Transformations

Student Graduates From High School and MATC Simultaneously
Adult Promise Program Graduate Is Ready to Pursue Her Dream
MATC Alumnus Thrives in Local Tech Scene
The ALTERNATIVE to Crushing Debt.

ProudToBeMATC.com
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Transformations | Fall 2019

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On the cover: Isaiah Ortiz graduated simultaneously from high school and an MATC automotive program as a dual enrollment student. See story on page 12.

To make a gift to the MATC Foundation Inc., please visit matc.edu/donate.
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Alumni Network membership gives you exclusive, lifetime access to perks for you and your business

QUESTIONS?
Call MATC Alumni Coordinator Bob Holland, 414-297-6825.

We’d love to hear your stories!
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MATC FOUNDATION’S MISSION
Our mission is to support student success and enhance learning by engaging those who are passionate about the college and the community it benefits.

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MISSION – As a public, two-year comprehensive technical college, MATC offers exceptional educational and training opportunities and services to our diverse metropolitan area by engaging with partners to advance the quality of life for our students and community.

VISION – MATC is the premier comprehensive technical college that provides excellence in education to enrich, empower and transform lives.

VALUES – Student Success, Accountability, Collaboration, Customer Focus, Diversity, Excellence, Innovation, Integrity

Dr. Vicki J. Martin is the 10th president of MATC. She has served in higher education for nearly four decades, at MATC for three decades and has led the college since 2014. In 2015, Dr. Martin launched the MATC Promise, a public-private partnership that provides free tuition for eligible new high school graduates, and in 2018, she announced the MATC Promise for Adults, which provides free tuition for eligible students to finish their degree. Dr. Martin has attracted growing private-sector and foundation support to the MATC Foundation, serves on the steering committee of the Higher Education Regional Alliance, is the chairperson of the Bradley Tech High School Commission and is a founding leader of the M³ (pronounced M-cubed) initiative, which brings together MATC, Milwaukee Public Schools and the University of Wisconsin-Milwaukee to transform the future of Milwaukee through education.
Letter From the President

Milwaukee Area Technical College alumni are engaged in our community in ways that are as diverse as the 170+ programs we offer and the 30,000+ students we serve.

Alumni highlighted in this issue include a nursing graduate launching a business to combat infant and maternal mortality, a four-year transfer student who led two major Wisconsin corporations, and a 2019 graduate who utilized the new MATC Promise for Adults to realize her dream of college. Our alumni carry forward the college’s vision, which is to enrich, empower and transform lives.

Latoya Onuchuku is one of the very first graduates of the Promise for Adults, an expansion of our innovative public-private partnership that means free tuition for eligible students. The mother of three had her first child when she was 14. “Some people will write you off if you have kids when you are young,” she told us. “They think you won’t amount to anything. It’s not true.” That’s why Onuchuku plans to ultimately run a residential care facility for teen mothers, and her first step toward this goal was unlocked by the MATC Promise. Her story is on page 14.

Metavante and Wausau Financial Systems have been major names in Wisconsin’s corporate landscape in recent decades. MATC alumnus Joe Delgadillo led both, growing Metavante from $10 million in revenue to $700 million during his tenure. Delgadillo started his higher educational career at MATC, where he learned to have confidence in his academic abilities. He eventually attended the University of Wisconsin-Milwaukee and then earned a master’s degree in business administration from Northwestern University’s Kellogg Graduate School of Management. You can read more about this former executive on page 10.

African American women in Milwaukee face some of the nation’s highest maternal and infant mortality rates in the country. MATC Registered Nursing graduate Vanessa Johnson, who herself is African American, aims to change that. “I want to see us live and thrive and be there for our babies, and I want our babies to live and thrive as well,” she told us. To make that happen, Johnson started a business specifically aimed at serving this important population. She often offers discounted or donated services to those who cannot afford it. This alumna’s work to transform our community is profiled on page 6.

Each of these alumni credits MATC for positioning them to take the next step forward toward their goals. As a supporter of this college, you position us to support thousands of students like them.

I invite you to read more about the Transformations MATC is generating in the district we serve — and beyond.

Sincerely,

Vicki J. Martin, Ph.D.
MATC President
Vanessa Johnson always knew she wanted to be an educator and always felt a deep connection to the health field, but it was the compassion, knowledge and support of her instructors at MATC that helped her through the school’s Registered Nursing program. Johnson graduated in 2005 and now works as a doula, providing advocacy, education and support to families during pregnancy and after birth.

As a young, African American, single mother, Johnson said there were a lot of instances during her pregnancy when she felt none of her caregivers looked like her or represented her.

“I knew at that time I really wanted to change that narrative and offer support to families that aren’t represented in those spaces,” she said.

MATC PROVIDED VALUABLE CONNECTIONS

Johnson enrolled in MATC’s Registered Nursing associate degree program and said the most valuable takeaway from her education was the connections she made with faculty, classmates and the community.

Whether it was making sure she got her financial aid work-study hours in at the campus multicultural center or writing letters of recommendation for the more than 15 scholarships she applied to every semester, Johnson’s mentors and advisors were instrumental in supporting her through the academic and financial challenges of going to college as a single parent.

Johnson was inspired by the number of women, especially African American women, in influential positions in MATC’s
nursing program. She became president of the Future Black Nurses Association on campus and was a scholarship recipient for the Black Nurses Association.

She also forged relationships with fellow nursing students and medical professionals, who continue to partner and support each other as they evolve in the field. After graduating, she became a registered nurse and a certified breastfeeding educator. Eventually, she was introduced to the world of doulas through a workshop.

“And now I’m building relationships for families here who are at risk,” Johnson said. “Doulas are also used as a community resource. I’ve had families call me for numerous things even outside of the birth, whether it’s housing or a mechanic. Once you start to build those relationships you become infused in their lives.”

She has worked as a doula for the Community Doula Initiative, a pilot program implemented by the City of Milwaukee Health Department with funding from Milwaukee County. In the last year, she has launched two businesses – A Miracle Happened Wellness and Birth Services, which provides doula support, and Birth Workers United Inc., which will bring together all the birth work disciplines for a more collaborative approach to supporting families.

“Through what she calls “sacred work” or “heart work,” Johnson often offers discounted or donated services to those who aren’t able to afford it.

In addition, Johnson is a member of Black Nurses Rock, which was initiated by an MATC graduate, and is now developing a training curriculum to make her line of work more accessible to aspiring doulas.

“I am part of different nursing organizations today. Being able to stay connected over so many years based on the relationships and the camaraderie we formed while we were pushing our way through that rigorous program — it was just life-changing,” Johnson said.

MATC AND UNITED HEALTH WORKING TO ATTRACT MORE NURSES TO THE FIELD

MATC and United Health Foundation continue to work in partnership on a multiyear effort with dedicated funding to increase the number of MATC nursing graduates. This partnership has allowed MATC to increase nursing faculty to open more spots for interested students, provide intensive support to help students succeed, and establish transfer partnerships for students to earn their bachelor’s degree in nursing.

“BEING ABLE TO STAY CONNECTED OVER SO MANY YEARS BASED ON THE RELATIONSHIPS AND THE CAMARADERIE WE FORMED WHILE WE WERE PUSHING OUR WAY THROUGH THAT RIGOROUS PROGRAM — IT WAS JUST LIFE-CHANGING.”

VANESSA JOHNSON

To learn more about MATC Health programs, visit matc.edu/health_sciences.

To make a donation in support of nursing careers, contact Development Director Monika Walloch at 414-297-8514, wallocms@matc.edu, or visit matc.edu/donate.
MATC Supports Advanced Manufacturing Pipeline

COLLEGE PREPARES STUDENTS WITH IN-DEMAND SKILLS

Manufacturing is transitioning through a widespread change on par with the Industrial Revolution, as MATC Electronics Department Chairperson and faculty member Tom Heraly tells his students.

Smart manufacturing — also called “Industry 4.0” — is a key process for local companies such as Charter Wire, Harley-Davidson, GE Healthcare, Johnson Controls, Rexnord and Rockwell Automation.

Interconnectivity — the Internet of Things and the Industrial Internet of Things — has allowed the full tracking of products from raw material to end of usefulness. The trend has changed all aspects of production, warehousing and distribution.

The trend also is changing manufacturing careers. Smart manufacturing requires new processes and equipment together with new workforce skills. Typical workdays are far from many people’s stereotype of standing on a production line doing mundane work. Additionally, these manufacturing jobs provide family-sustaining wages.

One of the many ways MATC is preparing today’s workers for the jobs of tomorrow is through its Advanced Manufacturing Technology associate degree program. Rockwell Automation manufacturing associate Chai Chang is enrolled in the program.

“I work second shift, so I am able to take classes during the day. I’m taking one or two classes per semester,” explained...
Chang. The courses allow him to upskill while maintaining his current job and could ultimately lead to a promotion.

Advanced Manufacturing Technology addresses local employers’ needs for manufacturing technicians capable of working with complex equipment and processes. It requires a skill set related to computer-driven equipment, sensors and processes.

MATC students take classes covering automated systems and advanced programmable logic controllers — among other topics — to prepare for this in-demand career.

**EMPLOYERS EAGER TO HIRE**

Employers sometimes struggle to fill positions like these that rely on advanced skills. “Employers are looking for individuals who understand and work with interconnected machines, processes and products to provide tracking and troubleshooting,” said Heraly.

“Our programs have changed at MATC to incorporate concepts of interconnectivity. We have created new programs to address the interconnectivity skills needed by all employees within an organization. Multiple competencies from various disciplines have been combined into specific programs such as our Advanced Manufacturing Technology associate degree,” he continued.

This new degree program was created to meet employers’ current and projected needs. For more information about it, visit www.matc.edu/tas/degrees/advanced-manufacturing-technology.cfm.

**ROLE OF ADVISORY COMMITTEES**

MATC regularly re-evaluates curriculum to fit workforce demands and receives input each semester from local employers through the college’s Advisory Committees. MATC’s occupational programs are advised by these external committees comprised of incumbent workers, program graduates and supervisors of employees in the occupation. With MATC faculty and staff serving as resources, the committees provide insights on curriculum development, job readiness skills and industry trends. The Advisory Committees assist in maintaining programs to be technologically current and responsive to workforce needs.

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**Trends in Manufacturing Across Time:**

- **Industry 1.0** Mechanization through water and steam power
- **Industry 2.0** Mass production and assembly lines using electricity
- **Industry 3.0** Adoption of computers
- **Industry 4.0** Smart and autonomous systems fueled by data and machine learning

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Interested in serving on an Advisory Committee to represent your industry? For more information, contact curriculum@matc.edu or 414-297-6240.
When Joe Delgadillo was named chief executive officer of Metavante Corporation in 1998, he had more than a decade of executive-level leadership experience and a Master of Business Administration from a prestigious university on his résumé. But Delgadillo cites two additional contributors to his success: commitment to hard work, which he learned from his father, and confidence in his abilities, which he learned at MATC.

Delgadillo’s father, who didn’t attend school beyond third grade in his native Mexico, worked in a Milwaukee tannery. The job required physical strength and long hours in difficult working conditions, but he persevered in order to make a living for his wife and nine children.

“My parents valued education,” Delgadillo said, “and I attended an excellent college-prep high school – Don Bosco (now St. Thomas More). But my grades were below average and I was told I was not college material.”

So Delgadillo joined his father at the tannery following high school graduation. After a couple of years, he enrolled at MATC while keeping his full-time tannery job.

“I chose MATC because it had a good reputation and was affordable,” he explained. “I didn’t know if I would be successful at college, but my instructors helped me recognize my interests and abilities, and I did well academically. This gave me the confidence to think that a four-year university and even graduate school would be possible.”

He transferred to the University of Wisconsin-Milwaukee, worked full time and continued to achieve excellent grades. Also while at UW-Milwaukee, Delgadillo and his wife, Vickie, who met at MATC, were married. Although he was interested in pursuing graduate

“MATC GAVE ME CONFIDENCE TO CONTINUE MY EDUCATION. THE COMMUNITY NEEDS A PLACE WHERE PEOPLE CAN REALIZE THEIR ABILITIES AND THEIR POTENTIAL TO MOVE FORWARD.”

Joe Delgadillo

RETIREd CEO CITES MATC INSTRUCTORS’ TRANSFORMATIVE INFLUENCE

In recent years, 3,700 MATC students took advantage of MATC’s transfer partnerships with four-year colleges and universities.
studies to become a psychologist, he could not afford it. He was hired by IBM Corporation after earning his bachelor’s degree in 1977, and worked nine years in sales and management.

In 1986, Delgadillo joined M&I Data Services in Milwaukee, a financial software and services division of M&I Corporation that was later named Metavante. As a senior vice president in 1990, Delgadillo enrolled in Northwestern University’s Kellogg School of Management Executive MBA Program, which required attending weekend classes in Evanston, Illinois, for two years.

Completing the rigorous master’s program while also expanding his leadership role at M&I was challenging, but his commitment to hard work and education paid off. He became M&I Data Services’ president and chief operating officer in 1993, and chief executive officer five years later.

**NAMED MATC’S DISTINGUISHED ALUMNUS IN 2019**

Metavante became an industry leader, offering advanced technology for a range of financial services. Delgadillo’s focus on innovation to meet emerging market needs led to high rates of growth: The $10 million company became a $700 million company and its employee base grew from 750 to 5,000.

Delgadillo’s career also includes leading Wausau Financial Systems Inc. as the company’s chief executive officer for five years, retiring in 2010.

He has served on boards for several corporations and nonprofit organizations, including the United Community Center in Milwaukee. He helped raise funds to expand Bruce-Guadalupe School, and was a mentor to Nativity Jesuit Academy middle school students in the south-side Milwaukee neighborhood where he grew up.

In recognition of his path from MATC to executive leadership roles at major corporations and his contributions to the community, Delgadillo was named a Distinguished Alumnus in 2019 and he gave the keynote address at MATC’s commencement ceremony in May.

He maintains high regard for the college’s role in the community. “MATC gave me confidence to continue my education,” he said. “The community needs a place where people can realize their abilities and their potential to move forward.” Noting the college’s vital role in preparing a strong workforce for local employers, especially as technology evolves, he added that “MATC provides the education people need to enter a career, and also to progress through continuous education.”

**Are you an MATC alum? We’d love to hear from you. Contact Alumni Coordinator Bob Holland, 414-297-6825, MATCalumni@matc.edu.**

**Vickie Delgadillo, RN, Also Attended MATC; Couple Met in English Class**

Vickie Delgadillo attended courses at the Downtown Milwaukee Campus through the Columbia Hospital School of Nursing program. Serendipity brought them together. The couple met in an English class that her future husband did not realize was designated for nursing students (he was one of two men, which was typical in nursing courses in the 1970s). She became a registered nurse in 1975 and continued her career throughout the family’s relocations in Wisconsin, Minnesota and Connecticut. The Delgadillos have been married 44 years.
“FINISHING HIGH SCHOOL AND GOING TO MATC ALL IN MY SENIOR YEAR HELPED ME PLAN MY CAREER.” ISAIAH ORTIZ

LOCAL HIGH SCHOOL STUDENTS SAVED AT LEAST $1 MILLION IN COLLEGE TUITION COSTS IN 2018-19 BY TAKING COLLEGE-LEVEL CLASSES AT MATC.

$1 MILLION+
(Source: MATC estimate using credits earned and MATC tuition costs)

For information on MATC Dual Enrollment programs, contact Erin Cherney, 414-297-6068; visit matc.edu/student/currentstudent/credittransfer/hs_initiatives.cfm.
Student Graduates From High School, MATC Simultaneously

DUAL ENROLLMENT, REVUP PROGRAMS MEET EMPLOYERS’ NEEDS FOR SKILLED WORKERS

For Isaiah Ortiz, high school graduation was the second time in a month that he donned a cap and gown. The first time was MATC’s Spring 2019 commencement ceremony.

Ortiz attended MATC as a Tenor High School senior to earn an Automotive Maintenance Technician technical diploma. Then he quickly landed an automotive technician job, beginning his full-time position a week before high school ended.

“I’m glad I had this opportunity,” he said. “Finishing high school and going to MATC all in my senior year helped me plan my career.”

Through a dual enrollment partnership, Tenor’s seniors attend MATC to earn college credits. Their college tuition is paid by the high school, which is a charter school authorized by the University of Wisconsin-Milwaukee. It is run by the community-based organization Seeds of Health Inc.

The seniors can choose to complete their MATC credits in general studies, or attain certificates and technical diplomas in career areas such as automotive maintenance, business, construction, healthcare services and information technology.

Ortiz selected the automotive program because “I have a passion for cars that started when I was little,” he said, explaining that his grandfather collected model cars and Ortiz was fascinated by them.

MATC REVUP CONNECTIONS PAY OFF

MATC’s RevUp program is intensifying the college’s response to workforce shortages in the auto industry, and the program helped Ortiz and his classmates learn about local job opportunities. Employers attended RevUp events on campus to mentor students or talk about their businesses. The networking helps students and employers make important career connections.

“Now I have a great job, thanks to MATC,” Ortiz said. “My instructors were fantastic and I enjoyed the experience of being in classes with all ages.”

RevUp was launched in 2018 with support from Tom Hurvis and other donors including individuals, foundations and industry partners.

To donate to the RevUp program, please contact the MATC Foundation at 414-297-7687.

Car Show Benefits RevUp

More than 100 unique vehicles were displayed at the Oak Creek Campus in June 2019 for the Campus Classic Car Show. Students participating in the PEAK Hot Rod Crew at MATC (pictured below) helped plan the event and created the distinctive awards presented to winners.

RevUp Drives Transportation Careers

Proceeds from the car show supported RevUp, a privately funded initiative that is focused on building a stronger talent pipeline for transportation careers. Through RevUp, students in MATC’s automotive maintenance, auto collision repair and diesel servicing programs also receive intensive support to boost graduation rates and job placements.

To encourage more individuals to enter the in-demand transportation field, RevUp programs provide career exploration for middle schoolers and high schoolers. This includes dual enrollment opportunities for students to earn college credits while in high school, and hands-on youth activities, particularly for disadvantaged youth. The new Al Hurvis/PEAK Transportation Center opening this fall on the Downtown Milwaukee Campus will be a hub for RevUp outreach and youth activities.
Latoya Onuchuku returned to MATC last fall, determined to finish what she started. Earning an associate degree was the first major milestone in her long-term goal to run a care-based residential facility for teen mothers. MATC’s Promise for Adults program offered her free tuition to complete her degree.

Onuchuku understands the challenges faced by young, single mothers. Her son Reginald was born when she was only 14 years old.

“I had grandparents to help me, but everyone doesn’t have that,” she said. “Some people will write you off if you have kids when you are young. They think you won’t amount to anything. It’s not true. That’s why I want to work with teen mothers. I want to be sure they have a good support system.”

Onuchuku looks back fondly on her family’s support and encouragement. Her grandparents, aunts and uncles all agreed on one thing: They wanted her to graduate from college. “At times, I think they wanted it for me even more than I did,” she said. “I want my grandparents to know that the work and effort they put into me wasn’t in vain.”

Family is of paramount importance to Onuchuku. In addition to her son, she has two daughters, Ya’shimah and Za’mya, born 15 years apart, and also is helping to raise 6-year-old granddaughter, Zai’ema.

In May 2019, the family’s collective dream of Onuchuku’s graduation came to fruition when she became one of the first students to graduate from the college with the help of the MATC Promise for Adults.

PROMISE PROGRAM LEADS TO COLLEGE SUCCESS

The road to finishing her degree began in summer 2018.

Bus signs announcing the new MATC Promise for Adults program — which offers free tuition for eligible students — captured her attention. When Onuchuku came to campus to register for fall classes, advisors were quick to tell her more about it. The MATC Promise for Adults seemed tailor-made for her. She lived in the MATC district, was at least 24 years old, earned less than $56,000 annually, had at least six college credits but no degree, and wanted to return to college to earn an associate degree in an
MATC Receives Two MANDI Awards for MATC Promise

The MATC Promise, the college’s innovative public-private partnership that provides free tuition for eligible students, won two prestigious Milwaukee Awards for Neighborhood Development Innovation (MANDI) in April 2019. Sponsored by U.S. Bank in partnership with Local Initiatives Support Corporation (LISC) Milwaukee, the awards celebrate successful efforts to strengthen the community and revitalize neighborhoods. The Promise won the Associated Bank Trail Blazer Award for an innovative approach to a community problem and a Wells Fargo People’s Choice Award based on votes from the public.

Lakeland Program Connects High School Promise Students to Four-Year Degrees

MATC and Lakeland University created a partnership in May 2019 that will expand MATC’s Promise program and provide a pathway to a bachelor’s degree for economically disadvantaged students in the Milwaukee area.

MATC’s Promise for Adults is an expansion of the college’s first-in-the-state Promise for New High School Graduates, which launched in 2015. Together, the programs have served more than 1,200 qualified students. In a few short years, 119 MATC Promise students have already earned certificates, technical diplomas and associate degrees.

The innovative public-private partnership relies upon private donations to fill the gap between what federal and state financial aid provide and the cost of tuition. To date, the MATC Foundation Inc. has raised more than $2 million from more than 230 private donors in support of the MATC Promise.

MATC PROMISE PROGRAMS MEET COMMUNITY NEEDS

“We are offering this program in direct response to the urgent needs of our community — where area employers are desperate to fill middle-skill jobs, while at the same time many local residents lack the resources and support to gain the degrees necessary for these positions,” MATC President Vicki J. Martin said in launching the program.

Nationally, 60 percent of adults who start college but did not earn degrees want to return, according to the Lumina Foundation.

The MATC Promise provided Onuchuku that opportunity. “Finances were the biggest barrier to earning my degree,” she said. “If it hadn’t been for the Promise, I couldn’t have graduated last May.”

Onuchuku is particularly grateful for instructors Latrice Buck Hogan and Sandra Chavez. “They really get to know their students and they really want to see you go forth and succeed,” the new graduate said.

After earning her bachelor’s degree in social work – she is currently on her way at the University of Wisconsin-Milwaukee – Onuchuku plans to eventually pursue a master’s degree.

She has advice for others considering following her path and completing a degree: “Just do it. The MATC Promise can open doors to that great feeling that you’ve completed your degree. It’s a very good program. It can help you get what you need. You just have to be willing to put in the work.”

“FINANCES WERE THE BIGGEST BARRIER TO EARNING MY DEGREE. IF IT HADN’T BEEN FOR THE PROMISE, I COULDN’T HAVE GRADUATED LAST MAY.”

LATOYA ONUCHUKU

To learn how you can donate and support the MATC Promise, contact Development Director Monika Walloch at 414-297-8514, wallocms@matc.edu, or visit matc.edu/donate.
Looking back to when he attended Muskego High School, Roger Miller said he didn’t have the proper academic mindset. He wasn’t applying himself, suffered from poor study skills and eventually, he dropped out. This led to jobs that didn’t require a high school degree, which Miller realized wouldn’t provide the career advancement he sought. In 1990 he enrolled in MATC’s Adult High School to access new opportunities.

**NOW YOU’RE AN IT INFRASTRUCTURE ENGINEER FOR MILWAUKEE WORLD FESTIVAL INC., WHICH PRODUCES SUMMERFEST. HOW DID YOU GET INTO THE IT FIELD?**

A computer class was a required part of the [Adult High School] curriculum. Although I liked video games, I didn’t expect to do well in a computer class — I figured I would fail because I had not worked with computers before. It turned out that I did really well and finished the course early, even the extra credit. I was good at measurements and such and understood construction. My MATC counselor suggested I take a computer-aided drafting class at the college. It snowballed into working with computers. I eventually worked at several large, locally based companies, and have been with Milwaukee World Festival Inc. for five years. Another employee and I manage the servers, desktops, networking infrastructure; basically all of it.

**WOULD YOU SAY THAT MATC TRANSFORMED YOUR LIFE?**

One hundred percent! In ways I never would have thought. Having dropped out of high school and having an innate fear of the math alone, I was so apprehensive that I assumed I would fail. The computer courses for some reason came naturally. I had no intention of working in computers and it was only the advice of my MATC counselor that put me on that path. The study skills I learned helped me achieve my IT certifications and to prioritize my day-to-day work. And every teacher I had was really, really invested.

**WHAT IS THE NEXT TECH TREND THAT YOU’RE PREPARING FOR?**

We are thinking ahead to 5G [the fifth generation cellular network technology providing broadband access]. The bandwidth and everything that comes with 5G will render other equipment obsolete once it’s readily available.

**IS YOUR JOB AS COOL AS IT SOUNDS?**

It’s an amazing environment to work in — unlike any other. I love working in IT. Some days, you’re solving support problems, other days you’re planning the future of your company’s infrastructure. I’m a problem solver, that’s what I do. I love it because I’m passionate about it. It’s what I do after work. That being said, I also see a growing need for skilled trades that a lot of tech schools can absolutely help with.
“I HAD NO INTENTION OF WORKING IN COMPUTERS AND IT WAS ONLY THE ADVICE OF MY MATC COUNSELOR THAT PUT ME ON THAT PATH.” ROGER MILLER
Matthew Salzer helped launch Socialeads, which has netted over $750,000 in venture capital.

In the 10 years since he earned his associate degree in computer science from MATC, Matthew Salzer has flourished in the Milwaukee tech ecosystem.

After stints at Red Arrow Labs in Milwaukee, Centare in Brookfield and then SafeNet in Milwaukee, he ventured into entrepreneurial efforts. He opened his own consulting firm called Salzer Software LLC and recently co-founded Socialeads Inc., a startup that has raised significant venture capital.

This Greendale High School graduate considers his MATC associate degree a “ticket in the door” for employment opportunities. The two-year program has been a good fit for his career, Salzer said.

“Even major companies like Apple and Google are recognizing that you don’t need four years to become a good software engineer, or to become a good programmer. I have seen articles recently that skills are more important than degrees,” he said. He credits MATC for giving him the foundational skills.

Large national companies that historically preferred to hire individuals with bachelor’s degrees in IT are opening their doors to associate degree graduates, according to a TechHire brief featuring Employ Milwaukee. The average starting wage for an MATC IT Web and Software Developer associate degree graduate is $67,500.

SUCCESSFUL STARTUP VENTURE

Salzer maintains his entrepreneurial work and spends the majority of his time on Socialeads with co-founder Larry Hitchcock. This Milwaukee startup leverages artificial intelligence (AI) to help salespeople learn more about customers. Socialeads helps “qualify” sales leads by examining the size and value of an individual’s social media network.

In January 2018, Salzer and Hitchcock earned work space in Northwestern Mutual’s Cream City Labs in downtown Milwaukee, plus $75,000 in seed money, after winning a “reverse pitch” competition. The competition began with Northwestern Mutual describing business problems and then, several weeks later, hearing potential solutions. Socialeads raised $750,000 in first-round financing and is seeking a second round of $1.5 million as of summer 2019.

“The capital allows us to continue what we’ve been accomplishing since the beginning: continue to ramp up our top-notch team, hit the market hard, and continue scaling and enhancing the platform,” said Salzer.

The kind of success Salzer found requires a focus on high-quality work and details, he said. For those who share those strengths, Salzer recommends getting the credentials to join the local tech scene.

“This is a fun, winding road of a career path if you’re up for the adventure,” he said.
“THIS IS A FUN, WINDING ROAD OF A CAREER PATH IF YOU’RE UP FOR THE ADVENTURE.” MATTHEW SALZER

95 PERCENT OF MATC’S ASSOCIATE DEGREE GRADUATES ARE EMPLOYED WITHIN SIX MONTHS OF GRADUATION.

To learn more about MATC’s Entrepreneurship programs, contact Armen Hadjinian at 414-297-7480, hadjinia@matc.edu.

To make a donation in support of business careers, contact Development Director Monika Walloch at 414-297-8514, wallocms@matc.edu.
After obtaining his bachelor’s degree from Marquette University in 1952, Phil Blank, who would go on to teach and work at MATC for 35 years, began graduate school. But his life took another turn and he was drafted into military service.

Blank served as a weather officer in the U.S. Air Force. He recalls the day he was sitting in his office at the Air Force base in Lubbock, Texas, and noticed paperwork stuck to a shrub outside the window. He ventured outside to retrieve the stray paper and discovered news that would change his life — the papers were the documents authorizing his honorable discharge from active duty.

Blank then resumed his education. “I was bound and determined to finish my master’s degree on the GI Bill,” he said. He also spent time as an Air National Guard member and Air Force reservist.

He began teaching at the college (then called Milwaukee Vocational School) in 1957 while continuing his studies.

Blank worked as a math instructor and later became an advisor for international students. He retired from MATC in 1992.

Blank witnessed several milestone events at the college including the creation of what would become Milwaukee PBS. In 1957, WMVS Channel 10 began broadcasting as the nation’s 28th educational TV station.

He recalled that, “Frank Zeidler fought against seemingly impossible commercial odds to acquire the spectrum, and he won! He was a strong advocate for our school and believed not only should there be such a station in our area, but that it should be at the vocational school.” Zeidler served as Milwaukee’s mayor from 1948 to 1960, and later became Blank’s friend and mentor. Blank helped establish the Zeidler lecture series honoring the late mayor and currently is a lecture series committee volunteer.

**FULBRIGHT EXPERIENCES INFORMED INTERNATIONAL ADVISING**

A personal highlight for Blank was a prestigious Fulbright experience in Turkey from September 1963 through June 1964. The Fulbright Program is administered by the Bureau of Educational and Cultural Affairs of the United States Department of State in cooperation with foreign countries. He enjoyed a second Fulbright experience in the spring of 1982, in the country then called West Germany,
to observe and consult on foreign-student-exchange administration. The scholarly time abroad helped elevate Blank’s work as an international student advisor.

“The best job in my life taught me that cultural diversity strengthens all of us,” he said. Diversity is a core value at MATC, which is one of the most diverse higher educational institutions in the Midwest.

Blank remains in touch with many of his former students, following their careers and educational pursuits. Like many of them, Blank also continued his studies; he earned a leadership in vocational and technical education doctoral degree from Michigan State University in 1979.

SUPPORTING SCHOLARSHIP
Blank continues to actively support MATC. Blank worked with the MATC Foundation Inc. to establish an endowed scholarship fund in honor of his late wife and mother, the MATC Beatrice Martin Kershner and Lucille Neuhaus Blank Memorial Scholarship, which supports the costs of student textbooks. He continues to donate to this scholarship fund as well as supporting the FAST Fund that helps students with short-term financial needs. He is generous with his time, regularly volunteering for the American Federation of Teachers Local 212 through the Committee on Political Education. He was president of Local 212 in 1962 through 1963, and helped it win collective bargaining rights in June 1963.

Business Management student Virginia Bell, a recipient of the memorial scholarship funded by Blank’s donations, shared how much the scholarship helped her. Like many students, Bell did not come to MATC directly from high school; instead, she returned after entering the workforce.

“We all have untapped potential, gifts and abilities to excel beyond the mediocre life,” she said. “I myself wanted to graduate from college debt-free, no loans. This can be a barrier for many people. Scholarships and grants make a huge burden lifted, especially when someone considers going back to school later in life, who has a family and full-time or part-time job.”

Blank is grateful as he reflects back on his personal and professional life. “My late wife was the greatest blessing I ever had … I have been blessed with more situations, people and experiences than anyone deserves to be!”

To establish a scholarship to support students, contact Development Director Monika Walloch at 414-297-8514, wallocms@matc.edu, or visit matc.edu/donate.

Fulbright Experience
Current MATC faculty member Dr. Jacqueline Robinson has a Fulbright experience for the 2019-20 academic year. She will conduct ethnographic fieldwork examining food knowledge, practices and traditions of women in the city of Dakar, Senegal. She was awarded a sabbatical by the college.

Blank and Beatrice Martin Kershner were married for almost 45 years.
The campaign mixes targeted digital advertising including streaming radio, social media and Google ads, with broader-reach advertising in the form of billboards and bus shelter ads.

**Dual Enrollment Grows Throughout the MATC District**
For Fall 2019, MATC has dual enrollment partnerships with more than 45 high schools throughout the college’s district. Participating students are enrolled in both MATC and their high school, earning college credits through programs such as MATC’s Dual Enrollment Academies, Certified Nursing Assistant (CNA) preparation, M³ Early College and Start College Now.

Dual enrollment programs help students explore careers, start a career path and save on tuition. In 2018-19, area high school students saved at least $1 million in college tuition costs by taking college-level classes at MATC, according to a college estimate based upon credits earned and tuition costs.

**M³ Early College Program to Expand**
Thirty-two students were honored as the first M³ (pronounced M-cubed) Early College graduates in June 2019 (pictured above). The students earned college credits while still enrolled in high school through a collaboration between Milwaukee Public Schools, MATC and the University of Wisconsin-Milwaukee. The pilot program debuted in the Spring 2019 semester and enrollment is projected to triple for the fall.

The Early College effort builds on the work of the three institutions to build an Early College model at MPS’ Bradley Technology and Trade High School (Bradley Tech), where students earned more than 500 MATC credits through dual enrollment in 2018-19.

Founded in 2015, the M³ initiative harnesses the power of the three institutions by working together to transform the future of Milwaukee through education. Program results achieved in the first two years include: boosting the MPS graduation rate, increasing the percentage of MPS grads going to college, and boosting the percentage of MPS students completing the Free Application for Federal Student Aid (FAFSA®).
postsecondary education under the Second Chance Pell pilot.

Through Second Chance Pell and previous MATC-Wisconsin Department of Corrections partnerships, more than 100 formerly incarcerated individuals have earned Computer Numerical Control (CNC) training certificates – and 94 percent of those released were employed within six months. Another 18 students are in the process of earning a welding credential, with the first group earning an average 3.5 GPA. Nearly 300 students have participated in a newer two-year associate degree program through distance learning with 11 Wisconsin DOC adult institutions with a course completion rate about 80 percent.

In April 2019, MATC School of Liberal Arts and Sciences Dean Dr. Sadique Isahaku and alumnus Mike Williams (pictured at top) were invited to Washington to discuss the program with the U.S. Department of Education and the staff of Wisconsin legislators U.S. Sen. Tammy Baldwin, U.S. Sen. Ron Johnson and U.S. Rep. Glenn Grothman.

Milwaukee PBS Announces 5-Year Plan

Milwaukee PBS is focusing on high-quality local programs and adapting to an ever-changing media landscape in its new five-year strategic plan. The plan announcement made in July 2019 also noted that the station, a licensee of MATC, will explore new fundraising efforts, including a focus on planned giving and online giving.

MATC Seeks Hispanic-Serving Institution Designation

MATC announced plans in February 2019 (pictured above right) to seek a formal designation as a Hispanic-Serving Institution (HSI) from the U.S. Department of Education to help the college better serve the Latino/a community and all the students it serves. Earning the HSI designation brings financial Title V resources that help to improve instruction and student services. The designation requires enrolling at least 25 percent Hispanic undergraduate students. The college currently enrolls 16.4 percent Hispanic students in postsecondary courses.

In July 2019 the college was a partner in the League of United Latin American Citizens (LULAC) national convention held in Milwaukee. MATC President Vicki J. Martin received the Wisconsin LULAC “Champion of Education” award for the college's involvement with the LULAC Ford Driving Dreams program. MATC partnered with Milwaukee Public Schools and El Puente High School so students could earn college credits while completing their high school work. Also, Dr. Martin joined Mexican Ambassador to the U.S. Martha Bárcena Coqui for the opening of a photography exhibition at the Walker’s Point Center for the Arts.

MATC Receives Mental Health Grant to Help Community

MATC is the recipient of a three-year $270,000 campuswide suicide-prevention grant funded by the Substance Abuse and Mental Health Services Administration of the U.S. Department of Health and Human Services. The Garrett Lee Smith grant, which is named in memory of a U.S. senator’s son who died by suicide while at college, provides mental health training sessions, workshops and resources for students, staff and faculty. Current training topics include suicide prevention, mental health awareness/stigma reduction, compassion, resilience and mindfulness. Nearly 200 students and staff received training by August 1, 2019, and many more will participate before the end of the grant in late 2021. The college's community partners include Growing Minds, Hunger Task Force, Milwaukee Fatherhood Initiative and Sojourner Family Peace Center. Walter Lanier, MATC Multicultural Student Services director, is the project’s director.

Foundation Adds Three New Members to Board

The MATC Foundation is honored to welcome three new members to its board of directors: Susan Lubar Solvang, Tracy Luber and Anthony Smith. Lubar Solvang is the founder and president of Growing Minds Inc., a nonprofit organization that works to cultivate needed social and emotional skills. Luber is a regional economic development director for the Wisconsin Economic Development Corporation (WEDC), the state agency charged with promoting and developing the Wisconsin economy. Smith is the director of Community Engagement and Inclusion for the Marcus Performing Arts Center, a cultural and community programming venue in downtown Milwaukee.
Helping improve the health of children is a passion for Dr. Kristin (Pasko) Haglund (pictured), whose work has been published nationally and recognized with local and national honors. Haglund, a nursing faculty member at Marquette University, got her higher educational start at MATC. She followed in the footsteps of her parents.

At an awards luncheon, she met Laura Bray, MATC’s vice president of College Advancement and External Communications, and shared her family roots – and how those roots intertwine with MATC.

MATC has led many members of the Pasko family down new roads, starting with first-generation college students Robert and Judith Pasko, who attended in the 1960s and 1970s after having children. They inspired their children, nieces and nephews, and even friends to expand their horizons and pursue their educational dreams.

Many family members have followed Robert and Judith’s path by beginning their career journey at MATC.

The family members at right all attended MATC. Some took a few MATC courses before launching into a new career, while others graduated from the college. Several graduates transferred their credits to another institution where they achieved additional degrees.

To share your alumni impact story, contact Laura Bray at 414-297-6990 or braylm@matc.edu.
Son:
**Brian Pasko**
MATC Applied Science
Chemical Technology program
Doctorate Degree from
Kansas State University
Currently: Professor

Mother:
**Judith Pasko**
MATC Nursing Program
Doctor of Nursing Practice from
UW-Madison
Currently: Retired

Father:
**Robert Pasko**
MATC Associate Degree in Police Science program
(Deceased)

Daughter:
**Kristin (Pasko) Hagleund**
MATC Nursing program
Doctorate Degree from UW-Milwaukee
Currently: Professor

Kristin’s son:
**Alan Hagleund**
Former MATC student in Advertising program,
now attending UW-Milwaukee

Daughter:
**Alyson (Pasko) D’Andrea**
MATC Photography program
Master of Science from Northwestern University
Currently: Health Informatics Professional

Alyson’s daughter:
**Holly Biersack**
MATC Culinary program
Currently: Executive Chef

Daughter:
**Ann Marie (Pasko) Knueppel**
MATC Business Administration program
Master of Fine Arts from Full Sail University
Currently: Makeup Artist/Screenwriter

Son:
**Brian Pasko**
MATC Applied Science
Chemical Technology program
Doctorate Degree from
Kansas State University
Currently: Professor

Mother:
**Judith Pasko**
MATC Nursing Program
Doctor of Nursing Practice from
UW-Madison
Currently: Retired

Father:
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**Ann Marie (Pasko) Knueppel**
MATC Business Administration program
Master of Fine Arts from Full Sail University
Currently: Makeup Artist/Screenwriter
Alumni Accolades

It is our privilege to recognize our talented alumni and their inspirational accomplishments. These updates are gathered from news outlets and from notes sent by graduates themselves. The program listed in parentheses is the individual’s area of study while attending MATC.

You can be proud that tens of thousands of MATC alumni are transforming our region, state and world.

Jason Alston (Culinary Arts) opened Heaven’s Table Catering and BBQ at Crossroads Collective in Milwaukee in December 2018.

Noel Alvarado (Business Management) custom paints sneakers for professional athletes and musicians around the U.S. His Milwaukee business, None Above, was featured in the Milwaukee Journal Sentinel in January 2019.

Ekwe Amuzu (Culinary Arts), who is the executive chef at Wauwatiki in Wauwatosa and runs a gluten-free scratch kitchen there, was profiled by OnMilwaukee.com in March 2019.

Nathan Darrow (Landscape Horticulture) explained how a love of coffee led to a career change in an interview with the Milwaukee Journal Sentinel in July 2019 about his Waukesha coffee shop, Mountain Top Coffee.

Carol Ford (Business/Real Estate) started a new mortgage consultant position at Waukesha State Bank in July 2019.

Roger Geigner (Autobody) reached out through MATC’s LinkedIn page to say he is an auto body technician at Caliber Collision Centers in Florida — he’s worked more than 40 years in the field!

Mary Goetsch (Graphic Design) was hired as advertising manager at the Barron (Wis.) News-Shield in February 2019. She also runs an online business, Buy Nature LLC.

Ben Habanek (Landscape Horticulture) became the village horticulturist for Shorewood in 2018. In a profile in the UWM Report (Habanek earned his bachelor’s from UW-Milwaukee), he said he enjoys bringing a slice of nature to Wisconsin’s most densely populated municipality.

Jed Hanson (Culinary Arts) was promoted to executive chef for MOTOR Bar & Restaurant in September 2018. He is responsible for menu development and execution for MOTOR, which is on the Harley-Davidson Museum campus in Milwaukee.

Rachael Karr (Culinary Arts), executive chef at Pastiche at Milwaukee’s Hotel Metro, was profiled in the Milwaukee Journal Sentinel in advance of her appearance at the city’s Wine and Food Experience in September 2018.

Ly Le (Machinist) and his wife Thanhnga opened Le’s Pho, a Vietnamese restaurant in Cedarburg, in June 2018. Le, who is a Vietnamese refugee, was profiled by GMToday.com in October 2018.

Kyle Pavek (Biomedical Electronics), who began a full-time job at Froedtert and the Medical College of Wisconsin right after graduating from MATC, was profiled by Wisconsin Public Radio in May 2019 for a story about in-demand technical graduates.

Cheryl Peterson (Nursing) received an Albert Nelson Marquis Lifetime Achievement Award from Marquis Who’s Who. She is vice president/playwright/theatre director for Community Worship Arts Inc. and a home healthcare nurse in Evansville, Indiana.

Tyler Pinter (Computer Programming) was promoted to IT manager at S3 International in Milwaukee in February 2019.

Dennis Pruszka (Horticulture) started Doorstep Peppers, a spice and pepper company that offers hot chile peppers and unique chile pepper-based seasoning blends.


Mitch Roberts, who played baseball for the Stormers in 2013-14, was hired in July 2019 as an assistant coach for the University of Tulsa softball team.

Gina Schlueter (Supply Chain Management) was announced as Gott Pet Products’ inside sales and customer care representative in July 2019.
Larry Schneider (Upholstery), owner of Homestyle Custom Upholstery in Milwaukee, was profiled by FOX6 News in December 2018. He opened the business in 1983 and is known for repairing upholstery for restaurants and theaters, plus boats, cars and home furnishings.

Elizabeth Sili (Paralegal, Real Estate) began a new position in July 2019 as regional property manager at Horizon Management Services Inc. in the greater Milwaukee area.

Jeff Slough (Culinary Arts) was named the executive chef at the River Club of Mequon in fall 2018.

Basia Spencer (Fashion/Retail Marketing) opened her own clothing, tailoring and alterations shop in Milwaukee, Basia Rose Designs, and was profiled by Milwaukee Neighborhood News in January 2019. The shop offers a range of dresses, blouses and skirts, most of which Spencer designed.

Steve Tully (Law Enforcement) retired in January 2019 as Juneau County’s longest-serving deputy. He had 27 years of service in the central Wisconsin county.

Gamaliel Valencia (Industrial Controls and Automation) was listed in the Daily Journal of Commerce – Oregon in December 2018 for beginning a field engineer position with Skanska.

Dorothy Walker (Welding), who retired in June 2019 as MATC’s School of Technology and Applied Sciences Interim Dean, received the Year of the Child Distinctive Recognition from the Milwaukee Community Journal. Walker was MATC’s first female welding instructor and throughout her tenure, she helped women enter careers in manufacturing and the trades.

Devin Watson (Aviation) received a Next Generation 40 Under 40 Award from Aircraft Maintenance Technology magazine in September 2018. Watson served in the Air Force and has a broad mix of aircraft experience.

Tori Wu (Design and Visual Communications) is the managing director/executive creative director at Working Images in Shanghai for the company’s Asia region. She won an iF design award and a Golden Pin design award in 2017.

IN MEMORIAM: Joe Bartolotta, who passed away in April 2019, made a dramatic, long lasting and positive impact on culinary arts in Milwaukee, including through his support of MATC. As a member of the college’s Advisory Committee for culinary programs, he shared his expertise to maintain the programs’ relevancy to the industry, and assisted with designing the dining room and kitchen of MATC’s Cuisine Restaurant and International Foods Lab. Milwaukee PBS had the opportunity to work with him on “Around the Corner With John McGivern,” “I Remember” and “Cook. Plate. Dine.™” He and his brother Paul, an MATC graduate, co-founded The Bartolotta Restaurants group, and they were selected three times as semifinalists for the James Beard Outstanding Restaurateur Award.
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