2024	288.75	127.85	160.90	
Multiple Recipient Local Gov	Advanced Open Water DC June 2024	6/20/2024	325.00	250.00	75.00	
Multiple Recipient Local Gov	Basic Open Water DC June 2024	6/17/2024	1,250.00	1,100.00	150.00	
Multiple Recipient Business & Industry	Project Management_Micro Credential_June2024	6/10/2024	399.00	63.92	335.08	
Family Services	Threat Awareness 6.25.24	6/25/2024	985.00	580.23	404.77	
Multiple Recipient Business & Industry	Navigating Difficult Conversations	6/12/2024	867.75	257.22	610.53	
Austin Straubel Airport	Airport PS Qual June 2024	6/6/2024	200.00	147.85	52.15	
Procter & Gamble Paper GB Plant	Summer M2 Program	6/9/2024	6,500.00	1,917.72	4,582.28	
Wilco Cabinet Makers Inc	Translation: Employee Reviews	6/25/2024	700.00	361.70	338.30	
Multiple Recipient Business & Industry	Creating an Outstanding Customer Experience	6/26/2024	414.75	280.82	133.93	
TOTAL			\$96,537.25	\$57,568.41	\$38,968.84	
Out of District		START	EST			
CLIENT NAME	CONTRACT DESCRIPTION	DATE	REVENUE	EST EXPENSE	MARGIN	
Midwest Patrol & Investigative	DSPS Handgun Instructor June 17, 2024	6/17/2024	3,600.00	2,487.34	1,112.66	
Farm Inc	Pre-trip inspection and truck backing Chaz Podawitz	6/4/2024	480.00	175.29	304.71	
Farm Inc	Pre-trip inspection and truck backing for Tom Krenz	6/20/2024	480.00	175.29	304.71	
Dept of Workforce Dev	CDL Class A Auto Alex Trigueros	6/17/2024	3,999.00	2,224.42	1,774.58	
Dept of Workforce Dev	CDL Class A Manual and Theory Ricardo Ramos	6/24/2024	5,048.00	2,930.89	2,117.11	
Dept of Workforce Dev	CDL Class A Auto and Theory Jacki Chee	6/3/2024	4,348.00	2,294.42	2,053.58	
TOTAL			\$17,955.00	\$10,287.65	\$7,667.35	
Out of State**		START	EST			
CLIENT NAME	CONTRACT DESCRIPTION	DATE	REVENUE	EST EXPENSE	MARGIN	FULL COST
Writers Police Academy LLC	Writers Police Academy- MC- 2024	6/5/2024	21,500.00	12,309.46	9,190.54	12,802.93
iBeAuthentic LLC	iBeUniversity 6.2024	6/5/2024	6,275.00	3,371.18	2,903.82	4,375.51
Resolute Forest Products	CPR and First Aid	6/18/2024	3,689.50	2,602.85	1,086.65	2,420.25
LDR Worldwide	CDL Prep/Wilson 6-3-2024	6/3/2024	2,899.00	1,341.36	1,557.64	1,677.51
Trade Team	Qualifications 6/3 - 6/6/24	6/3/2024	3,248.20	1,596.87	1,651.33	1,957.68
Trade Team	Qualifications 6/10 - 6/13/24	6/10/2024	3,867.35	2,176.49	1,690.86	2,682.22
Trade Team	Qualifications 6/17 - 6/19/24	6/17/2024	2,515.26	1,402.95	1,112.31	1,778.36

* 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 2023/2024

Trade Team	Qualifications 6/24 - 6/26/24		6/24/2024	2,187.70	1,204.95	982.75	1,581.83
		TOTAL		\$46,182.01	\$26,006.11	\$20,175.90	
Contract Total for June = 39 JUNE CONTRACT TRAINING GRAND TOTAL				\$160,674.26	\$93,862.17	\$66,812.09	

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

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

NWTC Board Meeting Schedule – FY 2024-2025

Board Meeting Date	District Boards Association (State)	ACCT Conferences (National)	Other Activity Dates
July 8, 2024 (Monday) Green Bay Campus Boardroom			
August 7, 2024 Green Bay Campus Boardroom			
September 4, 2024 TBD RLC			
October 9, 2024 (Set Tax Levy) Green Bay Campus Boardroom		October 23-26, 2024 ACCT Leadership Congress Seattle, WA	
November 13, 2024 Green Bay Campus Boardroom	November 20-22, 2024 District Board Fall Meeting Fox Valley Technical College		
December 11, 2024 Green Bay Campus Boardroom			December XX, 2025 Green Bay Graduation
January 8, 2025 Green Bay Campus Boardroom			
February 5, 2025 Green Bay Campus Boardroom		February 9-12, 2025 ACCT Legislative Summit Washington, DC	
March XX, 2025 Board Appointment Meeting & Public Hearing			Delsman, Hedtke, Worrick
March 12, 2025 Sturgeon Bay Campus			
April 9, 2025 Capital & Operational Budget Green Bay Campus Boardroom	April 1, 2025 District Board Spring Meeting TBD		TBD Student Awards Ceremony Green Bay Commons
May 7, 2025 Budget Hearing & Adoption of Budget Green Bay Campus Boardroom			<u>Graduations:</u> May XX, 2025 – Sturgeon Bay May XX, 2025 – Green Bay May XX, 2025 - Marinette
June 11, 2025 Marinette Campus			June XX, 2025 GED/HSED Graduation Green Bay Campus
July 14, 2025 - Monday Green Bay Campus Boardroom			