High Skills, High Pay for Less Than a Four-Year College Degree

Dr. Jeffrey Rafn, President
Northeast Wisconsin Technical College
September 21, 2016
Career Pathways Model
HEALTH SCIENCES
THERAPEUTIC SERVICES

MEDICAL ASSISTANT
TECHNICAL DIPLOMA
SL-500-1
Total Credits: 33

$35,000
In demand

CERTIFICATION
CERTIFIED MEDICAL ASSISTANT / AMERICAN ASSOCIATION OF MEDICAL ASSISTANTS (AAMA)

HEALTHCARE CUSTOMER SERVICE REPRESENTATIVE CERTIFICATE
SL-509-1
Total Credits: 7

$23,700
Potential Salary

K12 COURSES
TOTAL CREDITS
Catalog Number | Course Title | Credit Value
--- | --- | ---
10-360-101 | Medical Terminology | 3
10-360-102 | Healthcare Customer Service | 2
10-360-107 | Intro to Healthcare Computing | 2

Total K12 Credits will apply to all credentials

HEALTH INFORMATICS

HEALTH INFORMATION TECHNOLOGY ASSOCIATE DEGREE
SL-536-1
Total Credits: 67

$33,700
In demand

CERTIFICATION
NATIONAL ACCREDITATION EXAMINATION
Administered by the American Health Information Management Association (AHIMA)
REGISTERED HEALTH INFORMATION TECHNICIAN (RHIT)

MEDICAL CODING TECHNICAL DIPLOMA
SL-610-2
Total Credits: 28

$28,550
In demand

K12 COURSES
TOTAL CREDITS: 28
Catalog Number | Course Title | Credit Value
--- | --- | ---
10-102-111 | Micro- Anatomical Structures | 1
10-102-121 | Micro-7-8 -Intro | 1
10-102-131 | Micro-7-8 -Intro | 1
10-102-141 | Micro-7-8 -Intro | 1
10-102-151 | Micro-7-8 -Intro | 1
10-102-161 | Medical Terminology | 9
10-102-126 | English Composition | 3
10-102-169 | Basic Anatomy | 3
10-102-168 | Basic Anatomy | 3
10-102-167 | Math with Business Applications | 3
10-102-166 | Intro to Psychology | 3

Total K12 Credits will apply to all credentials

*Source: State Information Board of Technology, December 2015
### INFORMATION TECHNOLOGY

#### NETWORK SYSTEMS

**Network Specialist: IT Associate Degree**
- Total Credits: 60

**Networking Certificate**
- Total Credits: 30

**K12 Courses**
<table>
<thead>
<tr>
<th>Catalog Number</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>12-101-01</td>
<td>Introduction to Operating Systems</td>
<td>3</td>
</tr>
<tr>
<td>12-101-02</td>
<td>IT Infrastructure Security</td>
<td>3</td>
</tr>
<tr>
<td>12-101-03</td>
<td>IT Network Management</td>
<td>3</td>
</tr>
<tr>
<td>12-101-04</td>
<td>IT Security Management</td>
<td>3</td>
</tr>
<tr>
<td>12-101-05</td>
<td>Cloud Computing</td>
<td>3</td>
</tr>
<tr>
<td>12-101-06</td>
<td>Network Environment Analysis</td>
<td>3</td>
</tr>
</tbody>
</table>

**Total Credits: 18**

**Cost:** $45,000

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### INTERACTIVE MEDIA

#### WEB DEVELOPMENT

**Web Development Associate Degree**
- Total Credits: 60

**Web Application Programming Technician Diploma**
- Total Credits: 48

**Web Design Technical Diploma**
- Total Credits: 24

**K12 Courses**
<table>
<thead>
<tr>
<th>Catalog Number</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>10-101-01</td>
<td>Visual Design</td>
<td>3</td>
</tr>
<tr>
<td>10-101-02</td>
<td>Interactive Media Design</td>
<td>3</td>
</tr>
<tr>
<td>10-101-03</td>
<td>Web Design Principles</td>
<td>3</td>
</tr>
<tr>
<td>10-101-04</td>
<td>Multimedia Design</td>
<td>3</td>
</tr>
<tr>
<td>10-101-05</td>
<td>Digital Illustration</td>
<td>3</td>
</tr>
<tr>
<td>10-101-06</td>
<td>Animation Principles</td>
<td>3</td>
</tr>
</tbody>
</table>

**Total Credits: 18**

**Cost:** $37,700

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**Start here. GO ANYWHERE.**
Manufacturing Operations Management

- Designed by local industry, the Manufacturing Operations Management is a unique associate degree program that meets the needs of the workplace through a combination of supply chain, quality, lean, leadership, and supervisory skills.

- Combination of existing curriculum from our Trades & Engineering Technology and Business & Information Technology departments

- Intended audience/focus is on leadership for a machinist, welder, assembler who has “15” years of experience working on a machine, but is seeking to move into a supervisory role in the world of manufacturing
Opportunities for an 18-year old? Possibly. Students can certainly complete the program, but would not be hired immediately into a supervisor role. They could be a supervisory helper, production assistant, or help in quality control in order to develop systems thinking and understanding for the company.

Supervision Certificate feeds into the Leadership Development Associate Degree, which is a part of the Manufacturing Operations Management program.

Is offered as an NWTC Exceler8 program for working adults in need of evening classes, over 8 weeks or less.
NWTC District Specific

<table>
<thead>
<tr>
<th>Percentile</th>
<th>Earnings</th>
</tr>
</thead>
<tbody>
<tr>
<td>10th</td>
<td>$24.33/hr</td>
</tr>
<tr>
<td>Median</td>
<td>$35.26/hr</td>
</tr>
<tr>
<td>90th</td>
<td>$54.58/hr</td>
</tr>
</tbody>
</table>

Graph showing hourly earnings distribution across percentiles.
Founder of Manufacturing Alliance
Visionary
Paul Rauscher
The **Vision** of the Alliance is to have northeast Wisconsin recognized as a world leader in advanced manufacturing opportunities.

**Alliance Goals**

- Increasing the pipeline of manufacturing talent
- Improving the image of manufacturing careers
- Connecting K-16 and media
- Advancing collaborative efforts that promote the health of manufacturing
Measure of Success: Technical College Manufacturing Enrollments:

1. Electro-Mechanical:
   - From 51 to 131 graduates per year

2. Machining
   - From 180 to 513 graduates per year

3. Welding
   - From 193 to 734 graduates per year
New Engineering Technology Degree Programs the Alliance Partnered with New North Colleges and Universities

- Electrical Engineering Technology B.S.
- Environmental Engineering Technology B.S.
- Manufacturing Engineering B.S.
- Mechanical Engineering Technology B.S.
- Total Enrolled: **Over 150!**
• Exploration to Implementation: Discovery Team to Dream Team
• Project overview & rationale for relevant, real-world experience
• Value of partnership: academic & business/industry
• Curriculum overview from middle school to high school
• Dual credit opportunities infused into Bay Link
• Opportunities for secondary and post-secondary students to work together
• Anticipated outcome of college and career ready students