

**Manhattan Area Technical College
Board of Directors Meeting Agenda
June 24, 2025/MATC Advanced Technology Center/5:30pm (zoom/live stream)**

Mission: Manhattan Area Technical College provides high quality technical, general, and adult education to prepare individuals to pursue technologically advanced careers and lead productive lives in a dynamic and diverse global environment.

Vision: As a leader in technical education, Manhattan Area Technical College will enhance student-

HELPING IGNITE the ambition and passion:

- in our students through self-advocacy
- in our faculty and staff by providing student centered support
- of our community by supporting regional workforce needs.

REVOLUTIONIZE EDUCATION through:

- active learning with hands-on instruction from day one
- faculty delivering cutting-edge industry driven expertise
- inspiring innovative lifelong learning.

Objectives:

- Offering associate of applied science degrees and technical certificates upon completion of programs and courses in technical fields to meet student, employer, and community needs.
- Complementing technical instruction with general education courses emphasizing written and verbal communication, quantitative literacy, and critical thinking/problem solving.
- Creating opportunities for secondary students in technical and general education through partnerships.
- Providing student-centered services to include counseling, financial aid, skill enhancement and assessment, employability preparation, and student-led organizations.
- Assessing student performance and outcomes to enhance learning.
- Allocating resources to ensure a safe, accessible, and student-friendly learning environment.
- Maintaining integrity through interaction with Business and Industry Leadership Teams (BILT), our Board of Directors, and ensure compliance with approving agencies.
- Serving as a valued community leader and partner in the educational, economic, and workforce development of our service area.

Board of Directors Statement of Ownership: The Board of Directors for Manhattan Area Technical College has identified its moral ownership, to which it has a fiduciary or trusteeship responsibility, as the general public of the college's service areas.

VISION AND MISSION: The Vision and Mission of the Manhattan Area Technical College Board of Directors is to ensure that MATC strives to be a leader in postsecondary technical education in Kansas to prepare people for productive and enriched lives.

Attendance:

Board of Directors

Tim Flanary, Chair (Pottawatomie)
Brett Ballou (Riley)
Julie Crimmins (Clay)
Dan Strom (Pottawatomie)
Leslie Goodwin (Geary)

David Urban, Vice Chair (Riley)
John Armbrust (Riley)
Heather Peterson (Pottawatomie)
Stephanie Pierce (Riley)

Administration/Staff

James Genandt, President/CEO
Josh Gfeller, Vice President of Operations
Kerri Bellamy, Dean, Advanced Technologies
Kim Davis, Dean, Nursing Ed & Health
Brian Koch, Faculty, Chair, Faculty Senate

Pam Imperato, Special Advisor to President
Chris Boxberger, Dean, Academic Partnerships/Outreach
Cara Prichard, Chief Financial Officer
Neil Ross, Dean, Student Services
Suzy Baker, Senior Executive Officer, Board Clerk

Agenda (*items require Board action)

1. Call to Order
 - a. Introductions (if necessary)
 - b. Agenda revisions (if necessary) *
2. Consent Agenda*
 - a. Previous board minutes (**Attachment 1**) *
 - b. Previous month check register and related financial information (**Attachment 2**) *
 - c. Organizational update (**Attachment 3**) *
3. Executive Session: Finance (15 minutes)
 - a. Adult Education
4. General Agenda (*items that may require Board action)
 - a. Partnerships/Outreach
 - i. No updates
 - b. Faculty Senate
 - i. Update Report (**Attachment 4**)
 - c. Operations
 - i. Facilities update
 - d. Finance (as required)
 - i. Financial Condition: April - June report will be presented in August
 - ii. Interim Budget
 - e. Academics
 - i. No updates
 - f. Policies
 - i. Reserves Policy (**Attachment 5**) *
 - g. Student Services
 - i. Recommendation for CRM & Data Integration Software (**Attachment 6**) *
 - h. Resource Development
 - i. No updates

- i. Governance Monitoring Reports (as required)
 - i. Treatment of People (**Attachment 7**)
 - ii. President's Report
 - i. Monthly Update Report & Healthcare Update (**Attachment 8**)
 - ii. MATC Reorganization
- 5. Executive Session: Personnel (10 minutes)
 - a. President Evaluation (**Attachment 9**)
 - b. Contract Discussion
- 6. Events/Meetings Calendar
 - a. Wamego Chamber After Hours Event (July 17, 5p-7p)
 - i. Wamego Center
 - b. August Board Meeting (August 26, 5:30p) (Dinner 5p)
 - i. MATC Conference Room 404
 - c. Fall PAC dinner, all programs (September 10, 5:30p)
 - i. MATC Event Space 401B
- 7. Adjournment

	Schedule of President's Monitoring Reports
Monthly Through BOD Meetings	1. GENERAL EXECUTIVE CONSTRAINT
Written Report in December	a) The President shall not cause or allow any practice, activity, decision or organizational circumstance which is illegal, imprudent, or unethical
June	2. TREATMENT OF PEOPLE
	a) With respect to treatment of students, staff, volunteers and the community, dealings shall not be inhumane, unfair, or undignified.
October	3. BUDGETING/FINANCIAL PLANNING/FORECASTING
	a) Budgeting shall not deviate significantly from board priorities, or risk fiscal jeopardy.
Quarterly (Reports to Include Both MATC Operating Financials as Well as MATC Foundation Impact)	4. FINANCIAL CONDITION
	a) With respect to the actual, ongoing condition of the organization's financial health, the President shall not cause or allow the development of fiscal jeopardy or a significant deviation of actual expenditures from board priorities established in policies.
	b) July – September
	c) October - December January – March
	d) April – June
Ongoing	5. INFORMATION AND ADVICE
	a) With respect to providing information and counsel to the board, the President shall not permit the board to be uninformed.

October	<p>6. ASSET PROTECTION</p> <p>a) Assets shall not be unprotected, inadequately maintained, or unnecessarily risked.</p>
October	<p>7. COMPENSATION/BENEFITS</p> <p>a) With respect to employment, compensation, and benefits to employees, consultants, contract workers, and volunteers, the President shall not cause or allow fiscal integrity or public image to be jeopardized.</p> <p>b) Annual Budget presented for approval if not done earlier (pending final state approval of appropriations and negotiations)</p>
January & August	<p>8. STRATEGIC PLAN (General Executive Constraint & Board Governance Process)</p> <p>a) Annual presentation of Strategic Plan...the President shall not operate the college without a Strategic Plan.</p> <p>b) Monitoring progress of Strategic Plan.</p>
February & October	<p>9. ACHIEVMENT OF ENDS</p> <p>a) Vision & Mission</p> <p>b) Essential Skills</p> <p>c) Work Preparedness</p> <p>d) Workforce Development</p> <p>e) Leadership</p>

**Manhattan Area Technical College
Board of Directors Meeting Minutes
May 27, 2025/MATC Advanced Technology Center/5:30pm (zoom/live stream)**

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David Urban, Vice Chair (Riley)
John Armbrust (Riley)
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Administration/Staff

James Genandt, President/CEO
Josh Gfeller, Vice President of Operations
Kerri Bellamy, Dean, Advanced Technologies, CAO
Neil Ross, Dean, Student Services
Suzy Baker, Senior Executive Officer, Board Clerk

Pam Imperato, Special Advisor to President
Chris Boxberger, Dean, Academic Partnerships/Outreach
Cara Prichard, Chief Financial Officer
Jeff Phishy, Faculty, Co-Chair Faculty Senate
Additional: Kim Withroder, Director, Institutional Research & Effectiveness, Andrew Caponera, Director, Emerging Technologies, Laura Weis-Cook, Director, Financial Aid

Agenda (*items require Board action)

1. Call to Order **Tim called the meeting to order at 5:30p**
 - a. Introductions (if necessary)
 - b. Agenda revisions (if necessary) *
2. Consent Agenda* **Tim motioned to approve the Consent Agenda. Dan 1st, Stephanie 2nd, all in favor, motion carried.**
 - a. Previous board minutes (**Attachment 1**) *
 - b. Previous month check register and related financial information (**Attachment 2**) *
 - c. Organizational update (**Attachment 3**) *
3. General Agenda (*items that may require Board action)
 - a. Partnerships/Outreach
 - i. Adult Education Program Update & Funding Concerns **Jim: Federal and state sources provide about 40% of total funding. There is concern about sustaining these funds if federal regulations change. A proposal is under consideration to restructure the adult education model if state or federal funding is withdrawn. The decision-making timeline includes expectations for fund deployment by August, with options outlined for fiscal year 2026.**
 - b. Faculty Senate
 - i. Update Report (**Attachment 4**) **Jeff: The automotive technology program completed its first year of expansion, successfully integrating significant projects lasting four to six weeks. A vehicle has been acquired for donation, and discussions are underway about linking this effort with community car shows, such as a potential collaboration with Junction City. Mark Miller has retired, Jarren Nittler has left MATC & will now be full time at MHS.**
 - c. Operations
 - i. Facilities update **Josh: A waste pipe issue is under investigation with the help of the new plumbing instructor and maintenance department; further options**

will be explored before hiring external services. priorities in the main building include replacing worn furniture and flooring, especially in classrooms, and addressing persistent HVAC issues in the nursing wing. A comprehensive campus deep cleaning schedule is planned for the summer, covering both indoor and outdoor facilities.

- d. Finance (as required)
 - i. No requirements this month **Cara: Financial dashboard ideas.**
- e. Academics
 - i. Staff/Faculty/Student Calendar (**Attachment 5**) **Kerri: Presented academic calendar. The academic calendar has been updated, shifting to an earlier start compared to K-State's schedule to accommodate planning needs. Tim motioned to approve the Academic Calendar. Julie 1st, Brett 2nd. All in favor, motion carried.**
- f. Financial Aid
 - i. Updates **Neil/Laura Weis-Cook: Rising student loan delinquency rates are a concern: pre-COVID default rates were around 6%, but projections are approximately 13.95% for the 2023 cohort and up to 21–22% for the 2024 cohort. Potential consequences include increased administrative burdens (e.g., additional disbursements triggered at a 15% default rate) and, at higher rates (30–40%), possible sanctions affecting Pell Grants and direct loan eligibility. A partnership with a nonprofit (Inceptia) is under review to help manage student delinquency rates, offering an estimated cure rate of 80–85% with manageable variable costs within the current operating budget. Discussion also covered the range of loan amounts for first-year and independent students, highlighting modest borrowing relative to tuition coverage.**
- g. Policies
 - i. Remote Work Policy & Procedure (**Attachment 6**) **Josh presented policy. A proposed update to the shipping policy for returning equipment (e.g., computers) includes a 14-day window with mandatory trackable shipping information. Tim motioned to approve with additional information. Stephanie 1st, David 2nd. All in favor, motion carried.**
- h. Cyber Protection
 - i. MATC Cyber Protection (**Attachment 8**) **Josh: Cyber security improvements focus on strengthening data protection and physical security, with clear guidelines and staff training. Past phishing simulations received positive feedback, though challenges remain in training. transitioning to physical multi-factor authentication solutions (UB keys) that eliminate traditional passwords, though some compatibility issues (e.g., with Android devices) persist. Most staff currently use Microsoft Authenticator. A new Gallagher door access and camera system has been implemented for improved campus-wide physical security, with plans to extend it to the Wamego campus. Integrated systems now allow security officers to manage door**

access, camera feeds, and incident alerts from a single dashboard. A physical key checkout system and RFID tracking stickers for valuable equipment are being developed to prevent unauthorized access and reduce losses. Anti-tailgating technology is in place, with digital keys and camera recordings helping to identify security breaches.

- i. Resource Development
 - i. Congressional Direct Spending Appropriation Request **Pam: A resource development request for \$700 was submitted to the senator's office for critical industrial equipment, leveraging agricultural narratives for budget allocation. Updates on child care and healthcare program expansions include new hires and staffing model adjustments, contributing to broader economic development strategies. Emphasis is placed on using impact reports to document reductions in public expenses and incarceration rates, supporting continued collaboration with industry partners. Discussions also addressed the implications of the gainful employment law on institutions and how accreditation might be affected by default rates.**
 - j. Governance Monitoring Reports (as required)
 - i. No requirements this month
 - k. President's Report (**Attachment 9**) **Jim: Presented his monthly report. Funding and resource development were discussed. Updates included plans to hire an additional full-time person for childcare, providing a significant benefit. Adjustments in healthcare programs were noted, with full classes for PN and RN levels, and a doubling of CNA numbers due to the healthcare task force. The testing center continues to be highly active, with over 3,000 tests conducted this year. Discussions also covered the need for a 'one-stop approach' to optimize student success through advising, teaching, and learning.**
 - i. Economic Value FY 2023-24 (**Attachment 10**)
 - ii. Economic Value Fact Sheet (**Attachment 11**)
 - l. Board Housekeeping Items
 - i. Summer 2025, Fall Retreat **June meeting will contain also the Board Retreat.**
 - ii. Board Term Dates (**Attachment 12**)
4. Events/Meetings Calendar
- a. June Board Meeting (June 24, 5:30p) (Dinner 5p)
 - i. MATC Conference Room 404
5. Adjournment **Tim motioned to adjourn the meeting. Stephanie 1st, Leslie 2nd. Meeting adjourned at 6:53p.**

	Schedule of President's Monitoring Reports
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February & October	9. ACHIEVMENT OF ENDS <ul style="list-style-type: none">a) Vision & Missionb) Essential Skillsc) Work Preparednessd) Workforce Developmente) Leadership
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To: MATC Board of Directors
 From: Administration
 Re: May Expenditures

June 24, 2025

Category	Costs	%
Payroll, Withholdings and Benefits (200, 230, 590)	\$ 512,839.78	33.85%
Facilities (510)	\$ 135,652.80	8.95%
Student Payments (110)	\$ 19,560.90	1.29%
Program Expenditures	\$ 782,160.94	51.63%
ALC Operating Costs (excludes salary/benefits) (900, 930, 931)	\$ 7,305.11	0.48%
Wamego (excluding salary/benefits)	\$ 3,150.42	0.21%
Other Operating costs	\$ 54,278.28	3.58%
Total May Expenditures	\$ 1,514,948.23	100%

***Expenditures occurring outside state appropriated funding, tuition/fees income, etc. as allocated for operations are noted

Threshold Expenditures > \$5,000				
Vendor Name	Item(s) Purchased	Cost	Category	Funding
IRS	PR 5.15.25 Payroll deductions	\$ 47,441.19	Payroll	
IRS	PR 5.30.25 Payroll deductions	\$ 45,056.40	Payroll	
KS Dept of Revenue	PR 5.15.25 Payroll deductions	\$ 9,921.01	Payroll	
KS Dept of Revenue	PR 5.30.25 Payroll deductions	\$ 9,587.13	Payroll	
BCBS	Health Insurance Premium	\$ 72,001.32	Payroll	
KPERS	PR 5.15.25 Payroll deductions	\$ 10,062.61	Payroll	
KPERS	PR 5.30.25 Payroll deductions	\$ 10,153.78	Payroll	
Evergy	Evergy- May 2025	\$ 6,470.53	Facilities	
Watts Consulting	Harry Watts March Contract Hours	\$ 5,000.00	Operations	
KS State Bank	ATC May Interest Payment	\$ 74,107.26	Facilities	Donations
John A Marshall CO	Science Chairs	\$ 5,121.90	Program	Capital Outlay
Austin Trailers	VR Trailer Repair	\$ 9,528.06	Facilities	Title III Interest
BBN Architects	ATC/East Building	\$ 11,437.63	Facilities	
Transfr Inc.	Meta Quest Cloud Access	\$ 16,500.00	Facilities	Patterson Grant
USD 383 - Manhattan High School	MHS Gen Ed Disbursement	\$ 10,078.13	Program	
USD 383 - Manhattan High School	MHS Excel in CTE Non Auto	\$ 439,854.75	Program	
USD 320 - Wamego High School	Excel in CTE Wamego	\$ 112,475.25	Program	
USD 383 - Manhattan High School	MHS Excel in CTE Auto Tech	\$ 33,865.50	Program	
Reed Company	EPD Truck Repair	\$ 7,500.00	Program	
Reed Company	EPD Truck Repair	\$ 5,726.79	Program	Capital Outlay
Anixter Inc	Poles and wire	\$ 8,968.00	Program	
Home Depot	Plumbing start up equipment	\$ 69,449.14	Program	Donations
Home Depot	Plumbing start up equipment	\$ 9,591.42	Program	Donations
Grainger Supply	Plumbing start up equipment	\$ 10,050.93	Program	Donations
Star Lumber & Supply	Plumbing start up lumber	\$ 11,365.94	Program	Donations
Middle	Middle project- special populations	\$ 10,000.00	Program	Perkins
Total May Expenditures Exceeding Threshold		\$ 1,061,314.67		



MEMORADUM TO: The Board of Directors
FROM: Jim Genandt, President
 Human Resources
DATE: June 24, 2025
SUBJECT: Consent Agenda: Organizational Update

New Hire/Rehires					
Employee Name	Position Title	DOH	Department	Funding Source	Status
Victoria Stevens	Student & Campus Services Attendant	6/3/2025	Student Services	Operating	New Hire
Promotions/Title Changes					
Employee Name	Position Title	DOC	Department	Funding Source	Status
Separations/Retirements					
Employee Name	Position Title	DOS	Department	Funding Source	Status
Cindy Sias	PN Faculty	6/3/2025	Nursing Faculty	Operating	Resignation
Kevin Harper	Admissions Coordinator	6/6/2025	Student Services	Operating	Resignation
Greg Cranford	HVAC/CT Program & Facilities Assistant	6/6/2025	HVAC / CT / Facilities	Operating	Separation
New/Advertised Positions					
Position Title			Department	Funding Source	Status
Adjunct Faculty & Clinical Instructors			Academics & Nursing	Operating	Open
Concurrent Instructors			Academic Partnerships & Outreach	Operating	Open
CBI Community Outreach Coordinator (ECE)			Early Childhood Education	Operating/GMCF	Open
Full-Time Admissions Recruiter			Student Services	Operating	Open
Full-Time Practical Nursing Instructor			Nursing Faculty	Operating	Open
Full-Time Computer Support Specialist Instructor			IPT Faculty	Operating	Open
Full-Time Electrical Instructor			CEM Faculty	Operating	Open
Full-Time IMT Instructor			IPT Faculty	Operating	Open
Full-Time Technical Education Program Assistant			Advanced Tech Staff	Operating	Open
HVAC Program Assistant & Adjunct			Advanced Tech Staff	Operating	Open

**Manhattan Area Technical College
Institutional Policy and Procedure Manual**

Policy No. 6.5.7

Title: Reserves Account Policy Vice President of Operations	
Originated by:	
06/01/2025	
Signature	Date
Approved by:	
Signature	Date
Reviewed on:	Revised on:

Policy Statement:

The reserves of Manhattan Area Technical College are a critical financial resource intended to ensure fiscal stability and support the long-term sustainability of the institution. Access to these reserves must be governed by clear and consistent guidelines to maintain their integrity.

Approval Process for Withdrawal

A formal written request for withdrawal from the reserves must be submitted in the form of a memorandum. This memorandum should include:

1. The amount requested for withdrawal.
2. A detailed explanation of the purpose of the withdrawal.

All withdrawal requests must be reviewed and approved by both the Chief Financial Officer (CFO) and the President of Manhattan Area Technical College. Any request for less than \$25,000 will be shared with the Chairperson of the Board of Directors for review, with the full Board being made aware of the request as soon as is practically possible.

Any request for reserve funds of \$25,000 or more shall require formal approval by the Board of Directors through a majority vote before funds can be disbursed. The request must be accompanied by a detailed justification, financial impact assessment, and proposed plan for replenishment of reserves.

A request for purchasing must adhere to the following procurement policies:

- Policy 6.2.1 – Authorization to Purchase
- Policy 6.2.2 – Sealed Bids
- Policy 6.2.5 – Sole Source Purchasing Justification (when applicable)

**Manhattan Area Technical College
Institutional Policy and Procedure Manual**

Policy No. 6.5.7

Repayment Plan Requirement

The written request must also include a detailed repayment plan to replenish the withdrawn reserves. This plan should specify:

1. The timeline for repayment.
2. The sources of funds for repayment.
3. Steps to be taken to ensure repayment without compromising the financial health of the institution.
4. Any approved funds used by the College will be clearly identified in financial reports to the Board until the funds have been repaid to the reserve fund.

Adherence to the repayment plan will be closely monitored, and progress tracked by the CFO on a quarterly basis and reported back to the MATC Board of Directors.

Possible Use of Foundation Funds

If appropriate, the President will convene a meeting of the Foundation Trustees to submit an urgent request for use of Foundation funds to meet a need. The President will share any such request to the Foundation with the Chairperson of the Board of Directors and the Board Liaison to the MATC Foundation.

JUNE 24, 2025 – MEMORADUM

TO: Manhattan Tech Board of Directors

FROM: James Genandt, President/CEO
Josh Gfeller, VPO/CISO
Neil Ross, Dean of Student Services/CSSO

SUBJECT: Recommendation to Adopt Slate CRM and Axiom Elite Data Integration Platform

Background Information

The College issued a Request for Proposal (RFP) for a Customer Relationship Management (CRM) system and data integration solution. The goal was to identify platforms to enhance recruitment, streamline communication, and collectively support data-informed decision-making across departments and the institution.

Two primary CRM vendors responded to the RFP: Technolutions (Slate) and Element451. Both proposals were evaluated based on functionality, integration capabilities, support, security, and cost. Additionally, Axiom Elite was reviewed as a potential data integration partner to ensure seamless connectivity between the CRM and our Student Information System (SIS).

Recommendation

After comprehensively evaluating submitted proposals, product demos, and follow-up conversations with peer institutions, we **recommend adopting Slate by Technolutions** as our customer relationship management **(CRM) platform**, paired with **Axiom Elite** as the supporting **data integration solution**.

Slate represents a robust, all-in-one CRM system that more than 2,000 institutions use nationwide. Slate stands out for its user-friendly design, powerful admissions, communications, student engagement capabilities, and ability to grow with us. The platform is offered at a flat rate based on full-time student equivalency (FTE), including unlimited users, storage, training, and support—and zero implementation fees. This predictable pricing and scalable model make it an ideal fit for an institution of our size and goals.

We recommend pairing Slate with Axiom Elite to support this implementation for data integration. Axiom offers scalable, real-time integration with many major systems, including our Jenzabar student information systems (SIS). As Manhattan Tech continues to expand its digital infrastructure, Axiom provides the flexibility to grow with us—whether integrating financial aid, learning management, or other third-party platforms in the future.

Beyond the internal benefits, adopting Slate aligns us with K-State, which currently uses Slate as its state CRM, and by choosing the same platform, we create new opportunities for efficient and secure data sharing. This alignment strengthens our partnership, simplifies student transfer processes, and supports long-term regional collaboration.

Slate and Axiom Elite offer Manhattan Tech a modern, integrated foundation to support recruitment, retention, and operational effectiveness for years to come. This investment positions us to serve students better, enhance internal workflows, and remain agile in a changing higher education landscape.

CRM and Data Integration Budget Report

Slate + Axiom Elite vs. Element451 + Jenzabar

5-Year Ture Cost Comparison

Year	Element 451 (CRM)	Jenzabar (Data Integration) +	Total Element 451 Package #	Slate (CRM)	Axiom Elite (Data Integration)	Total (Slate Package) #
Year 1	\$48,000.00	\$15,000	\$63,000.00	\$30,000.00	\$40,000.00	\$70,000.00
Year 2	\$58,075.00	\$17,250.00	\$75,325.00	\$30,000.00	\$18,500.00	\$48,500.00
Year 3	\$63,150.00	\$17,250.00	\$80,400.00	\$30,000.00	\$18,500.00	\$48,500.00
Year 4*	\$65,044.50	\$17,250.00	\$82,294.50	\$30,000.00	\$18,500.00	\$48,500.00
Year 5*	\$66,995.84	\$17,250.00	\$84,245.84	\$30,000.00	\$18,500.00	\$48,500.00
5 Year Total			\$385,265.34			\$264,000.00

*Element451 provided pricing for only the first three years. Future increases are projected at a minimum of 3% annually.
 +To assist with long term data integration that is not batch files we would have to look at a third party to work with Element451 and integrate the data bi-directionally. Due to the cost Axiom would not be appropriate. Element451 suggested Jenzabar.
 #Refer to credit section for additional cost information.

Additional Yearly Potential Cost Information (Credits)#

Element 451		
Feature	Credits	Usage Unit (Per)
SMS (Conversations + Campaigns) *	2	Message Segment
MMS (Conversations + Campaigns) *	4	Message Segment
Additional Phone Numbers *	1,000	Number/Month
In-App Calling (Voice) *	2.5	Minute
WhatsApp *	TBD	TBD
Additional Calculated Segments^	100	Segment/month
*Get 150,000 credits with contract per year		
^None in our contract		
Slate		
Feature	Costs	Credits Consumed
SMS United States Based (Inbound & Outbound)	\$0.01	1
SMS International Based (Inbound & Outbound)	\$0.02	2
Additional Phone Numbers (Per Month Per Line)	\$1.00	100
Voice (Inbound/Outbound) (United States)	\$0.01 per minute	1
Voice (Inbound/Outbound) (International)	\$0.02/\$0.05 per minute	2/5
Printing & Postage	Variable	Link to Costs HERE
Credits can be purchased as needed in \$100 increments (10,000 credits per purchase). Based on previous usage (approx. 13,000 messages annually), we anticipate spending around \$200 per year.		

Offsetting Costs with Consolidation and Revenue

AY 25-26 Cost Analysis

System	Purpose	Funding	Annual Cost (USD)
Calendly (November 2025)	Scheduling	End Contracts and Reallocate Funding	\$1,440.00
Mongoose (July 2025)	Text Messaging & Communication		\$16,950.00
HubSpot (November 2025)	Marketing/Communication		\$1,196.64
Zapier (November 2025)	Integration Automation		\$588.00
WellConnect (July 2025)	Student Wellness Support		\$19,836.00
Zoom	Video Communication Platform		\$15,000
Title III Endowment Funds	Used to Support Student Success		\$20,000
Total Funding			\$75,010.64

Technolutions Slate & Axiom Elite RFP Summary

Summary: Technolutions RFP Response for CRM & Axiom Elite Data Integration

Technolutions proposes its flagship platform, Slate, as a comprehensive Customer Relationship Management (CRM) and data integration solution tailored for higher education. With over 2,000 institutional clients—including top-ranked universities—Slate is a proven, scalable, and secure platform designed to manage the full student lifecycle from recruitment to retention.

Key Features & Capabilities

Highlights of the Slate platform include:

Comprehensive CRM for the Student Lifecycle

- Manages the full student journey: recruitment, application, enrollment, advising, and retention.
- Used by over 2,000 institutions, including top-tier universities and community colleges.
- Supports multiple programs (e.g., undergraduate, graduate, certificate) in a single database.

Communication & Engagement Tools

- Multi-channel communication: email, SMS, voice, video, print, social media, and portals.
- Drip marketing campaigns, automated workflows, and dynamic content personalization.
- Integrated webinar platform and AI chatbot for real-time engagement.
- Inbox management for shared email accounts and SMS.

Application Management

- Fully customizable online applications with dynamic logic and conditional fields.
- Applicant status portals with real-time updates, document uploads, and decision letters.
- Integrated document management, video essays, and digital portfolios.
- Slate Reader for online/offline application review with scoring and workflow routing.

Event & Travel Management

- On/off-campus event scheduling, registration, reminders, and check-in (QR codes, geofencing).
- Travel planning and expense tracking with mobile app support.
- Interview scheduling and evaluation forms.

Data & Reporting

- Drag-and-drop query builder and advanced reporting tools.
- Dashboards, crosstabs, geo-mapping (Voyager), and engagement tracking (Ping).
- Real-time analytics and scheduled report delivery.
- Business rules engine for automation and workflow management.

Student Success & Retention

- Early alerts, appointment reminders, and success dashboards.
- Role-based dashboards for advisors and staff.
- Integration with LMS and SIS for longitudinal tracking and proactive interventions.

Customization & Configuration

- No-code customization of fields, workflows, portals, and dashboards.
- Custom branding for portals and public-facing pages.
- Support for multiple application frameworks and user roles.

Integration & Data Exchange

- Supports integration with major SIS platforms (e.g., Jenzabar, Banner, Colleague).
- Real-time API, SFTP, flat files, and web services for bi-directional data exchange.
- Document import/export, direct SQL access (read-only), and remote web services.

Implementation & Support

- No additional implementation fees; included in the annual license.
- Self-paced online training (Fundamentals of Slate) and extensive documentation.
- Dedicated Client Success Team and access to community forums and webinars.
- Flexible rollout with modular implementation and continuous updates.

Security & Compliance

- Hosted on AWS with 99.99% uptime, multi-region redundancy, and robust disaster recovery.
- SOC-audited data centers, no security breaches reported
- Data encrypted in transit (TLS) and at rest (AES-256).
- Full compliance with FERPA, GDPR, PCI, and WCAG 2.2 AA accessibility standards.
- MFA, SSO (SAML, CAS, Shibboleth), and granular permissions.

Cost Structure for Slate

Full-Time Enrollment	Annual License Fee
0–1,000	\$30,000 (Manhattan Tech's Price)
1,001–3,000	\$50,000
3,001–6,000	\$75,000
6,001–10,000	\$100,000
10,001–18,000	\$125,000

Flat-rate pricing includes unlimited users, emails, storage, integrations, and support. No per-user, per-feature, or implementation fees. Additional costs limited to third-party services (e.g., SMS, printing, payment processing).

Axiom Elite Data Integration – Slate Platinum Implementation Partner

Key Features & Capabilities

- Data Integration: Transfers and transforms data between systems such as admissions platforms and student information systems (SIS).
- Customizable Workflows: Supports institution-specific configurations and data mapping.
- Web-Based Interface: Accessible via intranet, with tools for managing and monitoring data processes.
- Security & Access Control: Uses SQL authentication, LDAP integration, and VPN/RDP for secure access.
- Scalable Infrastructure: Designed to handle varying data volumes and user loads.

Cost Structure for Axiom Elite

Year	Axiom Elite (Data Integration)
Year 1	\$25,000 Implementation + \$15,000 Annual Subscription = \$40,000
Year 2-5	15,000 Annual Subscription + \$3,500 Optional Pro License* = \$18,500
*Axiom Elite Annual Pro User License (Optional) – \$3,500 (Allows the College to create our own integrations)	

[Full Slate and Axiom Elite Response can be viewed HERE.](#)

Element451 RFP Summary

Executive Summary: Element451 RFP Response for CRM & Data Integration

Element451 proposes a modern, AI-powered CRM platform tailored for higher education institutions. The solution emphasizes personalized engagement, automation, and data-driven decision-making to enhance student recruitment and retention at MATC.

Key Features & Capabilities

Highlights of the Element451 platform include:

AI-Powered Digital Workforce (Bolt Agents)

- Each staff member is paired with a Bolt Agent to automate tasks like:
 - o Campaign creation, Application review, Event promotion, Appointment prep, Fraud detection.
- Student-facing agents support:
 - o Lead generation, Admissions advising, financial aid guidance, Academic and career advising, Campus life engagement.

CRM Platform

- Combines recruitment, communication, engagement, and student success tools.
- No-code configuration for workflows, forms, and communications.
- Built specifically for higher education (not adapted from corporate CRMs).

Communication & Engagement

- Multi-channel messaging: email, SMS, in-portal messaging.
- Behavior-triggered outreach and nudges.
- AI-assisted content creation (copywriting, campaign building, landing pages).
- Real-time engagement tracking and student timelines.

Admissions Automation

- End-to-end automation from inquiry to enrollment.
- Customizable applications with dynamic forms and checklists.
- AI-assisted application reading and scoring.
- Risk-based fraud detection.

Student Success & Retention (Optional Add-On at \$10,000 a year)

- Early alerts based on inactivity or missed milestones.
- Personalized nudges and task reminders.
- StudentHub portal for checklists, messaging, and document uploads.
- LMS integration via flat file or API for academic tracking.

Data & Reporting

- Centralized student records with full engagement history.
- Real-time dashboards for applications, campaigns, events, and more.
- Bolt Insights: natural language AI reporting assistant.
- Engagement scoring to prioritize outreach.

Integration & SIS Sync

- Supports Jenzabar J1 via:
 - o Flat-file SFTP (included, no cost).
 - o Boomi-based integration (optional, via Jenzabar).
- Secure, FERPA-compliant data exchange.
- Supports third-party tools (e.g., Tableau, payment processors).

Implementation & Support

Element451 provides a structured implementation process with dedicated onboarding specialists. Training resources, including live sessions and documentation, are available to ensure successful adoption. Ongoing support is provided through a customer success team and a knowledge base.

Security & Compliance

The platform is hosted on secure cloud infrastructure with compliance to industry standards such as FERPA and GDPR. Data is encrypted in transit and at rest, and access is controlled through role-based permissions and SSO integration.

Pricing Overview

The following table summarizes the pricing proposal from Element451:

3-Year Cost Proposal			
	Year 1	Year 2	Year 3
Element Engage Platform Unlimited contacts, users, emails, workflows and automation, campaigns, campaign library, forms, landing pages, live chat, surveys, event management, appointments and interview scheduling, portals and microsites, applications + decisions, 150,000 messaging credits annually Bolt AI - AI Agents, Bolt Discovery, Bolt Insights, Bolt Knowledge Hub Admin & Security Group controls and permissions, underpinned by security and compliance certification Reporting & Insights - AI-powered data queries and real-time performance reporting Standard Support - Live support (3 seats), US-based help center & user community access, monthly community training <i>Assumptions for Pricing: Covers up to 1000 enrolled headcount students</i>	\$52,400 \$40,096	\$55,020 \$48,660	\$57,771 \$52,830
Data Integration Batch File Integration (Export Build Only) with Jenzabar 1	\$9,500 \$0	N/A	N/A
Dedicated Support <ul style="list-style-type: none">Everything included in Standard Support5 Total Live Support Seats5 Professional Service Credits10 Hours of Implementation Support with an Implementation SpecialistImplementation Training SessionsQuarterly Check-In Meeting with Dedicated CSMMonthly Support Office Hours with Customer Success Manager2 Engage Summit Passes (Annual Conference)	\$10,480 \$7,904	\$11,004 \$9,415	\$11,555 \$10,320
TOTAL	\$48,000	\$58,075	\$63,150
Payments Due	9/1/2025	6/30/2026	6/30/2027

[Full RFP Response can be viewed HERE.](#)

INTERNAL MONITORING REPORT: TREATMENT OF PEOPLE

JUNE 2025

I hereby present my monitoring report on your Executive Limitations policy “Treatment of People,” as scheduled. In consultation with personnel assigned to the duties of Human Resources, I certify that the information contained in this report is true.

BROADEST POLICY PROVISION:

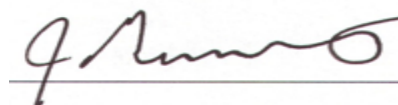
With respect to the treatment of students, staff, volunteers, and the community dealings shall not be inhumane, unfair, or undignified. Accordingly, the president shall not:

1. Operate without written procedures that clarify student and staff rules, provide for effective handling of grievances, protect against wrongful or unsafe conditions, and preferential treatment for personal reasons:
 - a. MATC has developed written policies and procedures for all operations of the College, including those listed above. All employees have access to policies, procedures, and statutes through the College’s website and internal institutional portal. The College Catalog and related official materials also provides information for students guiding them on relevant policies, procedures, codes of conduct, and grievance processes. These are also accessible via the College website and internal portal. The access via the College website ensures all appropriate public access.
2. Discriminate against anyone for expressing ethical dissent;
 - a. There have been no cases of discrimination for any reason in the past year.
3. Withhold a due process procedure from students or staff;
 - a. Due process procedures are followed when dealing with any complaint and when dealing with any other matter regarding such proceedings.
4. Prevent students and staff from grieving to the board when internal grievance procedures have been exhausted;
 - a. There has been no instance of any such prevention during the past year.
5. Fail to acquaint students and staff with their rights and responsibilities;
 - a. Students and staff are made aware of their rights and responsibilities through several official College documents, including but not limited to: Personnel Handbook, College Catalog, course syllabi, Faculty Negotiated Agreement, MATC policies and procedures, and any other appropriate communication.

CEO’s INTERPRETATION:

With reference to general operations and through my interpretation of the constraints listed above, I report compliance.

Signed:

A handwritten signature in dark ink, appearing to be "J. Annunzio", written over a horizontal line.

President/CEO

June 16, 2025

President's Report: June 2025

President's Report: June 2025

This month's report contains some external reports affecting or about the College, as well as other updates. A summary of meetings and events are as follows:

Institutional Performance

June 4 AACCC Webinar on Civil Rights Fraud and Higher Education
June 10 Inceptia Implementation and Agreement meeting

Institutional Leadership

May 29 TEA
May 29 KTC Presidents
June 5 KBOR staff and Excel in CTE meeting
June 5 AFIT Infinite Game meeting
June 5 KS Workforce ONE Labor Market Data meeting
June 11 KBOR
June 16 KTC Presidents Meeting/Retreat
June 18 AFIT CEO meeting

External Relations

May 28 Manhattan Chamber Economic Development Committee: PTMW, etc.
June 3 KBOR Rural Talent Lab Project meeting
June 3 Riley Co. Comprehensive Plan meeting
June 4 Manhattan Chamber/K-State Health Industry Reception
June 6 TDI/Jeff Tucker
June 9 BioKS/Ad Astra Bio event-KC
June 12 KC BioHub meeting
June 12 Manhattan Chamber Healthcare Task Force meeting
June 17 Kaw Valley Chamber of Commerce meeting
June 17 Manhattan Chamber of Commerce monthly meeting
June 18 KC BioHub meeting at MATC
June 20 NSF Engines meeting
June 23 Manhattan Chamber EBL reception at MATC-ATC
June 24 Manhattan Chamber KEEP program at MATC

Budgetary/Fiscal Management (see financial information in the board packet for additional details)

Accreditation/Continuous Improvement

Kim W and Neil: HLC Student Success and Data workshop (virtual)

Projects and Opportunities Summary

1. Adult Education Funding: We will be receiving some state and federal funding for FY 26 for this component of the College, but the current proposed federal budget for FY 27 has NO funding for adult basic education, and currently the state funding allocation is tied to a formula match based on federal appropriations for this function. We will use the next 6 months to develop options for how we continue to provide this essential service in our region, and how we can generate needed resources. With changes KBOR has made related to developmental education, the Adult Learning Center capability within MATC will be significant than ever. In addition, almost 40% of their clients stay with us to take College courses and often complete a technical program and earn a credential. We help them with good jobs as well as often reduce their reliance on public assistance. The Adult Learning Center is a vital component of how well we meet our vision, mission, and values.
2. The Childcare project is moving forward. The GMCF is preparing a ribbon cutting for August with Governor Kelly. We will be closely monitoring our cost for this project, as we will need to make the project partners aware within 18 months of starting up if our costs are sustainable based on enrollment revenues, etc.
3. Several senior administrators are working with their K-State counterparts so we can implement the pathways program with the University with a pilot effort for the spring semester of 2026. In addition, I am working with Jeff Tucker at the Technology Development Institute (TDI) of the University on other collaboration projects to connect the TDI work with MATC and workforce education and placement.
4. The Senate version of the budget reconciliation bill proposal does change House proposals that would have restricted Pell Grant access as well as the risk-sharing component for higher education institutions with defaulted student loans. We continue to follow that proposal closely. Senators Marshall and Moran have been supportive of the colleges and universities on these changes.

**MATC Healthcare Update for Manhattan Chamber of Commerce Healthcare Industry Meeting
June 12, 2025**

CNA/CMA

1. With the addition of an instructor to the program, there have been an additional 12 CNA completers.
2. MATC has worked with area school districts, employers, clinical sites, and Ft. Riley leaders to expand CNA capacity for 2025-26. The result is MATC will be doubling the number of available seats from 130 (2024-25) to 270 (for 2025-2026). The additional 140 available seats are offered off campus to expand access in the Junction City/Geary County, Manhattan/Riley County, and Wamego/Pottawatomie County areas.

Practical Nursing

1. Past three years NCLEX Pass Rates

Year	First Attempt	Second Attempt
2024	95.83%	0%
2023	96.15%	100%
2022	88%	100%

2. Employment Rate/Area

Year	Rate	Within Service Area*
2024	100%	95%
2023	100%	100%
2022	100%	100%

*results include those continuing their education in the service area

3. Fall 2025 enrollment: capacity at 40 students

ADN

1. Past three years NCLEX Pass Rates

Year	First Attempt	Second Attempt
2024	96%	100%
2023	95.83%	100%
2022	84.85%	66.67%

1. Employment Rate/Area

Year	Rate	Within Service Area
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2024	100%	86%
2023	100%	85%
2022	100%	93%

2. Fall 2025 enrollment: at capacity with 24 students.

Plans moving forward

1. Continue enrollment of 24 ADN students in Fall and Spring semester, and PN fall classes of 40 for next 1-2 academic years to stabilize post-pandemic (which provided a significant enrollment decline).
2. Interviewing and hiring two ADN full-time Master's prepared faculty. We are preparing to interview an MSN applicant. We have hired a part-time faculty member who is pursuing her MSN in nursing education and desires a full-time position at MATC when her degree is completed within the next 12-18 months.
3. As we see our qualified nursing student applicants increasing past our capacity AND our ability to attract and retain qualified faculty, we can request an increase in enrollment capacity from KSBN.

HELP US BUILD A HEALTHIER FUTURE

GROWING THE WORKFORCE THAT KEEPS OUR FAMILIES HEALTHY



NURSING PROGRAM ENROLLMENT IS FINALLY REBOUNDED—BUT WITHOUT CONTINUED FUNDING, THIS HARD-WON PROGRESS IS AT RISK. NOW IS THE TIME TO INVEST IN TRAINING THE HEALTHCARE WORKERS OUR COMMUNITY URGENTLY NEEDS.

THE CHALLENGE

The Greater Manhattan region is experiencing a significant shortfall in the patient care workforce, placing increased strain on healthcare providers. Currently the region has more than 145 healthcare job openings, including over 80 nursing positions that remain unfilled. This shortage directly affects the care our friends, neighbors, and loved ones, leading to longer waiting times, reduced services, and increased burnout among current staff. The strain is felt in hospitals, clinics, and senior care facilities across our community.

Beyond the personal impact, this workforce gap threatens our region's economic vitality. Healthcare is one of our largest employment sectors and plays a critical role in attracting families, businesses, and retirees to the area. Addressing this shortage is essential to protecting the well-being of our people and the long-term prosperity of our region.

THE SOLUTION

With your support, we will:

- **Hire more nursing faculty** to expand RN and LPN student workforce
- **Double the size of the CNA program**, to meet the demand
- **Strengthening healthcare career pipelines** including high school classes

2024-2029 FUNDING GOAL

\$145,000 per year for 5 years

- \$120,000/year: Hire RN instructors
- \$25,000/year: Expand CNA program

✓ **Year 1 is funded.** Your investment can help us complete the next 4 years.

RETURN ON INVESTMENT

- 10–15 new RNs/year
→ Adds \$700K–\$1.05M in annual local income
- 50–60 new CNAs/year
→ Adds \$1.25M–\$1.5M to the local economy each year

Beginning in December 2025, this initiative will inject up to \$2.5 million annually into the local economy while enhancing community patient care.

WHY NOW

Our community has come together to make our vision a reality. Together, we will achieve the following outcomes:

- Nursing faculty will double
- RN & PN programs will remain fully enrolled
- With high school outreach expansion, CNA enrollment will double

PLEASE CONSIDER YOUR GIFT



Your support grows the workforce that keeps our families healthy.



Every dollar you give helps train and retain local healthcare professionals, strengthening care close to home, fueling our regional economy, and ensuring a healthier future for generations to come.



The impact is local, lasting, and life-changing—for patients, families, and our entire community.

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