



Northwestern
Michigan
College

Board of Trustees

www.nmc.edu/trustees

*We deliver lifelong learning opportunities to
transform lives and enrich our communities.*

1701 East Front Street
Traverse City, MI 49686
(231) 995-1010
trustees@nmc.edu

Meeting Agenda

Monday, July 21, 2025
at Parsons-Stulen 222/224
2600 Aero Park Drive

5:30 p.m. Regular Meeting

I. GENERAL BUSINESS

- A. Call to Order
- B. Oath of Office for Trustee Jody N. Lundquist
- C. Roll Call
- D. Pledge of Allegiance
- E. Review of Agenda and Approval of Additions, Deletions, or Rearrangements

II. STRATEGIC FOCUS

- F. Mission & Values in Action—Study Abroad in Spain and Morocco—*Jonathon DeGroote*
- G. Strategy 5: Institutional Distinction and Sustainability—*Jason Slade, Vice President of Strategic Initiatives, and Troy Kierczynski, Vice President of Finance and Administration*

IV. REPORTS AND PRESENTATIONS

- H. Faculty Report: EDU 100 Study Abroad in Ireland—*Nancy Parshall and Kristen Salathiel, Instructors, Communications Academic Area*

V. PUBLIC INPUT

Each person wishing to address the Board during public comment must be present and shall provide their name, address, city, phone, and issue to be addressed on a form provided prior to the meeting. The topic addressed should be related to business within the jurisdiction of the Board. Forms will be collected and given to the Board Chair prior to the call for order. Comments will be limited to (3) three minutes in length per speaker. The Board will take public remarks into consideration, but will not comment at time of input.

1701 East Front Street
Traverse City, MI 49686
(231) 995-1010
trustees@nmc.edu

Board of Trustees

<http://www.nmc.edu/trustees/>

July 21, 2025 Meeting Agenda

Page 2

V. UPDATES

- I. President's Update—*President Nick Nissley*
- J. Board Chair Update—*Laura Oblinger, Chair*
- K. Building and Site Committee—*Kennard Weaver, Committee Chair*

VI. CONSENT ITEMS (Pursuant to Policy A-105.00 Consent Agenda Items)

These items will be adopted as a group without specific discussion. When approving the meeting agenda, any Board member may request that a consent agenda item be moved to the regular agenda for discussion or questions.

Recommend that the following items be approved:

- L. Minutes of the June 23, 2025, regular meeting
- M. Enrollment Report—*Todd Neibauer, Vice President, Student Services and Technologies*
- N. Financial Report—*Troy Kierczynski, Vice President, Finance and Administration*
- O. Public Relations, Marketing, & Communications Report—*Diana Fairbanks, Associate Vice President of Strategic Communications and Change Initiatives*
- P. Foundation Report—*Katharine Marvin, Vice President of Advancement*

VII. ACTION ITEMS

- Q. **Foundation Board Appointments** (Pursuant to College-Foundation MOU)
Recommend approval of the reappointment of Barb Benson, Debbie Edson, and Al Zelinski to the NMC Foundation Board for a term of three fiscal years, commencing July 2025 and ending June 30, 2028.
- R. **Aviation Engine Purchase** (Pursuant to Policy A-106.00 Finance)
Recommend authorization for administration to purchase two Cessna 172SP engines for the amount of \$120,000. The purchase is funded by the Aviation Capital Reserve Fund.
- S. **Hagerty Center A/V Update** (Pursuant to Policy A-106.00 Finance)
Recommend authorization for administration to enter into a contract with Waveform Audio Visual Solution, LLC in the amount of \$278,970 to replace the audio/visual system at the Hagerty Center, funded by the FY26 Plant Fund.
- T. **Closed Session**
Recommend that the Board convene in closed session as permitted by Section 8(c) of the Michigan Open Meetings Act, MCL 15.268, to discuss strategy connected with the negotiation of collective bargaining agreements between the College and the Michigan Education Association. (*Roll Call Vote*)



1701 East Front Street
Traverse City, MI 49686
(231) 995-1010
trustees@nmc.edu

- U. **Reconvene Regular Meeting** (Pursuant to Policy A-106.00 Other)
Recommend the closed session adjourn and the open session of the regular meeting be reconvened. *(Roll Call Vote)*
- V. **Faculty Association Collective Bargaining Agreement** (Pursuant to Policy A-106.00 Human Resources)
Recommend authorization for administration to enter into an agreement by and between the Northwestern Michigan College Faculty Association, MEA-NEA, and Northwestern Michigan College, effective August 1, 2025, through July 31, 2028.
- W. **Faculty Chair Collective Bargaining Agreement** (Pursuant to Policy A-106.00 Human Resources)
Recommend authorization for administration to enter into an agreement by and between the Northwestern Michigan College Faculty Chair Association, MEA-NEA, and Northwestern Michigan College, effective August 1, 2025, through July 31, 2028.
- X. **Closed Session** (Pursuant to Policy B-102.00 Monitoring Presidential Performance)
Recommend that the Board adjourn the open session and consider in closed session (pursuant to Subsection 8 [a] of the Michigan Open Meetings Act) the annual mid-year performance evaluation of the president, per his request for a closed session. *(Roll Call Vote)*
- Y. **Reconvene Regular Meeting** (Pursuant to Policy A-106.00 Other)
Recommend the closed session adjourn and the open session of the regular meeting be reconvened. *(Roll Call Vote)*

VIII. REVIEW OF FOLLOW-UP REQUESTS

Confirm requests made by the Board that require administrative follow-up for information to be provided to the Board at a later date.

IX. ADJOURNMENT

Upcoming Board Meeting Dates:

All board meetings are open to the public.

August 18, 2025 - Timothy J Nelson Innovation Center, Room 106/107 **Third Monday

September 22, 2025 - Timothy J. Nelson Innovation Center, Room 106/107

October 20, 2025 - Timothy J. Nelson Innovation Center, Room 106/107 **Third Monday

November 24, 2025 - Timothy J. Nelson Innovation Center, Room 106/107

December 15, 2025 - Timothy J. Nelson Innovation Center, Room 106/107

January 26, 2026 - Timothy J Nelson Innovation Center, Room 106/107

February 23, 2026 - Timothy J Nelson Innovation Center, Room 106/107

March 23, 2026 - NMC Hagerty Center, Room C

Excerpts From the Study Abroad Journal of Jonathan DeGroot

The following selections are printed with the approval of NMC student Jonathan DeGroot.

From May 26 to June 8, 2025, Jonathan joined NMC's study abroad experience in Morocco and Spain, centered on exploring migrant patterns originating in Sub-Saharan Africa and extending through Morocco to Spain. The experience included meeting with displaced people and organizations assisting with relocation and provided students with a profound understanding of the global complexities, difficulties, and emotional toll endured by many.

Day 3, From Farewell to Fes: After some driving, we arrived at a small school to speak with migrants. I didn't know what to expect, none of us did. We were led into a classroom clearly designed for children, with brightly colored flooring shaped like jigsaw puzzle pieces and desks so small they felt like toys. I sat in one made for someone half my size and age. As the second-oldest person on this trip, surrounded mostly by wide-eyed 18- to 20-year-olds, I immediately felt like Adam Sandler in Billy Madison.

Three women walked in, migrants from the Ivory Coast. Each one holding a story too heavy for the room. Their words settled over us like a weighted blanket too much for a space painted in primary colors and filled with toy shelves. One had fled to protect her daughter from undergoing the same genital mutilation she was subjected to as a child. Another left after an unplanned pregnancy, determined to raise her son somewhere with more possibility than pain. She showed us a photo of him, smiled from ear to ear and spoke of him with a pride so radiant it cracked right through my defenses. What she shared hit harder than I expected. It brought back my own memories of a time I was taken advantage of. The kind of hurt that lingers, a quiet mix of grief, guilt, and silence that follows you for years. I sat there in that too-small desk; hands clamped to the table, trying not to tear up doing that thing where you stare at the floor and pretend it's just dust in your eyes. It was almost surreal, these enormous, life-altering truths unfolding in a room built for coloring books and finger paint. And I wasn't alone. Others shared stories, traumas, quiet admissions and for a moment, the air felt too thick to breathe.

What struck me most was their strength. These women had faced circumstances that would break most people. Things I can hardly imagine surviving and yet they kept going. Several of them had left everything behind, not for themselves, but for their children. The kind of love that moves someone across borders and through danger, just for the chance at a better life, that's not just powerful, it's transformative. The sacrifices they made, the risks they took, it was humbling. There was no self-pity in their stories, only resilience. It wasn't just heartbreaking. It was deeply inspiring. And there was something strangely beautiful in that. Something changed in me while I sat there. The moment came and went, but its impact stuck with me.

After the conversation, the women smiled wide and radiant, they told us they had a surprise. They led us into the kitchen and immediately put us to work. My job was peeling carrots. The air was thick with the smell of chopped onions, and one of the women kept laughing this big, joyful laugh that made me forget about all the heaviness we'd just unpacked. It was the sound of life still moving forward.

About an hour after they kicked us out of the kitchen the food was ready. one dish stood out. A perfect dome of white rice, sculpted with care, ringed with bright green beans and

yellow peppers like edible confetti. Four spoons surrounded it, ready for sharing. It felt intentional, prepared with pride and meant to bring people together. They took such care in the food they gave us not just in the presentation, but in the act of giving itself. Every smile, every plate, felt like an offering. In that moment, I realized food really is a universal love language. You don't need shared words or backgrounds to understand what it means when someone cooks for you like that—with joy, with care, and with the quiet hope that you'll leave the table feeling full in more ways than one.

Afterward, with full stomachs and heavy hearts, we said our goodbyes and began the journey toward Fes.

Day 8, Until we meet again: And Spain... Spain was what I had been waiting for. I had spent almost no money in Morocco because, aside from dressing in all blue for Chefchaouen, my real goal on this trip was to buy a classical Spanish guitar. As I stood at the front of the boat, watching Morocco fade behind us and Spain come into view, I felt this rush of excitement. The moment I'd been waiting for was almost here. I just really liked—romanticized, even—the idea of having a guitar with a story behind it. It's a guitar I'll have forever. One day, when I'm old, withered, and gray, I imagine myself sitting with my grandchildren and pointing to it with my arthritis-ridden fingers, saying, "You see that guitar? I got that in Spain." I'll clear my throat and tell the tale of those days long gone. Tales of heat and dust, of strange elevators and blue cities, of mint tea and chaotic fish markets until their eyes glaze over and they doze off. And I'll smile to myself, because even if they're not listening, I'll remember every detail like it was yesterday. And for a moment, as I sit there lost in the memory, I won't feel old at all. I'll just be that young man again, chasing a dream halfway across the world.

The Final Days: We came into this trip expecting lessons in culture and history, but we left with something deeper. An unspoken trust in the people around us, and a little more trust in ourselves. We learned how to wander without being lost, how to sit with the unfamiliar until it began to feel like home. And somehow, in the chaos and wonder of it all, we grew.

And I truly believe that, in our own unique ways, we each changed so much that when we land back home in the United States, we might as well be strangers in a strange new land.

NMC NEXT

OUR COMMUNITY. OUR COLLEGE. OUR FUTURE.

To: Dr. Nick Nissley, President

From: Jason Slade, Vice President of Strategic Initiatives

Date: July 14, 2025

Subject: Strategic Initiatives Update: *July 21, 2025 Board of Trustees Meeting*
Topic: ***Strategy 5 - Institutional Distinction and Sustainability***

Strategy 5 - Institutional Distinction and Sustainability: Leverage distinctive programs that strengthen institutional sustainability and expand global connections for our learners and communities. (*Champion: Troy Kierczynski*)

Summary: Strategy 5 focuses on NMC's distinctive programs with objectives centered around their long-term sustainability and growth. Activities in this strategy include:

- expansion of the Aviation program including an increasing fleet, expanding hangar, and adding key staffing to accommodate more students
- positioning of the Great Lakes Water Studies Institute (GLWSI) as a leader for marine and geospatial programs and professional training including the Freshwater Research and Innovation Center
- execution of the Great Lakes Culinary Institutes's (GLCI) "reimagining" plan, and the strategic plans for the International Affairs Forum (IAF), Dennon Museum Center (DMC), and WNMC radio station
- deployment of a unique maritime/culinary certificate leveraging existing expertise

Highlights and Successes:

- Objective 1 (Aviation to execute its expansion plan to increase enrollment and annual net revenue):
 - Hangar expansion is in progress and on track with a ribbon cutting planned for September 2025. Aviation has begun ramping up program enrollment in anticipation of completion.
 - In June 2025, the program acquired three used airplanes that meet the aviation programs specifications. Two new Cessnas remain on order for 2027 (21 total planes). All purchases previously approved.
- Objective 2 (GLWSI will leverage its assets and location to become a leading marine center):
 - The Freshwater Research and Innovation Center continues to move forward. The design has been finalized and construction bid packages came back under budget. Current gap is down to \$3.4M. Groundbreaking is planned for September 2025 with projected completion by early 2027.
 - The Great Lakes "BlueTech Innovation Challenge" completed the first phase of the program, which was for all participants to submit a 5-minute pre-recorded pitch and pitch deck on June 27th. The teams have been evaluated by a panel of nine judges with diverse expertise. The top ten teams have been selected to move onto the semi-final in August where they will present virtually to the judges. The top three semi-finalists will pitch in person at Oceans25 in Chicago on October 1st. This effort continues our work in creating a "blue" technology pipeline to the new center and the region.
 - Contact and student registrations continue to increase for GLWSI-based programs under successful PRMC marketing campaigns, support from admissions, and outreach activities. Outreach has been led by John Lutchko, the Director of the Great Lakes Water Studies Institute. Enrollment comparisons for the GLWSI programs were:
 - Marine Technology (BSMT)
 - 26 registered students and 383 contact hours in 2022
 - 34 registered students and 402 contact hours in 2025 (**plus** 14 AAS taking advantage of community college guarantee/Reconnect with assistance from financial aid)
 - Water Quality & Environmental Technology
 - 0 students in 2022 (program launched in 2023)

- 7 students registered and 89 contact hours in 2025
 - GLWSI continues to pursue and expand revenue-generating professional training opportunities including the Yellow River Conservancy Technical Institute courses (April), the week-long co-sponsored Marine Technology Society Summer Workshop (June), Consumers Energy dam inspections (May), and more.
- Objective 3 (GLCI will update curriculum, increase enrollment, and maximize space utilization to decrease deficit):
 - Contact hours and enrollment continue to increase.
 - 64 registered students and 1,126 contact hours in 2022
 - 84 registered students and 1,488 contact hours in 2025
 - GLCI continues its financial turnaround as FY25 had a net gain of over \$43K compared with \$376K deficit at baseline (FY21).
 - GLCI is investigating a redesign of physical kitchen space to enhance the efficiency of the kitchen labs and improve overall delivery of curriculum, resulting in reduced dependency on limited lecture space within GLCI.
 - GLCI is developing a Beverage Management certificate in collaboration with MSU's Institute of Agricultural Technology and industry partners. This will complement the Sports Performance Nutrition certificate added in Fall 2024.
- Objective 4 (DMC will execute the key financial stewardship initiatives from their Strategic Plan):
 - Attendance:
 - Program attendance increased to 12,230 individuals in FY25 (more than 2,700 over FY24). This increase is due to new campus and community program efforts. Program efforts from FY17 through FY22 averaged just 1,000 participants each FY.
 - Gate revenue was up slightly from FY24 figures, with \$56,590 total (compared with \$33,400 for the entire FY23 and \$52,700 total for FY24).
 - FY25 saw 1,062 memberships processed (matching last year's number); membership revenue at \$94,722 is up \$7,000 from last FY, showing that we are retaining current members, as well as encouraging people to join at higher membership levels.
 - Revenue:
 - Gross concert series revenue is up \$24,600 over FY24.
 - Gross store revenue is up \$13,000 over FY24.
 - Gross rental revenue is up \$27,500 over FY24.
 - 2,073 volunteer hours valued at \$72,120.
 - \$9,300 of in-kind facility use by NMC departments. Will be represented as actual revenue via inter-departmental transfers in FY26.
 - Collections and accessibility:
 - IMLS and NEH grant terminations (and temporary reinstatements) have impeded progress with state (i.e., MHC and MACC) and federal grants related to collections and conservation.
 - Two undergraduate interns—representing Carleton College and MSU—joined DMC staff for the summer of 2025 to assist with collections care, exhibitions, and programs. Both interns received funding and/or course credit from their host institutions.
 - Marketing and national presence:
 - DMC's Earth Day Clothing Swap was featured in local news over the course of several days and amounted to over \$7,000 in publicity value.
 - DMC continues to streamline marketing dollars spent. For example, DMC spent \$2,018 on 2024 Holiday Artist Market advertising (\$350 savings from 2022) while attendance increased 23%, store revenue increased 21%, and raffle donations more than doubled from \$1,900 to \$5,134.
 - Bids and initial planning work is beginning on DMC's rebrand for 2026.
- Objective 4 (IAF will execute its Business Plan to create a sustainable business operation by 6/30/25):
 - Programming, attendance, and partnership:
 - The 31st season recap: 24 events (↑28% from FY24) comprised of 10 speaker events (9 hybrid @ Dennon Museum Center + 1 in-person-only @ Old Art Building), 14 community

events (various sessions: student-centered, White Pine Press interviews, Business Community, speaker visits to TCAPS high schools, State Theatre Community Nights)

- Total attendance public speaker events FY25: 2,934 (↑7% v. 2,740 total FY24)
- Average attendance per event (10 events) = 294 (↑18% v. 249 avg. FY24)
- Total attendance across all events offered FY25: 3,474 (↑5% from FY24)
- Partner engagements with White Pine Press (6 student interviews), GLWSI, TCAPS, State Theatre, Interlochen Public Radio, Press Forward, Economic Club of Traverse City.
- Satellite partners engaged with IAF livestream content at Leland's Old Art Building and Zonta Club of Rogers City at Presque Isle District Library. 290 attendees in FY25. IAF partnered for an in-person special event at the Old Art Building on October 3, 2024.
- Academic WorldQuest Program
 - Record participation February 2025: 120 students, 26 teams, 8 local high schools
 - Successful AWQ national trip fully funded by donor support, including \$18,325 Giving Tuesday campaign coordinated by Foundation and IAF.
- Membership, sponsorship, and fundraising:
 - Memberships at record high: 317 memberships (↑20% over FY24), representing 453 individuals
 - Season sponsorship: \$10,000 September 2024 - June 2025 Mercantile Bank + (4) Business Community Members combined for \$4,000. PRMC support helped equip IAF with updated sponsorship and membership materials to support FY26 development.
- Objective 5 (GLMA & GLCI will leverage expertise/resources to offer a maritime culinary certificate):
 - The GLCI maritime certificate is being revised based on feedback from students, faculty, and industry. This will allow it to be better aligned with industry and was presented at the June Board meeting. An improved Culinary Arts Maritime Certificate Level II will begin Fall 2025 semester, and the Level I will discontinue Summer 2025 semester.

Challenges:

- Objective 1 (Aviation) - Staffing needs will become the focus for aviation to ensure safety and flight standards with a larger program. Recruiter position has been filled. Will need to add assistant chief, instructor, and additional ground operations (dispatcher, maintenance, and line coordinator) positions. Aviation is working closely with HR on this.
- Objective 2 (GLWSI) & Objective 4 (DMC) - Both GLWSI and the Denny's underwent analysis via the college's Program Enhancement and Sustainability Review process. Currently implementing strategies including a national recruiter focused on enrollment and differential tuition for GLWSI and a focus on events for Denny's. Will monitor throughout the upcoming fiscal years.
- Objective 3 (GLCI) - Staffing continues to be an issue as GLCI looks to support classes and events. Difficult to find adjunct instructors, as many are working in full-time culinary positions.
- Objective 4 (DMC) - Denny's continues to monitor the changes at the state and federal level as grant funding is impacted.

Strategy 5 - Institutional Distinction and Sustainability							
Objective 1: Aviation will execute its multi-phase expansion plan in an effort to increase enrollment by 25% and annual net revenues by 33% from June 30, 2021 to June 30, 2024.							
Status of Action Steps	Baseline	FY22	FY23	FY24	FY25	Target	Notes
5 On Schedule	June 30, 2021	June 30, 2022	June 30, 2023	June 30, 2024	June 30, 2025	June 30, 2025	Aviation headcount and revenue continues to be high. Hangar will be completed this fall, planes are in place and student ramp up is beginning.
1 Behind Schedule	Headcount: F140, S118	Headcount: F143, S145	Headcount: F164, S147	Headcount: F173, S154	Headcount: F171, S143	Headcount: F175, S175	

3 Not Yet Started	Contact hrs: 1,818 Net Rev: +\$248,167	Contact hrs: 2,093 Net Rev: +\$189,155	Contact hrs: 2,298 Net Rev: +\$517,352	Contact hrs: 2,337 Net Rev: +\$454,714	Contact hrs: 2,385 Net Rev: +\$723,864	Contact hrs: 2,300 Net Rev: +\$330,062	
-------------------	---	---	---	---	---	---	--

Objective 2: The Great Lakes Water Studies Institute (GLWSI) will leverage its assets and geographical position on the Great Lakes to become a leading center for marine and geospatial programs, providing academic pathways, training and professional development, and other innovative technical services which generate positive net revenue by June 30, 2025.

Status of Action Steps	Baseline	FY22	FY23	FY24	FY25	Target	Notes
14 On Schedule 2 Completed 1 In Progress	June 30, 2021 Headcount: F57, S53 Contact hrs: 460 Net Loss: (-\$340,080)	June 30, 2022 Headcount: F53, S49 Contact hrs: 468 Net Loss: (-\$303,698)	June 30, 2023 Headcount: F49, S50 Contact hrs: 426 Net Loss: (-\$344,708)	June 30, 2024 Headcount: F59, S50 Contact hrs: 593 Net Loss: (-\$339,308)	June 30, 2025 Headcount: F50, S51 Contact hrs: 534 Net Loss: (-\$296,855) <i>Part of PESR process</i>	June 30, 2025 Headcount: F75, S75 Contact hrs: 600 Net Rev: \$1	ADCI ROV Pilot Training program being planned again for Spring '26 Marine Technology Society Summer '25 Workshop was successful with 7 participants and will be held again next June 15-19. Yellow River cohort completed Fall '24 virtual component for over 70 students. In-person scheduled for April '25. 100 students will take part in the '25/'26 delivery.

Objective 3: The Great Lakes Culinary Institute will execute its "Reimagining" plan, which is to modernize curriculum, increase enrollment, and maximize utilization of the current Lobdell's space to achieve a net deficit no greater than \$150,000 by June 30, 2023.

Status of Action Steps	Baseline	FY22	FY23	FY24	FY25	Target	Notes
5 On Schedule 1 Deferred	June 30, 2021: Headcount: F76, S62 Contact Hrs: 1,904 Net Loss: (-\$375,967)	June 30, 2022: Headcount: F79, S63 Contact Hrs: 2,563 Net Loss: (-\$362,698)	June 30, 2023: Headcount: F74, S75 Contact Hrs: 2,270 Net Loss: (-\$27,659)	June 30, 2024: Headcount: F91, S76 Contact Hrs: 2,637 Net Rev: +\$85,220	June 30, 2025: Headcount: F99, S84 Contact hrs: 2,814 Net Rev: +\$43,136	June 30, 2023: Headcount: F90, S80 Contact Hrs: 2,750 Net Loss: (-\$150,000)	GLCI continues to meet the objectives. Will continue to monitor.

Objective 4A: The Dennon Museum Center will execute the key financial stewardship initiatives from the DMC Strategic Plan 2020–2025 by June 30, 2025. *Note: The full dashboard of actions are captured in the DMC Strategic Plan. The metrics below are key performance indicators and takeaways from their comprehensive plan.*

Status of Action Steps: 7 Completed, 3 On Schedule, 1 Behind Schedule, 1 Not Yet Started, 3 Deferred/Discontinued

Action Steps	Baseline	FY22	FY23	FY24	FY25	Target	Notes
Increase external grant funding	FY20 federal and state grant funding: 1 state grant @ \$15-20k avg.	FY22 federal and state grant funding: 4 grants @ \$88,700	Grants secured since FY20: 22 grants @ \$382,000 total	FY24 federal, private, state grant funding: 4 grants @ \$58,599	FY25: 8 @ \$82,489	Secure at least two federal or state grants each FY to support collections and accreditation progress	Unclear where FY25 grant revenue will ultimately end up, as we are currently negotiating several federal grants which were already spent but reimbursement was recently rescinded.

Increase Annual Fund performance	FY20 Annual Giving (gifts <\$25,000) # donors: 237 Revenue: \$83,049 Appeal Perform: # appeals: 4 # donors: 153 Revenue: \$26,660	FY22 Annual Giving (gifts <\$25,000) # donors: 403 (↑70%) Revenue: \$137,210 (↑65%) Appeal Perform: # appeals: 6 (↑50%) # donors: 301 (↑97%) Revenue: \$72,973 (↑173%)	FY23 Annual Giving (gifts <\$25,000) # donors: 398 (↑68%) Revenue: \$143,037 (↑72%) Appeal Perform: # appeals: 5 (↑25%) # donors: 140 (↓8%) Revenue: \$68,193 (↑156%)	FY24 Annual Giving (gifts <\$25,000) # donors: 311 (↑31%) Revenue: \$120,557 (↑45%) Appeal Perform: # appeals: 5 (↑25%) # donors: 81 (↓53%) Revenue: \$52,100 (↑195%)	FY25 Annual Giving (gifts <\$25,000) # donors: 172 Revenue: \$73,295 Appeal Perform: # appeals: 2 # donors: 130 Revenue: \$84,630* *all revenue numbers are tentative	Increase Annual Fund performance 25% over baseline	Annual Giving activity has been generated by a successful fall appeal letter (110 donors gave \$19,470) and a successful #GivingTuesday campaign (20 donors gave \$17,750). Seeing as we are only halfway through the fiscal year, we are on track to meet or exceed last year's annual giving totals.
	FY20: Members: 857 Revenue: \$73,968	FY22: Members: 875 Revenue: \$81,955	FY23: Members: 896 Revenue: \$84,980	FY24: Members: 1,063 Revenue: \$90,430	FY25: Members: 1,062 Revenue: \$94,722	Encourage more members to join at higher levels to ↑ revenue, we have succeeded in this, with continued growth projected for FY25	Increased the number of memberships. Seen an increase in lapsed rejoins, most after a recent visit or attendance of a program.
	Baseline: average \$7,500 net revenue from previous FYs	FY22: Net: \$12,102 Attendance: 1,915	FY23: Net: \$17,875 Attendance: 2,226	FY24: Net: \$19,670 Attendance: 2,688	FY25: Net: \$21,427 Attendance: 2,733	↑Artist Market performance 25% over baseline	Increase in net revenue for DMC's flagship annual event
	Objective 4B: The International Affairs Forum will execute the IAF Business Plan for Strategic Growth to create a sustainable business operation by June 30, 2025.						
Status of Action Steps	Baseline	FY22	FY23	FY24	FY25	Target	Notes
6 On Schedule 3 Completed 1 Deferred/Discontinued 1 Behind Schedule	FY20: Members: 203 Net loss: (\$2,979)	June 30, 2022 Members: 218 Avg attendance: 76 in-person 111 virtual Net rev: +\$24,462	June 30, 2023 Members: 238 Avg attendance: 167 in-person 81 virtual Net rev: -\$21,229	June 30, 2024 Members: 265 Avg attendance: 181 in-person 75 virtual Net rev: \$115,091 (includes \$70k gift)	June 30, 2025 Members: 317 Avg attendance: 200 in-person 104 virtual Net rev: \$25,000 est.	FY25: Members: 300 Net rev: \$50,000	Total Attendance FY25 is 2,934 (↑28% from fall FY24) Memberships FY25 = 317 (↑7% from FY24) Sponsorships for FY25 \$10,500 Two satellite partnerships represent expansion of IAF service to northern MI (livestream viewing / discussion groups): Old Art Building, Leland and Zonta Club

							of Rogers City at Presque Isle District Library
Objective 4C: WNMC will execute the action steps defined in the report “Refocusing WNMC: A 5-Year Plan” to increase engagement/listenership and sustain WNMC’s operations by June 30, 2025.							
Status of Action Steps	Baseline	FY22	FY23	FY24	FY25	Target	Notes
1 On Schedule	June 30, 2021:	June 30, 2022:	June 30, 2023:	June 30, 2024:	June 30, 2025:	June 30, 2025:	Underwriting fill rate continues at 80%, well on target.
	Net Loss: (\$5,679)	Net Loss: (\$35,028)	Net Revenue: +\$30,925	Net Rev: +\$11,567	Net Rev: +\$15,833	Net Loss: \$0	WNMC working with Foundation to continue to align with college initiatives.
	Spots Filled: 28%	Spots Filled: 72%	Spots Filled: 75%	Spots Filled: 80%	Spots Filled: 75%	Spots Filled: 85%	Recently started CEO interviews connecting w/ the community.
Objective 5: The GLMA and GLCI will leverage existing expertise and resources to develop and offer a maritime culinary certificate by Fall 2023, which will expand opportunities for students in this niche, high-demand area.							
Status of Action Steps	Baseline	Current Percent Complete	Target	KPI (# of enrollees):		Notes	
2 On Schedule	N/A - new program	100%	100%	F25 (upcoming academic year): 5 students currently admitted		Certificate modified (June 2025)	
1 Behind Schedule				F24: 12 enrolled: 4 for the standalone certificate, 8 combining certificate with secondary culinary program (several orientations pending) F23: 11 enrolled: 4 for the standalone, 7 combined certificate with secondary culinary program		Continue active recruiting at Michigan career tech centers and national conferences.	
Key							
Green	> 75% of scheduled actions supporting objective are on task						
Yellow	> 50% of scheduled actions supporting objective are on task						
Red	< 50% of scheduled actions supporting objective are on task						

Next Month: Summary of the strategic plan process as we hit the halfway point of Year 3.

NMC BOT Faculty Presentation Form

This form will be shared with the BOT before the meeting so they know what you will be presenting and a little bit about you. Thank you for sharing your time and expertise with the BOT so they continue to be informed about the high quality educators and programs we have here at NMC.

Name *

Nancy Parshall and Kristen Salathiel

Your Title *

Instructors--Communications Academic Area

Presentation Title *

EDU 100 College Success Ireland Study Abroad 2025

Please provide a description of what you will be presenting to the BOT. *

We will be talking about the EDU 100 study abroad trip to Ireland this past spring break

Who are you? Please upload or type a bio here. If you do not have one, just tell The BOT a bit about yourself. This info will be given to them before the meeting. *

Nancy and Kristen have both been instructors in the Communications Academic Area for over 20 years. Both teach a variety of English classes including, most relevantly, ENG 99/108. This course is a six-credit English class designed for students not yet ready for college-level composition. Kristen also teaches EDU 100 College Success which is a course designed for students who want to learn strategies for enhancing their college success. This course appeals to a broad range of students including those whose GPAs in high school were quite low, students who have failed one or more college classes already, new students lacking confidence for college, students who feel like they are working hard but not getting the results they want, students looking to up their academic game before transferring to a four-year school, and pre-nursing students wanting to prepare for the rigors of the nursing program. This study abroad trip was aimed, however, at those students who have previously struggled with school success. Kristen and Nancy are also both big travelers who have been to many countries and love showing the world to students.

This form was created inside of Northwestern Michigan College.

Google Forms

EDU 100 College Success

Ireland Study Abroad
Spring 2025



Northwestern Michigan College



Northwestern Michigan College



Nancy Parshall and Kristen Salathiel
Communications Academic Area
Instructors ENG 99/108 and EDU 100



Northwestern
Michigan College

What is EDU 100?

- 10-, 3-credit class
- Focus is on enhancing student success
- Topics include
 - time management
 - goal setting
 - communicating with instructors and peers
 - the role of mindset and metacognition in learning
 - how the brain learns
 - how to study more efficiently using brain science
 - test prep strategies and reducing test anxiety
 - how sleep and exercise affect learning



Northwestern
Michigan College

Who is EDU100 for?

- Students who have low GPAs – high school or college
- Students who want to “up their game” before transferring
- Pre-nursing students
- Returning adult students looking for confidence and strategies

Why study abroad?

- Jim Bensley and the International Services Office
- Global experience for students who are not typical study abroad candidates
- Experiential learning opportunity



Northwestern
Michigan College

Ireland Study Abroad Video

Filmed and produced by recent NMC
alumnus Shayne Smith



Questions?



Northwestern
Michigan College



Northwestern Michigan College



**Thanks to Jim Bensley, Marina Call,
and the NMC International Services
and Service Learning program for
giving this amazing opportunity to
these students!**



Northwestern
Michigan
College

MEMO

Office of the President

To: NMC Board of Trustees
From: Nick Nissley, President
Subject: July Mid-Month Update
Date: Thursday, July 10, 2025

Dear Board of Trustees,

Since our June Board meeting the following are key updates.

Welcome Jody Lundquist

As Jody was selected to fill the vacancy left by Chris Bott's resignation, she will take her oath of office at the regular meeting on July 21, 2025. Thank you, Jody, for submitting your application and thank you to the other trustees for committing your time and energy to make the appointment. Jody will serve through 2026, with the remaining two years of Chris' term listed as a partial term on the November 2026 ballot. The President's Office has been working to provide Jody with the most critical information and to coordinate orientation sessions.

Strategic Planning Steering Committee Kickoff

On June 25, the 2026-2029 Strategic Planning Steering Committee gathered for the first time for the official kickoff of the plan's development. Over twenty members, including Board Chair Laura Oblinger, reviewed the planning timeline and process, and role of the steering committee. As the mission, vision, and values remain unchanged, some of the current strategies are proposed to carry over into the next plan, with additional emerging strategies under consideration. Breaking into small groups, members discussed whether the existing strategies address future challenges and opportunities and what, if anything, should be considered as an additional strategy. Thanks to this group of NMC leaders for their thoughtful engagement. Next, the Leadership Council will gather on July 15 for a similar discussion and exercise. Board of Trustees Vice Chair Mark Keely will also join the steering committee to ensure appropriate trustee engagement throughout the development process.

Cherry Festival

Thank you to Lisa vonReichbauer and Traci Heidbreder for once again planning and organizing an incredible NMC presence at the Cherry Festival. What a privilege, to have the front and center space (at the corner of Grandview Parkway and Cass) for the NMC tent. It was heartwarming to meet proud alumni and new students alike, stop to share their stories. NMC also participated in the Cherry Festival Parade on the 4th. Thank you to all who volunteered to represent the College

at these community events. And, it's clear, it's also creating a space for folks to connect with the College, and for the College to have a presence at this important community event.

GLMA's New Tugboat, Robinson Bay

In June, GLMA staff traveled to Cleveland, Ohio to sail the new tugboat Robinson Bay to Traverse City. On July 2 it passed U.S. Coast Guard inspection and became available for cadet training, the first new vessel to join the Academy's fleet since the T/S State of Michigan in 2002. Our GLMA cadets began training the week of July 7. This will both expand job opportunities for our GLMA graduates as well as reduce operating costs. By the end of the summer, up to 36 cadets will have completed a 30-day training program aboard the Robinson Bay, earning their mate of tow vessel license endorsement (TOAR). Most of the training in ship handling, watch standing, and tow vessel operation will be conducted in West Bay, with additional trips to Mackinac Island. Additionally, plans for later this year include working with the U.S. Coast Guard on approval for engine cadets to earn Designated Duty Engineer (DDE) license endorsement. Ultimately, our goal is to develop this into a two-year associate degree program. Also in development is a plan for a one-day training/professional development for professional mariners who have the 30 days sea time but need to complete the Tow Officer Assessment Record, which GLMA faculty can assess.

Brand Strategy Implementation

Next month, NMC will launch the first phase of its new brand. It's an exciting milestone, but it's just the beginning. Full implementation will take about three years. This work is an investment in NMC's future. Built from research and shaped by input from students, employees, alumni, and community partners, the brand aligns with our strategic and campus master plans. It's designed to strengthen enrollment, improve visibility, and more clearly communicate the value NMC delivers. The first phase focuses on college-wide needs and high-impact audiences: prospective students, current students, and employees. Here's what to expect as we begin the rollout:

- A fully redesigned suite of admissions materials
- New outdoor gateway and directional signage for all campuses
- Environmental branding in most buildings (think accent walls, decals, or rugs)
- Welcome Week items for current students
- Swag and basic office supplies for employees

We're rolling things out in a way that's intentional and sustainable. Future phases in 2026 and beyond will support divisions, departments, and offices, with priorities shaped by NMC's new strategic plan. The brand implementation rollout, will kick off at our Opening Conference, on August 19 at the Hagerty Center. Please mark your calendar to attend the August Conference!

State Budget

The state budget is still in limbo. Our Michigan lawmakers missed the self-imposed July 1 deadline to finalize the state budget, with major disagreements between the House and Senate over school funding and infrastructure spending. K-12 budgets remain unresolved, and higher education, including community colleges, is still waiting for final numbers. Obviously, the delay creates uncertainty for institutional planning. In shaping our budget, we budgeted conservatively

given the unpredictability. Lawmakers are expected to resume negotiations after the July 4 recess, and are required to adopt a budget by October 1.

Federal Budget

The FY 2025 Budget Reconciliation Bill was signed into law at the beginning of the month, with Vice President JD Vance casting the tie-breaking vote. After an all-night session, the House approved the final version on Thursday, with President Trump signing the bill into law on July 4th. The legislation preserves the expansion of Pell Grants to short-term job training programs. Other key provisions impacting NMC include:

- The Pell shortfall is addressed by adding funds to the Pell Grant program.
- Workforce Pell is included, which allows eligible students to use the Pell grant when enrolling in accredited workforce-focused programs that are between 8 and 15 weeks long.
- Rejects risk-sharing proposals in favor of gainful employment for all.
- Rejects Pell eligibility changes that would make students enrolling for less than 7.5 credits ineligible for Pell grant funding. Instead, students who have scholarships that cover the cost of attendance would be ineligible for Pell.
- Clean energy tax credits made available under the Inflation Reduction Act for renewable geothermal facilities were preserved for projects completed by 2033, whereas credits for wind, solar, and EV projects now have an accelerated phase-out beginning in 2027.

DEIB Evolving in New NMC Strategic Plan

As you know, this fall, NMC's current strategic plan is concluding. This will include an evolution of the temporary DEIB role that we established to help advance the strategic plan's DEIB objectives. With those goals achieved, NMC is evolving its approach. We'll continue the shaping of our values and culture, especially *belonging*, *inclusion*, and *engagement*, across the college, rather than centralizing it in a single office. Marcus Bennett, who has long served NMC and played a key role in this phase, will return full-time to his associate dean role. Our commitment to student success, access, and belonging remains strong. And, as the new strategic plan takes shape, it's obvious that a focus on campus *vibrancy* is emerging, which will build upon the foundation we built over these last three years.

I'd like to share in some detail what Marcus has helped lead over these past three years, to recognize and celebrate his contributions. I personally hired/appointed Marcus to serve as Special Assistant to the President for Diversity, Equity, Inclusion, and Belonging (DEIB) – a sort of Chief Diversity Officer role - when we realized that DEIB would be one of our five strategies in our then, new strategic plan. I felt, given that strategic focus, leadership was required to help us advance the priorities. While serving in this role, Marcus also maintained his position as the college's Associate Dean of Campus Life.

Marcus has intentionally shaped DEIB policy and culture at NMC over these past three years. Additionally, Marcus has been an influencer across the Michigan community colleges, throughout our community, and beyond. The challenges that Marcus has faced are compounded given the geography and demographics of northern Michigan. Although, he never shied away

from these challenges. Instead, Marcus shows up every day – values grounded, courageous, and focused on student success. He leads by example. And, has helped people realize that DEIB isn't threatening. Rather, Marcus has helped expand campus/community stakeholders' understanding, inviting them to see how we're more alike than different. And, where we're different, Marcus is always seeking to respectfully leverage those differences, to make something even stronger than we might have alone. Best of all, Marcus has helped the college maintain our focus on student success, and not get pulled into the politicization of DEIB. At the end of the day Marcus' greatest contribution has been to strategically help us align our actions with our values - in support of student success.

Marcus has been very strategic, ensuring alignment of the college's DEIB efforts with the institution's strategic plan. He has transparently communicated challenges and accomplishments through dashboards. Such accountability has only strengthened the degree of college-wide support for our DEIB initiatives. Marcus's greatest strength has been how he has inspired and empowered others to take initiative. While some institutions choose to have a DEIB 'czar'. NMC, thanks to Marcus's leadership, took a different approach. Given Marcus's collaborative and empowering leadership style, he supported many leaders across campus to 'own' their initiatives and not to 'centralize' DEIB. That has resulted in DEIB at NMC being woven into the fabric of the college's culture. For example, while there are many DEIB initiatives that have been undertaken during the past three years, under Marcus's leadership, these I am especially proud of:

- food pantry (for our food-insecure students)
- veterans lounge and programs (for those who've served our country)
- Disability Services and Neurodiversity Center (for those with disabilities)
- Math College Edge (summer catch up, making college accessible)
- Open Education Resources (low cost/no cost books for students)
- acquisition of off-campus apartments (ensuring that affordable housing is available for our students, and not a barrier to their enrollment)
- international study trips (affording students life-changing experiences)

Marcus has never let the college's engagement with DEIB become politicized. He has maintained a focus on *belonging* and its relationship with *student success*. Marcus has accomplished this through the systemic college initiatives mentioned above, as well as through countless student-centered events.

As I mentioned, Marcus will be returning full-time to his associate dean role. However, he will not be 'going back'. Marcus has grown as a leader over these past three years in this role. I've charged him to reimagine the Associate Dean of Campus Life role, so that he may contribute in an even larger way. Marcus's leadership helped us move forward. He remains a valued community member as he returns to his full-time associate dean role. Please join me in thanking and congratulating him.

East Bay Township Beach District

As previously mentioned, East Bay Township has undertaken a planning process to revitalize their beach district, through the establishment of a “Corridor Improvement Authority”, passing a “resolution of Intent” on June 9th, with a public hearing scheduled for August 11th. And, in October, they’re planning to adopt a TIF (to fund the revitalization projects in the Beach District/through the Corridor Improvement Authority).

We are seeking legal counsel to help us better understand how we might ‘contest’ or ‘opt out’ of the proposed TIF. In addition, we’re seeking to bring the East Bay Township Supervisor/Corridor Improvement Authority to a meeting of the Executive Committee, so they can explain the TIF possibility and answer questions from the Board.

Advancement Division Updates

The Foundation closed FY25 with \$5.13 million in total fundraising activity, nearly 200% of the annual goal, including cash gifts, pledges, in-kind contributions, and newly documented planned gifts. Work with the Winkler Group on the campaign feasibility study resumed this summer and is progressing on schedule, with interviews and surveys shaping the Case Prospectus for prospective donors.

The Foundation is working hard on two summer events. A donor and partner celebration for the 3D Concrete Printer installation is planned for July 16, bringing together funders—including NACCE, a new private donor, and Impact 100—and industry partners to mark this milestone. Additionally, the Scholarship Open 2025 planning is well underway, having already met its fundraising goal and reached 75% of golfer capacity. The event is scheduled for August 6.

The Dennon Museum Center concluded its fiscal year with a \$73,000 increase in gross earned revenue over last year. Summer events, including the Dennon Birthday Community Day on July 6, continue to draw strong attendance.

International Affairs Forum is piloting new partnerships, including collaboration with Traverse City Horse Shows in July. Proceeds from ticketed equestrian events will support IAF programming. The Advancement Division is piloting additional partnerships with the Traverse City Horse Shows this summer and fall, including an Alumni Event and a Farm to Stable dinner that will benefit scholarships for culinary students.

The Freshwater Research and Innovation Center

The groundbreaking for the Freshwater Research and Innovation Center is scheduled for Friday, September 12, 2025, and trustees have received an invitation from the President’s office. Prior to the groundbreaking, the FRIC Board of Directors will be meeting for their fall meeting with a focus on branding, tenant attraction, fundraising and construction. Board subcommittees have been meeting periodically during the summer on these topics.

The subcontractor bids continue to stay under budget resulting in a funding gap of only \$3.4M of the \$28.87M total project cost (88% funding of goal obtained). Timken Foundation (Cone Drive) donated \$75,000 last week to the project. With M22 construction ongoing, FRIC took advantage to have Elmer’s run a freshwater line from the bay to the future construction site.

75th Anniversary Steering Committee

Following an active idea-generation phase, the 75th Anniversary Steering Committee has transitioned into a more focused, action-oriented planning structure. The celebration will center around three Signature Events: a Student and Community Celebration in the spring, a History Walk and Time Capsule Dedication in the summer, and a Founder's Day Gala in the fall. In addition, twelve smaller momentum-building events will be supported through an application process to enhance existing campus activities throughout the anniversary year.

To ensure quality and impact, the original subcommittee structure has been retired and replaced with four new Working Groups: Student and Community Celebration, History Walk and Time Capsule, Founders Day Gala, and Momentum Event Vetting. These groups will be responsible for planning and executing the signature events, reviewing proposals, and engaging the campus community. A confirmed \$100,000 budget has been allocated to support these efforts. Volunteers have been invited to stay involved by joining a Working Group, remaining on the Steering Committee, or stepping back as planning moves into this next phase. The 75th Anniversary will be a remarkable celebration of NMC's legacy, community, and future.

3D Concrete Printing Consortium

NMC will be participating in the inaugural meeting of the 3D Concrete Printing Consortium, being held at Aims Community College in Greeley, Colorado, on September 18. This consortium will bring together key industry partners with the pioneering education institutions: NMC, Aims Community College, Rio Salado College, University of Wisconsin-Stout, Penn State University, Clemson University, and Ontario Tech University. It will afford us an opportunity to engage with these other entrepreneurial-minded institutions/leaders, and ask, *How can the 3D concrete printing world continue to innovate construction technology and work together to achieve the same goals?*

Higher Learning Commission Student Success Academy Update

The college's HLC Student Success Academy Team completed the next step in moving forward with the two project proposals that are part of the college's accreditation process. The academy assigned HLC mentor reviewed our proposal outlines and praised the college for their thoroughness and thoughtfulness. In his words, he considered our presentation as "top drawer" in comparison to other colleges he reviewed. The proposals--the expansion of our student advising system and the development of strategies to improve student course success--were approved. We now move to the final stage of submitting our formal written proposal for HLC approval. Once approved, NMC will devote the next three years to implementing the two projects.

Recognition for Troy Kierczynski, Vice President for Finance & Administration

Our very own Troy Kierczynski has been selected for a feature profile piece/is being recognized by the *Record-Eagle* in their upcoming annual publication, "Leaders of Northern Michigan". Be sure to read the article on Sunday, August 11th.

Troy, has contributed to so many of our NMC achievements this past year: execution of year #1 of our Campus Master Plan; a major reorganization of the facilities department (ending the decades-long contract with Sodexo and bringing the work back in-house, as well as the hiring of a stellar new team including Garrett Croon, Ben Herman, and Tom Caswell; the reimagining of our Security function; acquisition and renovation of the new Front Street apartments; leading the PESR program review process (realizing nearly \$1 million in cost savings and new revenue); not to forget, the on time and under budget Aviation Expansion project! Troy also found time to volunteer as a board member with the Traverse Bay Children's Advocacy Center, serving as Treasurer. And, as we know there was so much more: continuing to execute on the Safety and Security Assessment; planning for Osterlin renovation and the University Center's future; as well as the Geothermal Project planning. What I love most about his outstanding work that has earned him this recognition, is that it's not only good fiscal stewardship, Troy is also doing work that's strengthening our culture and making NMC future-ready!

Trends in Higher Education Articles

As promised, I'm sharing relevant articles (that I and President's Council have been reading) that speak to trends, risks, challenges, and opportunities in community colleges, to help keep us informed and to invite conversation about how NMC is addressing such issues. This month, I'm sharing:

- [Expanding what success means for our nation's community colleges](#) - Community College Daily
- ['Toolbelt' Generation](#) – University Business
- [To employers, AI skills aren't just for tech majors anymore](#) – Hechinger Report
- [Community colleges as engines for economic development](#) – Community College Daily

Upcoming Dates of Note

- **July 16** - 3D Concrete Printer Ribbon Cutting
- **July 21** - BOT Regular Monthly Meeting (Parsons-Stulen 222/224)
- **July 30 - August 1** - MCCA Summer Conference
- **August 5** - Rotary's Annual Picnic at NMC (and, "State of the College" Update)
- **August 6** - NMC's Scholarship Open Golf Outing
- **August 19** - Opening Conference (Hagerty Center)
- **August 19** - Tentatively Scheduled BSN Pinning Ceremony
- **August 21 & 22** – “Welcome Week” Residence Hall Move In
- **September 12** - Freshwater Research and Innovation Center Groundbreaking
- **September 15** - Aviation Hangar Ribbon Cutting
- **September 23** - University Partners Open House and Welcome at Beckett Building



148 E. Front Street, Suite 203
Traverse City, MI 49685

Phone: (517) 449-6453
www.northernstrategies360.com

MEMO

To: Northwestern Michigan College Board of Trustees
Cc: Dr. Nick Nissley, Ed.D.
From: Gabe Schneider, Founder/Principal, Northern Strategies 360
Date: July 14, 2025
Re: **State/Federal Legislative Update**

State

Session Calendar

With budget negotiations largely stalled, the legislature is not likely to be in session for the remainder of the month, although there is a possibility that a few days may be added next week and into August.

FY26 State Budget

Despite some last-minute momentum, the Michigan Legislature failed to reach agreement on the FY26 budget, including the community college budget, before their self-imposed July 1st deadline. As a result, budget negotiations are likely to continue throughout the summer and into the fall, with a constitutional deadline of September 30th.

Here is a summary of where key provisions for NMC stand:

	Governor's Budget Recommendation	Senate (SB 168)	House (HB 4579)
Performance Funding Statewide (NMC)	4% (3.2%)	3% (2.3%)	-1/2% (-.9%)
ITEMS	--	\$11 million	Does not include
Full funding for MSPERS	Yes	Yes	Does not include
Full Funding for Reconnect 25+	Yes	Yes	Yes
Tuition Restraint	Yes (4.5% or \$227)	Yes (4.5% or \$227)	Yes (3% or \$149)

In addition to these items, the House budget included several other provisions which if not met, would restrict funding to colleges. These include:

- Sec. 217d: Students for Fair Admissions v. Harvard Restrictions
 - House adds language that requires community colleges not to violate Students for Fair Admissions v. Harvard, with a 25% operations reduction for any institution that violates the case. Lists redistribution method for reduced funds.
- Sec. 217e. Restriction on Diversity, Equity, and Inclusion (DEI) Spending
 - House adds language that restricts community colleges from spending any funding on DEI, with the sum of money spent on DEI reduced from operations allocations. Lists redistribution method for reduced funds.
- Sec. 217f. Institutional Salaries Spending Restriction

- House adds language that restricts community colleges from spending more than 10% of salary spending on staff who do not teach, maintain facilities, or protect as law enforcement with the sum of money spent over the cap reduced from operations allocations.
- Sec. 217g. Males in Female Sports Restriction
 - House adds language that restricts community colleges that participate in intercollegiate athletics from allowing biologically defined males from participating in biologically defined female sport teams and authorizes the state budget director to withhold 5% of monthly operations payments until an institution complies.
- Sec. 217h. Remote Employees Report
 - House adds language that requires community colleges to post a list of all employees, including titles and salaries, who work remotely.
- Sec. 217i. Common Areas and Public Ceremonies Race and Sex Restrictions
 - House adds language that restricts community colleges from having any common area spaces that are restricted by sex or race, restricts institutions from having any public ceremonies or gatherings restricted by sex or race, and authorizes the state budget director to withhold 5% of monthly operations payments until an institution complies.

Given the lack of progress on a negotiated budget, we continue to advocate against key House provisions that would have a negative impact on NMC. These include:

- The proposed 1% operations cut
- \$27.4 million shortfall in MPSERS UAAL funding
- The cap on salary expenses for non-instructional staff

We support the following adjustments in the final FY 2026 budget:

- Fully fund the \$27.4 million MPSERS UAAL shortfall per Public Act 127 of 2024.
- Reverse the 1% operations cut and adopt the 4% increase proposed by the Governor.
- Reject the cap on non-instructional salaries, which would cripple essential student support services.

Given the legislative calendar and the likelihood that budget negotiations will last into August, we are holding off on additional statewide coordinated advocacy efforts at this time until we gain a better understanding of legislative direction. However we have written to our state legislative delegation and are meeting with lawmakers in-district to press on these key points.

Capital Outlay

We continue to pursue a strategy for securing a change in the Senate Capital Outlay Bill (SB 163) to include authorization of the Student Services Hub project. The Senate passed bill has been referred to the House Appropriations Committee. However, due to the stalled budget negotiations, it is not likely that a capital outlay bill will move in the near future.

Federal

Budget Reconciliation

On July 4th, President Trump signed H.R. 1 into law, which is also known as the One Big Beautiful Bill Act. Included in this legislation were several provisions that will have an impact on colleges and our students. While passed and signed into law, many of these provisions will still need rules and guidance to be issued by the overseeing agencies. Therefore, we don't fully know how they will be implemented yet. However, we are working closely with our national associations and legislative offices to better understand these provisions and their impact on NMC.

- **Changes to the Pell Grant program**
 - Removes eligibility for students whose aid index is equal to or more than double the Pell grant award max.
 - Removes small business, family farm and commercial fishery assets from student aid index calculation
 - Adds \$12.5B for the Pell Grant shortfall
- **Establishes Workforce Pell (7/1/26)**
 - Department of Education is charged with writing implementation rules
 - For programs 8-15 weeks in length
 - Programs must be in existence and operational at least 1 year prior to being eligible
 - Programs must be determined by the Governor and State Board of Education to be aligned with high-skill, high-wage, in-demand jobs.
 - Requires verified completion rate of at least 70% (measured 180 days after completion)
 - Requires grads meet earning minimum formula
- **Changes to Student Loans**
 - Makes changes for borrowers after July 1, 2026
 - Changes borrowing caps and repayment options for new borrowers
 - Establishes new min repayment (\$10)
 - Establishes a new repayment plan length
 - Allows institutions to set loan limits
 - Removes economic hardship or unemployment deferment Starting July 1, 2027
 - Forbearance limited to 9mo in any 2 year period for loans made after July 1, 2027
- **New accountability measures**
 - Gainful employment for all
 - Department of Education will implement

FY26 Budget

Following passage of H.R.1 Congress now turns its attention to the passage of its 12 annual appropriations bills. So far, we have not seen a markup of the Labor-HHS-Education budget and expect more information to be made available later in July and into early August. However, it is unlikely that we will see meaningful movement of these appropriations bills until this fall or late in the calendar year.

Northwestern Michigan College
Board of Trustees
Building & Site Committee Minutes
July 8, 2025
President's Office Conference Room
Tanis Building
1701 E. Front Street, Traverse City, MI 49686

Committee Chair Kennard Weaver called the meeting to order at 2:30 p.m.

Members Present: Kennard Weaver, Laura Oblinger

Members Absent: Ken Warner

Others Present: Nick Nissley, Lynne Moritz, Troy Kierczynski

Geothermal Project Update—Vice President of Finance and Administration Troy Kierczynski discussed the overview and financial planning for the project. Committee Chair Weaver emphasized the importance of bringing the financing plan to the full Board ahead of the next construction phase. There was discussion regarding borrowing with the option to prepay early and it was noted that authorization to borrow an amount (with a ceiling of an amount not to exceed) will be brought forth to the full Board at the August meeting. It was confirmed that the project timeline combines phase I and II with an anticipated completion by November 2026 and will utilize space under the Cherry Parking Lot (instead of creating greater disruption to the Cedar Lot).

Public Input—There was no public comment offered.

The meeting was adjourned at 2:49 p.m.

Recorded by Lynne Moritz, Executive Director of the President's Office and Board Operations



Northwestern
Michigan
College

MEMO
Office of the
President

To: NMC Board of Trustees
From: Nick Nissley, President
President's Council
Subject: July 2025 Executive Summary

Financial Report—Troy Kierczynski, Vice President of Finance and Administration

- **FY25 Financials & Projections** - The Business Office is working diligently to close the books for FY25, targeting final close by mid-to-late August. FY25 general fund revenues are currently up 7%, and expenses are up 5% compared to last year, and final FY25 projections continue to anticipate a surplus of approximately \$1.75 million (3% of budgeted FY25 revenue).
- **Investments** - The College held \$29,194,000 in investments as of June 30, 2025, with \$22.2 million invested in U.S. Agency Bonds and \$7.0 million invested in short-term commercial paper (3-6 month laddered maturities). Not included in this balance is the College's liquid investments of approximately \$10.25 million.
- **Balance Sheet** - The College's General Fund "Statement of Net Position" shows strengthening over the 3 years presented. The College's FY25 Balance Sheet for all funds will be presented in October as part of the financial audit package.

Enrollment Report—Todd Neibauer, Vice President for Student Services and Technologies

- Contact hours are currently up 11% over last fall.
- There are currently 267 more students currently registered than last year at this time.

PRMC—Diana Fairbanks, Associate Vice President of Public Relations, Marketing, and Communications

Paid Media- ↑

- Applications: 63
- Accounts: 42
- We are in full swing production to support the refresh launch. This includes wayfinding, environmental branding and other supporting materials for key stakeholder groups. You will start to see buds of the new brand appear on campus in coming weeks. We are excited for the vibrancy this will bring to campus for the fall semester. The full brand implementation is expected to take 3 years. We are also using the brand strategy to inform development of the next strategic plan.

Strategic Plan (NMC Next) –Jason Slade, Vice President for Strategic Initiatives

- **Strategy 5- Institutional Distinction and Sustainability:** Leverage distinctive programs that strengthen institutional sustainability and expand global connections for our learners and communities will be reviewed this month. This strategy is robust and is often referred to as a "plan within a plan". The objectives related to the expansion of aviation including the hangar and aircrafts, The Dennon Museum

Center's financial stewardship initiative, and the International Affairs Forum's financial performance are on track. The objectives related to the reimagining of the Great Lakes Culinary Institute, WNMC's sustainability plan, and the development of a maritime culinary certification program are completed and being monitored to ensure continued effectiveness. The Great Lakes Water Studies Institute and Dennon Museum are implementing steps associated with the college's Program Enhancement and Sustainability Review (PESR) process. PESR is providing a deep dive into the operations of both areas and will provide recommendations for the upcoming fiscal years, providing additional accountability once this strategic plan sunsets.

**NORTHWESTERN MICHIGAN COLLEGE
BOARD OF TRUSTEES
MINUTES
Monday, June 23, 2025
Timothy J. Nelson Innovation Center
Room 106/107**

CALL TO ORDER—Chair Laura J. Oblinger called the regular meeting to order at 5:30 p.m.

ROLL CALL

Trustees present: Laura J. Oblinger, Kennard R. Weaver, Kenneth E. Warner, Pamela T. Horne, Mark B. Keely

Trustees participating remotely: Andrew K. Robitshek (from Saline, MI)

Trustees absent: None

Also present: President Nick Nissley, Lynne Moritz, Diana Fairbanks, Troy Kierczynski, Lindsey Lipke, Kyle Morrison, Todd Neibauer, Stephen Siciliano, Jason Slade, Katharine Marvin, Molly Norville, Hollie DeWalt, Marcus Bennett, Leah Moskovitz, Kevin Query, Jody Lundquist, Myk Garn, Ken Peress, Becca Richardson, Kathryn DePauw, Laura Stevens Matchett, Cheryl Bloomquist

REVIEW OF AGENDA—The agenda was accepted as presented.

Note: Trustee Robitshek participated remotely via zoom and therefore did not count towards a quorum, nor was he able to vote for any of the action items or roll call votes throughout the meeting.

Review of Trustee Selection Process—The trustee selection process was reviewed before the following candidates introduced themselves and presented on why they should be selected to fill the vacancy due to Trustee Chris Bott's resignation on June 9, 2025: Myk Garn, Kevin Query, Leah Moskovitz, Jody Lundquist. Brad Akers also submitted his application for the vacancy but was unable to attend the meeting in person. Trustees shared their top three applicants.

Board Appointment—Kennard Weaver made a motion, seconded by Ken Warner, that Jody Lundquist be appointed to fill the vacancy on the Northwestern Michigan College Board of Trustees per the Michigan Community College Act. The motion passed with the following roll call vote: Yes—Pam Horne, Kennard Weaver, Ken Warner, Mark Keely, Laura Oblinger; No—none. The motion passed unanimously.

Election of Secretary—On a motion by Mark Keely, seconded by Kennard Weaver, Pam Horne was elected Secretary due to the resignation of Trustee Chris Bott. The motion passed unanimously.

BUDGET HEARING—The regular meeting was closed and the budget hearing opened at 6:03 p.m. on a motion by Pam Horne, seconded by Ken Warner, with the following roll call vote: Yes—Pam Horne, Ken Warner, Kennard Weaver, Mark Keely, Laura Oblinger; No—None.

FY26 Budget Review—Troy Kierczynski, Vice President of Finance and Administration, sought questions regarding the proposed budget for FY26 that included the proposed property tax millage rate of 2.0050 mills for operating purposes. As there were no significant changes to the budget since last presented to the Board in May, there was minimal discussion.

Public Comment—There was no public input offered pertaining to the budget hearing.

Budget Hearing Adjournment—A motion was made by Pam Horne, seconded by Mark Keely, that the budget hearing be closed and the regular meeting reconvened. The motion passed with the following roll call vote: Yes—Pam Horne, Kennard Weaver, Ken Warner, Mark Keely, Laura Oblinger; No—None; and the regular meeting reconvened at 6:06 p.m.

STRATEGIC FOCUS

Strategic Initiatives Update: Community Partnerships & Engagement—Jason Slade, Vice President of Strategic Initiatives, presented as the champion of strategy 4, which included emphasis on the Community Attitude and Awareness Survey.

REPORTS AND PRESENTATIONS

Faculty Report—Cheryl Bloomquist presented on early childhood education and numerous integrated community partnerships to address the regional childcare crisis.

PUBLIC INPUT—There was no public input offered.

UPDATES

President's Update—President Nick Nissley thanked VP Kierczynski for his work on the FY26 budget before sharing federal and state budget challenges and news of a proposed East Bay Beach Corridor potentially supported by tax increment financing. In positive news, President Nissley announced that business instructor Kristy McDonald has been chosen to receive the MCCA Outstanding Faculty Award. The Great Lakes Maritime Academy's new tug boat, *Robinson Bay*, arrived in June and will provide training opportunities for cadets. All sixteen of this year's Police Academy candidates passed the licensing exam. Nissley also shared news of confirmed tenants in the Freshwater Research & Innovation Center, which will break ground this fall.

Board Chair Update—Chair Laura Oblinger thanked Foundation Board members for their engagement. Oblinger noted the upcoming Scholarship Open on August 6 and welcomed the new Chief Advancement Officer Katharine Marvin.

CONSENT ITEMS—On a motion by Ken Warner, seconded by Pam Horne, the following items were approved by a unanimous vote as a group without discussion:

Minutes of the May 19, 2025, regular meeting
Enrollment Report—Todd Neibauer, Vice President, Student Services and Technologies
Financial Report—Troy Kierczynski, Vice President, Finance and Administration
Public Relations, Marketing, & Communications Report—Diana Fairbanks, Associate Vice President of Strategic Communications and Change Initiatives
Foundation Report—Katharine Marvin, Vice President of Advancement
Presidential Performance and Compensation Committee—Laura Oblinger, Committee Chair
Executive Committee—Laura Oblinger, Committee Chair
Building and Site Committee—Kennard Weaver, Committee Chair

ACTION ITEMS

Certification of Taxes—Kennard Weaver made a motion, seconded by Mark Keely to adopt a resolution authorizing the millage rate of 2.0050 mills be levied for operation purposes for FY26. The motion passed unanimously. Note that the agenda provided at the meeting incorrectly listed the 2025 mill rate in the action item language; this has been corrected.

Adoption of Budgets and Tuition Rates—Pam Horne made a motion, seconded by Ken Warner, to adopt budget resolutions and budgets based on the tuition and fee rates for the FY26 as presented. The motion passed unanimously.

Resolution of Appreciation—Mark Keely made a motion, seconded by Pam Horne, recommending adoption of a Resolution of Appreciation for Chris M. Bott in recognition of his dedicated service and significant contributions to the Northwestern Michigan College Board of Trustees. The motion passed unanimously.

Blanket Purchase Orders—On a motion by Pam Horne, seconded by Ken Warner, the Board authorized for administration to create blanket purchase orders for each vendor identified on the presented spreadsheet for the total of the estimated FY26 costs. The motion passed unanimously. Note that the agenda provided at the meeting incorrectly listed FY25 in the action item language; this has been corrected.

Culinary Maritime Certificate Level II—Pam Horne made a motion, seconded by Mark Keely, to discontinue the Level I Culinary Arts certificate with Maritime emphasis, and the approve of a new Level II Culinary Arts certificate with Maritime emphasis. The motion passed unanimously.

Gateway Signage—Ken Warner made a motion, seconded by Pam Horne, recommending authorization for the administration to enter into a contract with Image 360 in the amount of \$131,931 (which includes \$10,000 contingencies) to refurbish the gateway signage on all NMC campuses, to be funded by the Strategic Fund. The motion passed unanimously.

Directional Signage—On a motion by Pam Horne, seconded by Mark Keely, the Board authorized for the administration to enter into a contract with Signplicity in the amount of \$95,356 to upgrade directional signage on all NMC campuses, to be funded by the FY26 Plant Fund budget. The motion passed unanimously.

Dennos Museum Roof Replacement—Mark Keely made a motion, seconded by Pam Horne, recommending authorization for the administration to enter into a contract with Arrow Roofing and Sheet Metal in the amount of \$78,868 to replace the Janis Community Room roof at the Dennos Museum. The source of funding is the Plant Fund. The motion passed unanimously.

New Jobs Training Agreements—Kennard Weaver made a motion recommending authorization for administration to enter into the following agreements under the Michigan New Jobs Training Program (MNJTP): Neuco Furniture and Upholstery (new), Warbird Protection Group (new), and Bulmann Enterprises (amended). Mark Keely seconded the motion and it passed unanimously.

Poplar Lot Repaving—Kennard Weaver made a motion, seconded by Ken Warner, recommending authorization for the administration to enter into a contract with Molon Asphalt, Inc for the sum of

\$55,400 for repaving the Poplar Lot, which serves the James Beckett building. The source of funding for this project is the FY26 Plant Fund. The motion passed unanimously.

Parking Lot Maintenance—On a motion by Kennard Weaver, seconded by Mark Keely, the Board authorized for administration to enter into a contract with Quality Sealcoating, Inc. in the amount of \$69,938 to complete the work described in the scope of this project. The source of funding for this project is the FY26 Plant Fund. The motion passed unanimously.

REVIEW OF FOLLOW-UP REQUESTS—Confirmed requests made by the Board that require administrative follow-up for information to be provided to the Board at a later date.

- **Follow up on Community Attitude and Awareness Survey data**

ADJOURNMENT—The meeting adjourned at 7:03 p.m.

Recorded by Lynne Moritz, Executive Director of the President's Office and Board Operations.

SIGNED _____
Laura J. Oblinger, Chair

ATTESTED _____
Pamela T. Horne, Secretary



MEMO Enrollment Services

To: Dr. Nick Nissley, President
 From: Todd Neibauer, VP for Student Services and Technologies
 Date: July 14, 2025
 Subject: Fall 2025 Enrollment Update

Fall 2025

Contact hours are currently up 11% over last fall. There are currently 267 more students currently registered than last year at this time with gains in all age ranges except 51+.

	FA 2022	FA 2023	FA 2024	FA 2025	△
Inquiries	3,370	3,466	3,328	3,337	0.3%
Applicants	2,758	3,014	3,086	3,192	3.4%
% Applied	81.8%	87.0%	92.7%	95.7%	2.9%
Admits	1,943	1,976	2,104	2,209	5.0%
% Admitted	70.4%	65.6%	68.2%	69.2%	1.0%
Admits Registered	910	888	917	1,029	12.2%
% Admits Registered	46.8%	44.9%	43.6%	46.6%	3.0%
Prior Admits Registered	25	41	29	32	10.3%
Retained Students	1,434	1,328	1,365	1,511	10.7%
% Retained	46.4%	46.3%	46.2%	48.0%	1.7%
Return Students	144	178	165	173	4.9%
Average Contact Hours	11.16	11.08	11	11.02	0.2%
Total Headcount	2,506	2,433	2,476	2,743	10.8%
Total Contact Hours	24,149	23,096	23,386	26,076	11.5%
Tuition	5,783,994	5,909,264	6,091,128	7,046,659	15.7%

(Resources: Digital Dashboard – Same Date Comparison FA2022-2025)



MEMO

Administrative Services

To: Dr. Nick Nissley, President

From: Troy Kierczynski, Vice President of Finance and Administration

Date: July 14, 2025

Subject: Summary Report for the General Fund as of June 30, 2025

The attached reports summarize the financial results for the General Fund as of June 30, 2025. **Although FY25 has officially ended, the Business Office is still finalizing year-end adjustments, including those related to revenue, salary and benefit accruals, accounts payable invoices, and internal charges. As a result, the year-to-date figures as of June 30, 2025, are expected to change.**

Month End Results

The month-end reports are interim and not a reflection of actual year-end results.

The timing of revenue and expenses fluctuates throughout the year and will affect year-end results.

As of year-to-date June 2025, the General Fund shows a surplus of \$5,591,651, with revenues exceeding expenses. Revenue has grown by 7% compared to the same period in June 2024. Expenses have risen by 31% over the same timeframe, primarily due to the timing of capital purchases.

Revenue (letters refer to the attached General Fund summary)

- A. Tuition and fees: For Summer 2025, the budget was set at 5,218 contact hours for a total budget revenue of \$1,247,604. Actual summer contact hours are projected at 6,290 with an actual projected revenue of \$1,536,999. Summer revenue is trending over budget by \$289,395.
- B. Property Taxes: Tax revenue is recorded as payments are received. The overall increase for the fiscal year is expected to be 9% over the previous fiscal year.
- C. State Sources include operational appropriations, personal property tax payments and MPSERS offset payments. State appropriations payments began in October 2024.
- D. Actual year-to-date investment income recorded for fiscal year 2025 reflects interest and dividend income only. Unrealized gains or losses are held on the balance sheet during the year and will be recognized at fiscal year-end. Year-to-date realized gains and losses are shared quarterly in the investment memo
- E. Both Private Sources and Other Sources are timing and event-dependent.

Expenses

- A. Salaries and benefits are tracking under budget.
- B. Overall expenses are under budget at this time.
- C. Capital Outlay reflects expenditures budgeted through the allocation of COAT dollars.

Northwestern Michigan College

Unaudited



Month end reports are interim and not a reflection of year end results.

Summary Report for General Fund Accounts Fiscal Year 2025, Period 12

Funds	Accounts	2024-2025 Adjusted Budget	YTD Activity	% of Annual Budget	
TOTAL GENERAL FUND					
50	Revenues				
	Tuition and Fees	23,905,070	25,033,821	104.72%	A
	Property Taxes	14,933,023	14,890,969	99.72%	B
	Other Local	0	0	*	
	Local Sources	38,838,093	39,924,790	102.80%	
	State Sources	11,155,934	12,729,141	114.10%	C
	Federal Sources	0	0	*	D
	Private Sources	1,346,370	900,224	66.86%	E
	Investment Income	450,000	916,991	203.78%	D
	Other Sources	<u>617,000</u>	<u>634,560</u>	102.85%	E
	Total Revenues	52,407,397	55,105,706	105.15%	
60	Labor				
	Salaries and Wages	24,638,366	23,522,885	95.47%	F
	Benefits	<u>10,588,846</u>	<u>10,509,881</u>	99.25%	F
	Total Labor	35,227,212	34,032,766	96.61%	
70	Expenses				
	Purchased Services	4,281,886	4,713,196	110.07%	G
	Supplies and Materials	3,384,460	3,306,002	97.68%	G
	Internal Services	143,940	145,607	101.16%	G
	Other Expenses	1,634,903	1,489,001	91.08%	G
	Institutional Expenses	1,954,864	2,098,197	107.33%	G
	Maintenance and Renovation	2,317,272	2,359,687	101.83%	G
	Prof Develop, Travel and Events	662,860	603,806	91.09%	G
	Capital Outlay	<u>150,000</u>	<u>231,709</u>	154.47%	H
	Total Expenses	14,530,185	14,947,205	102.87%	
	Total Expenditures	49,757,397	48,979,971	98.44%	
80	Transfers				
	Transfers	2,650,000	534,084	20.15%	
	Total Transfers	<u>2,650,000</u>	<u>534,084</u>	20.15%	
	Total Expenditures and Transfers	52,407,397	49,514,055	94.48%	
	Net Revenues over (under) Expenditures	0	5,591,651		



**Northwestern Michigan College
Comparison - Fiscal Year to Date
General Fund
June 2025 vs. June 2024**

INTERIM
This statement does not
reflect year-end results.

	YTD 6/30/2025	YTD 6/30/2024	\$ Diff	% Diff	Comments
Revenue					
Local Sources:					
Tuition & Fees	\$ 25,033,821	\$ 23,682,701	\$ 1,351,120	6%	Primarily due to higher enrollment in FY25 than prior year and higher flight fee revenue in FY25
Property Taxes	14,890,969	13,771,898	1,119,071	8%	Timing of property tax payments received from townships and overall increases in property values
Total Local Sources	39,924,790	37,454,599	2,470,191	7%	
State Sources	12,558,892	11,317,394	1,241,498	11%	Primarily due to multiple one time MPSERS reimbursements received in FY25
State PPT Reimbursement	170,249	207,430	(37,181)	-18%	Lower PPT reimbursement in FY25
Private Sources	900,224	899,028	1,196	0%	Consistent with prior year
Investment Income	916,991	1,137,748	(220,757)	-19%	Interest rates in FY25 are down compared to FY24
Other Sources	634,560	583,476	51,084	9%	Primarily due to slightly higher administrative fee revenue from New Jobs Training Program, slightly higher Lobdell's revenue, and slightly higher office rental revenue in FY25; partially offset by lower facility rental revenue in FY25
Total Revenue	55,105,706	51,599,675	3,506,031	7%	
Expenses					
Salaries and Wages	23,522,885	23,307,069	215,816	1%	Consistent with prior year
Benefits	10,509,881	10,274,570	235,311	2%	Consistent with prior year; impacted by increasing health benefit costs
Purchased Services	4,713,196	3,967,238	745,958	19%	Primarily due to transition of adjunct and supplemental staff to EduStaff in FY25; partially offset by lower legal expenses in FY25
Supplies & Materials	3,306,002	3,081,239	224,763	7%	Primarily due to higher international trip fees, course related expenses, and software/licensing expenses in FY25
Internal Services	145,607	128,168	17,439	14%	Timing of internal events/charges
Other Expenses	1,489,001	1,460,109	28,892	2%	Consistent with prior year
Institutional Expenses	2,098,197	1,826,433	271,764	15%	Due to reclassification of internet/fiber expenses in FY25
Maintenance & Renovation	2,359,687	2,028,030	331,657	16%	Primarily due to higher software maintenance, facilities, and grounds maintenance expenses in FY25
Professional Development	603,806	648,741	(44,935)	-7%	Lower professional development expenses in FY25
Capital Outlay	231,709	115,517	116,192	101%	Timing of COAT purchases; alignment lift (Auto Tech - \$36,465), lift/trailer (Facilities - \$30,100), electrical trainer (Auto Tech - \$41,994), 3D printer (Construction Technology - \$123,150) were purchased in FY25
Total Expenses	48,979,971	46,837,114	2,142,857	5%	
Transfers	534,084	503,523	30,561	6%	Aviation flight hours transfer offset by indirect cost recovery from ADN to BSN grant
Total Expenses & Transfers	49,514,055	47,340,637	2,173,418	5%	
Net Revenue Over (Under) Expenses	\$ 5,591,651	\$ 4,259,038	\$ 1,332,613	31%	



**Northwestern Michigan College
Comparison - Month Over Month
General Fund
June 2025 vs. May 2025**

INTERIM
This statement does not
reflect year-end results.

	YTD 6/30/2025	YTD 5/31/2025	June 25 Activity	May 25 Activity	Comments
Revenue					
Local Sources:					
Tuition & Fees	\$ 25,033,821	\$ 24,280,855	\$ 752,966	\$ 969,830	Primarily due to the combination of spring and summer tuition allocations in May vs. just summer tuition allocations in June
Property Taxes	14,890,969	14,890,969	-	435,220	Timing of tax collections received
Total Local Sources	39,924,790	39,171,824	752,966	1,405,050	
State Sources	12,558,892	11,346,192	1,212,700	1,410,576	Timing of MPSERS offset payments received
State PPT Reimbursement	170,249	170,249	0	99,043	PPT reimbursement payment received in May
Private Sources	900,224	900,224	-	-	Timing of quarterly Foundation support
Investment Income	916,991	829,374	87,617	66,334	Higher interest and dividend income in June
Other Sources	634,560	583,842	50,718	76,532	Primarily due to timing of annual purchasing card rebate received in May
Total Revenue	55,105,706	53,001,705	2,104,001	3,057,535	
Expenses					
Salaries and Wages	23,522,885	21,598,622	1,924,263	3,001,446	Three pay periods in May
Benefits	10,509,881	9,661,942	847,939	1,172,416	Three pay periods in May
Purchased Services	4,713,196	4,138,142	575,054	348,885	Reclassification of ADN-BSN expenses from State grant fund to the general fund, stemming from FY24 single audit finding
Supplies & Materials	3,306,002	3,101,064	204,938	257,073	Primarily due to timing of software and classroom supplies expenses
Internal Services	145,607	135,535	10,072	38,790	Timing of internal events/charges
Other Expenses	1,489,001	1,358,142	130,859	141,103	Consistent with prior month
Institutional Expenses	2,098,197	1,961,163	137,034	152,483	Consistent with prior month
Maintenance & Renovation	2,359,687	1,967,318	392,369	155,701	Primarily due to timing of software maintenance payments made in June
Professional Development	603,806	550,976	52,830	47,550	Consistent with prior month
Capital Outlay	231,709	231,709	-	-	No capital expenses in June
Total Expenses	48,979,971	44,704,613	4,275,358	5,315,447	
Transfers	534,084	252,841	281,243		- Aviation flight hours transfer offset by indirect cost recovery from ADN to BSN grant
Total Expenses & Transfers	49,514,055	44,957,454	4,556,601	5,315,447	
Net Revenue Over (Under) Expenses	\$ 5,591,651	\$ 8,044,251	\$ (2,452,600)	\$ (2,257,912)	



Northwestern Michigan College
Income Statement Projections - General Fund
For the Year Ended June 30, 2025
As of 7/9/2025

INTERIM

This statement does not reflect
year-end results.

	FY24 Actual	FY 25 Budget	YTD 7/9/2025	FY 25 Projected	Difference vs. Budget	Comments
Revenue						
Local Sources:						
Tuition & Fees	\$ 23,655,079	\$ 23,905,070	\$ 25,033,821	\$ 25,118,310	1,213,240	Enrollment was higher than expected in all semesters for FY25. Also, aviation flight fees are trending higher than budgeted.
Property Taxes	13,771,898	14,933,023	14,890,969	14,890,969	(42,054)	In line with budget
Total Local Sources	37,426,977	38,838,093	39,924,790	40,009,280	1,171,187	
State Sources	11,497,020	11,005,934	12,558,891	12,908,891	1,902,957	Currently trending above budget due to one time payment from the State and one time payments from MPSERS
State Property Tax Reimbursement	207,430	150,000	170,249	170,249	20,249	In line with budget
Federal Sources	9,200	-	-	-	-	GLMA direct funding is now recognized in restricted funds instead of the general fund
Private Sources	1,347,572	1,346,370	900,224	1,296,370	(50,000)	In line with budget
Dividend and Interest Income	1,132,582	450,000	916,991	916,991	466,991	The College continues to take advantage of a favorable interest rate environment
Unrealized Gain (Loss) on Investments	414,160	-	-	-	-	Not projected due to volatility of unreal. losses; see quarterly investments memo (Jan/Apr/Jul/Oct)
Other Sources	615,380	617,000	642,803	656,025	39,025	Lobdell's sales and facility and office rental revenue trending higher than budget; offset by lower miscellaneous revenue projections than budget
Total Revenue	52,650,321	52,407,397	55,113,949	55,957,807	3,550,410	
Expenses						
Salaries and Wages	24,235,147	24,638,366	23,522,885	24,590,669	(47,697)	Trending below budget due to position vacancies
Benefits	10,575,159	10,588,846	10,509,881	11,317,301	728,455	Trending above budget primarily due to rising health benefit costs and MPSERS expenses
Purchased Services	4,111,289	4,281,886	4,713,196	4,940,737	658,851	Trending above budget due to impacts of EduStaff transition and other purchased services and impacts from reclassification of AND-BSN expenses from State grant fund to the general fund (stemming from FY24 single audit finding)
Supplies & Materials	3,163,600	3,384,460	3,306,002	3,554,800	170,340	Trending above budget due to EES and academic international trip expenses and classroom supply expenses
Internal Services	144,823	143,940	145,607	152,516	8,576	In line with budget
Other Expenses	1,437,647	1,634,903	1,489,001	1,657,586	22,683	Trending above budget for Native tuition waivers and recruiting expenses; partially offset by lower equipment rental expenses
Institutional Expenses	1,925,883	1,954,864	2,098,197	2,343,781	388,917	Rising electrical and insurance costs + reclassification of internet/dark fiber expenses
Maintenance & Renovation	1,834,669	2,317,272	2,356,707	2,451,987	134,715	Primarily impacted by maintenance of facilities expenses and third party maintenance of grounds expenses
Professional Development	674,403	662,860	603,806	655,562	(7,298)	In line with budget
Capital Outlay	437,258	150,000	231,709	231,709	81,709	Overage due to 3D printer, which will be directly offset by private sources (NMCf funding)
Total Expenses	48,539,878	49,757,397	48,976,992	51,896,649	2,139,252	
Transfers Out (In)						
Plant Fund - General Maintenance	2,770,000	1,400,000	-	1,400,000	-	Budgeted transfer for maintenance of capital
Plant Fund - Technology Maintenance	500,000	600,000	-	600,000	-	Budgeted transfer for maintenance of technology
Plant Fund - Aviation Capital Fund	542,285	600,000	403,080	403,080	(196,920)	Budgeted transfer for Aviation equipment fund; based on revenue, calculated using tach hours
Plant Fund - Aviation Debt Service	-	250,000	-	250,000	-	Actual debt service for 2024 Aviation bonds will be slightly lower than budgeted
Plant Fund - New Capital Projects	-	500,000	-	1,250,000	750,000	Transfer current year surplus towards new projects
Bd Designated - Strategic Projects	275,000	350,000	-	350,000	-	Budgeted transfer for strategic projects, plus \$150k in additional surplus
Bd Designated - Fund for Transformation	50,000	50,000	-	50,000	-	Budgeted transfer for funds for transformation
Restricted - GLMA Direct Support	(896,078)	(1,100,000)	-	(1,100,000)	-	Transfer MARAD restricted funds to the general fund to support academy operations
Program Specific	(161,815)	-	(150,239)	(150,239)	(150,239)	
Total Transfers	3,079,392	2,650,000	252,841	3,052,841	402,841	
Total Expenses & Transfers	51,619,270	52,407,397	49,229,833	54,949,490	2,542,093	
Net Revenue Over (Under) Expenses	\$ 1,031,051	\$ -	\$ 5,884,116	\$ 1,008,317	\$ 1,008,317	

Northwestern Michigan College
Statement of Net Position
General Fund
June 30, 2025



	As of June 30,		
Assets	2025	2024	2023
Current assets			
Cash and cash equivalents	\$ 16,276,056	\$ 11,118,482	\$ 13,360,061 A
Accounts receivable, net	4,210,573	3,852,807	3,528,219 B
Prepaid expenses and other current assets	2,337,159	2,447,856	1,254,206
Total current assets	22,823,788	17,419,145	18,142,486
Noncurrent assets			
Long-term investments	20,612,023	22,977,144	18,498,161 A
Due to other funds	(18,067,483)	(20,879,619)	(20,595,799)
Total noncurrent assets	2,544,541	2,097,525	(2,097,638)
Total assets	\$ 25,368,329	\$ 19,516,670	\$ 16,044,848
Liabilities			
Current liabilities			
Accounts payable	\$ 35,306	\$ 401,620	\$ 564,449 C
Accrued payroll	2,032,304	2,027,393	2,007,720
Unearned revenue	1,927,004	2,150,058	1,511,024
Total current liabilities	3,994,615	4,579,071	4,083,193
Noncurrent liabilities			
Voluntary separation plan	\$ (40,922)	\$ 120,356	\$ 20,800 D
Total noncurrent liabilities	(40,922)	120,356	20,800
Total liabilities	\$ 3,953,693	\$ 4,699,427	\$ 4,103,993
Net position			
Net position, beginning of year	\$ 11,591,780	\$ 10,504,396	\$ 10,327,835
Change in net position	9,822,856	4,312,847	1,613,020
Total net position	21,414,636	14,817,243	11,940,855
Total liabilities and net position	\$ 25,368,329	\$ 19,516,670	\$ 16,044,848

Notes:

A - Cash and investments balances fluctuate due to timing of investment purchases, sales, and payroll.

B - Accounts Receivable impacted by timing of recognition of quarterly Foundation support

C - Accounts Payable balances fluctuate due to timing of accounts payable processes

D - Timing of year end processes and fiscal year end accrual journal entries



MEMO
Administrative Services

To: Troy Kierczynski, VP Finance and Administration

From: Lindsey Lipke, Controller

Date: July 11, 2025

Subject: Realized and Unrealized Investment Gains & Losses for the Quarter Ended June 30, 2025

Northwestern Michigan College (“the College”) manages its investments in effort to maximize returns while carefully assessing portfolio security, interest rate risk, and cash flow needs. The College’s investment options are limited to those allowable under Michigan’s *Community College Act of 1966*, as amended, including but not limited to bonds, treasury bills, treasury notes, certificates of deposit, savings accounts, commercial paper, and mutual funds, trusts, or investment pools composed entirely of instruments that are eligible collateral.

The College invests primarily in bonds, commercial paper, and certificates of deposit. In its long-term strategy, the College typically holds investments to maturity rather than seeking short-term gains at the expense of future returns. Market conditions ultimately drive the College’s investment holdings, income and overall performance.

The College reports investments on its statement of net position at fair value. Dividends, interest, and gains (realized and unrealized) are reflected in aggregate as **net investment income** in the College’s statement of revenue, expenses, and changes in net position. The College recognized the following investment income (general fund only):

Investment Income - General Fund Only

For the periods ending:

	June 30 2023	June 30 2024	June 30 2025
Realized gains (losses)	\$ -	\$ -	\$ -
Unrealized gains (losses)	(501,288)	411,665	969,065
Dividends and interest	543,467	1,149,323	916,991
Investment income, net	42,179	1,560,988	1,886,056

The College had no realized gains in fiscal years 2023, 2024, or 2025 (year to date) related to investments.

The unrealized losses in fiscal year 2023 represents a rebound in bond market rates after bottoming out in June 2020. In fiscal years 2024 and 2025 (year to date), we began recognizing unrealized gains again.

In March 2020, the Fed enacted emergency rate cuts, slashing the federal funds rate to near zero in response to the economic impact of the Coronavirus pandemic. In response to inflation concerns, the Fed began rate increases in March 2022. In fall 2024, the Fed began a rate cutting cycle and anticipates further cuts in fall 2025.

An increase in dividends and interest beginning in 2024 are partially due to more favorable market conditions and partially due to the College’s short-term investment strategy which is taking advantage of prevailing rates in liquid money market and commercial paper. While not as high as FY24, the College is continuing to see favorable conditions in FY25.

Northwestern Michigan College
Investments Held
June 30, 2025

Financial Institution	CUSIP	Security Issuer	Abbr.	Security Type	Maturity	Coupon or Interest Rate	Interest Frequency	Cost	NMC Notes
Huntington Bank	313OB1P43	Federal Home Loan BKS	FHLB	U.S. Agency Bond	6/27/2034	5.860%	Semi-Annual	\$ 1,500,000	callable 7/5/25
Huntington Bank	3134GWNX0	Federal Home Loan Mortgage Corporation	FHLM	U.S. Agency Bond	8/27/2030	1.100%	Semi-Annual	\$ 3,900,000	callable on 8/27/25
Huntington Bank	3134HBDR9	Federal Home Loan Mortgage Corporation	FHLM	U.S. Agency Bond	3/18/2030	4.300%	Semi-Annual	\$ 1,800,000	callable on 9/18/26
Huntington Bank	3135GA3L3	Federal National Mortgage Association	FNMA	U.S. Agency Bond	11/23/2029	1.070%	Semi-Annual	\$ 5,000,000	callable on 8/23/25
Huntington Bank	3136G4N33	Federal National Mortgage Association	FNMA	U.S. Agency Bond	8/27/2025	0.500%	Semi-Annual	\$ 5,000,000	matures 8/27/2025
Huntington Bank	3136G45G4	Federal National Mortgage Association	FNMA	U.S. Agency Bond	10/27/2028	0.750%	Semi-Annual	\$ 5,000,000	callable on 7/27/25
Huntington Bank	07260AWQ6	Bay Square FDG LLC Disc Commercial Paper		Commercial Paper	9/24/2025	4.350%	Maturity	\$ 935,000	matures 9/24/2025
Huntington Bank	43851TVU7	Honeywell Intl Inc Disc Commercial Paper		Commercial Paper	8/28/2025	4.380%	Maturity	\$ 1,390,000	matures 8/28/2025
Huntington Bank	53943FXNO	Lloyds Bank PLC Disc Commercial Paper		Commercial Paper	10/22/2025	4.250%	Maturity	\$ 1,300,000	matures 10/22/2025
Huntington Bank	55458EXE5	Mackinac Fdg Co LLC Asset BKD Disc Coml Paper		Commercial Paper	10/14/2025	4.400%	Maturity	\$ 1,500,000	matures 10/14/2025
Huntington Bank	56037BW42	Mainbeach FDG DAC Disc Commercial Paper		Commercial Paper	9/4/2025	4.250%	Maturity	\$ 999,000	matures 9/4/2025
Huntington Bank	62479LU78	MUFG Bank Ltd Disc Commercial Paper		Commercial Paper	7/7/2025	4.400%	Maturity	\$ 870,000	matures 7/7/2025
Total Investments Held								\$ 29,194,000	



MEMO

*Public Relations, Marketing,
and Communications*

To: Nick Nissley, President

From: Diana Fairbanks, Associate VP of PR, Marketing and Communications

Date: 7-11-25

Subject: June 2025 Monthly Report

June is a slower month on campus with less activity. Results were mixed across media categories. For paid campaigns, we saw an uptick in applications MOM as we recalibrated our spend and strategy. Earned media performance was mixed, but in line with historical averages. Stories earning the most coverage include EV training for automotive and a marine tech success story. NMC Now featured the success story of [NMC Automotive Tech](#) instructor Wayne Moody, his alumna daughter and electric vehicle training. Shared media followers continue to increase with highest performing posts Marine Tech alumni, Automotive success, GLMA cruise. We are in full swing production to support the refresh launch. This includes wayfinding, environmental branding and other supporting materials for key stakeholder groups. You will start to see buds of the new brand appear on campus in coming weeks. We are excited for the vibrancy this will bring to campus for the fall semester. The full brand implementation is expected to take 3 years. We are also using the brand strategy to inform development of the next strategic plan. NMC Public Relations, Marketing and Communication key performance indicators for May 2025 include:

Paid Media- ↑

- Applications: 63
- Accounts: 42

Earned Media- mixed

- Media mentions: 107
- Positive/neutral sentiment: 99%
- Publicity value: \$64,000

Owned Media - flat

- ***NMC Now:***
 - Subscribers: 938
 - Open Rate: 29.1%

Shared Media ↑

- Facebook followers: +2% YOY
- Total followers: 14,203
- Instagram followers: +1% YOY
- Total followers: 4,171



To: NMC Board of Trustees
President Nick Nissley, Ed.D.

From: Katharine Marvin, Vice President of College Advancement

Date: July 21, 2025

Subject: Foundation Update

Update on Philanthropic Activity

As of June 30, 2025, the fiscal year is 100% completed. 157% of the budgeted goal of \$3,250,000 in fundraising activity, with \$5,133,037 gifts, pledges, and in kind gifts recorded.

FY25 Total Dollars Raised Through the NMC Foundation

\$3,971,789	Total cash gifts and pledges received to date (including The Fund for NMC)
\$334,851	Gross event revenue
\$4,306,640	Total raised through donations and event revenue
+ \$500,000	New documentation of planned gift intentions
+ <u>\$326,397</u>	In-Kind Gifts
\$5,133,037	Total Fundraising Activity

Of the total raised (cash, pledges, and planned gifts), donors are impacting the following areas of the college as of June 30, 2025:

- Unrestricted gifts to the Fund for NMC - \$183,878 (4% of total giving)
- Scholarships, both restricted and endowed funds - \$1,811,855 (42% of total giving)
- Program support and capital projects at NMC - \$2,476,056 (54% of total giving)

Foundation Initiatives

- The NMC Foundation Team achieved **\$5.13 million in total fundraising activity for FY25**. This number includes cash, pledges, in-kind gifts, and newly documented planned gifts. The goal for FY25 was \$3,250,000 million, putting the final number at 157% of the goal.
- The Foundation Team resumed work with the Winkler Group on the campaign feasibility study. The Winkler Group is conducting interviews and collecting survey responses from college administration, Trustees, and Foundation Board members, to develop the Case Prospectus, which will be presented to donors during individual donor interviews.
- Following a productive idea generation period, the 75th Anniversary Steering Committee has curated its Anniversary events to include three signature events and twelve smaller, momentum-building events. The three signature events will include a community/student event (spring), a history walkthrough/time capsule event (summer), and a Founder's Day gala (fall). The smaller events will be those already happening on campus, and they will have the opportunity to apply for additional funding from the Steering Committee.
- The Alumni Relations program completed its Alumni Survey, gathering 85 responses from alumni of nearly all NMC programs. The survey results show that alumni are interested in networking with each other and current students, engaging in mentorship opportunities, participating in college events, and revitalizing an Advisory Committee with new initiatives.
- The Scholarship Open 2025 committee has been busy soliciting sponsorships and planning the event. The committee has secured **100% of their fundraising goal and 75% of their golfer goal (as of July 8)**,

including a Tournament Sponsor (top sponsor) at the \$7,500 level and a Golf Ball sponsorship at the \$5,000 level.

- On July 16, 2025 NMC Foundation and Carolyn Andrews, NMC's Construction Technology Coordinator, plan to host a donor stewardship event with corporate partners to celebrate the arrival of the 3DCP. This serves as a 'first look' special event with the executives from vendor Build Additive celebrating the close of the installation and training period. Construction Technology sought and received funding for a 3D concrete printer (3DCP) in the fall of 2023, with an initial pitch for the trades to the National Association for Community College Entrepreneurship (NACCE). This pitch secured \$30,000 from NACCE. From there, momentum grew and the Foundation Team secured \$30,000 in June 2024 from a new private donor who was energized by the innovation happening in Construction Technology. The funding was then fully realized by Carolyn Andrews and the Foundation Team, securing NMC's first Impact 100 grant for the purchase of a 3DCP in the fall of 2024.
- On September 12, 2025, the Freshwater Research and Innovation Center will host a groundbreaking ceremony with the campaign still underway. The total project cost stands at \$28.9 million, with over 88% of the fundraising goal received; the remaining need is \$3,395,853.
- On September 15, 2025 guests will be welcomed to the aviation hangar to celebrate with a ribbon cutting as the *Next Level: The Campaign for NMC Aviation* concludes.
- Following the promotion of Katharine Marvin to Chief Advancement Officer, the Foundation Team is pleased to share that Megan Bylsma has accepted the Director of Development and Alumni Engagement role and Alexandra Galla has accepted the Individual Giving Officer role. The foundation will be posting an additional Individual Giving Officer and a Foundation Operations and Advancement Manager role in the coming weeks.



MEMO: Foundation Team

To: NMC Board of Trustees
President Nick Nissley, Ed.D.

From: Katharine Marvin
Vice President of College Advancement
Executive Director, NMC Foundation

Date: July 21, 2025

Subj: Foundation Board Appointments

The NMC Foundation Board of Directors recommends for Board of Trustees' approval the following Foundation Board re-appointments.

Reappointments

The Foundation Board recommends the reappointment of **Barb Benson, Debbie Edson, and Al Zelinski** to terms of three fiscal years commencing July 1, 2025 and expiring June 30, 2028.

Emeritus Appointments (for your information, no Board of Trustee action needed)

On June 18, 2025, with appreciation for meritorious service to the NMC Foundation, the Foundation Board appointed Marty Oleson as Emeritus Foundation Board member for the term of life.



Northwestern
Michigan
College

To: Dr. Nick Nissley, President

From: Alex Bloye, Director of Aviation
Stephen N. Siciliano, Ph.D., Vice President for Educational Services
Troy Kierczynski, VP of Finance & Administration

Date: July 14, 2025

Subject: New Aircraft Engines Purchase Agreement

Recommendation

Authorization for administration to purchase two (2) Lycoming aircraft engines totaling \$120,000 from David Myers (sole proprietor).

Background and Justification

Lycoming Engines is the sole-source manufacturer of the engines used in our Cessna Skyhawk fleet. Due to historic global demand for Skyhawks, lead times for Lycoming engines have significantly increased. Currently, our retail providers, Air Power Inc. and Penn Yan Aero, are quoting delivery times of at least 18 months.

Recently, the Aviation Department purchased three used Cessna Skyhawks from David Myers through a broker, McGee Aviation. During this transaction, it was discovered that Mr. Myers also has two Lycoming engines available for sale.

Acquiring these engines presents two key advantages:

1. **Reduced Downtime** – Having spare engines available for immediate use will provide us with greater operational flexibility, minimizing downtime and mitigating the impact of long lead times.
2. **Cost Savings** – Typically, engine purchases from retail providers require a \$27,000 core deposit per engine. This purchase does not involve a core exchange, thereby eliminating the need for core deposits and resulting in additional cost savings.

At \$60,000 each, the pricing is consistent with current retail market rates and the seller does not require a deposit.

Funding Source

Purchase will be funded from the Aviation Capital Reserve Fund, which holds a balance of \$1,617,987 as of July 14, 2025.



MEMO

Administrative Services

To: Dr. Nick Nissley, President

From: Troy Kierczynski, Vice President of Finance and Administration
 Kyle Morrison, Coordinator Media and Instructional Technologies
 Chad Schenkelberger, Director of Food Services

Date: July 14, 2025

Subject: Hagerty Center – Audio/Visual Technology Upgrade

This document provides an overview and recommendation for a contractor to replace the audio & visual (“AV”) system for The Hagerty Center at NMC’s Great Lakes Campus.

Recommendation

Authorize the administration to enter into a contract with Waveform Audio Visual Solution, LLC in the amount of \$278,970 to replace the audio/visual system at the Hagerty Center.

Background/Scope of Work

The AV system at the Hagerty Conference Center is overdue for an essential upgrade after over a decade of service. We propose replacing the current setup with a modern Q-SYS–based package featuring high-definition displays, mobile LED walls, and speaker/equipment placement that will allow more flexibility in room layout, for example to better support AV needs for events running simultaneously. The new system will also allow Hagerty flexibility to position the stage at the North end of the ballroom to highlight the property’s stunning bay view.

This upgrade will streamline AV operations, enhance event management for NMC staff, and elevate the overall experience for guests. It will ensure the Hagerty Center stays a premier destination for weddings, conferences, and community gatherings. The total cost (\$278,970) includes a 5% contingency to address any unexpected integration or access challenges. In conjunction with this project, Hagerty will be reviewing its technology-related fees to ensure they are adequate and competitive.

California-based INA Display’s bid was \$244,256, while the in-state provider, Waveform Audio Visual Solutions, came in at \$278,970. Although Waveform’s bid is higher, we believe they offer important intangible benefits, namely faster, more reliable on-site service, quicker response times, and familiarity with other College systems (Waveform supports the audio systems at TJNIC, LB38, and Lobdell’s). We believe these advantages will translate into reduced downtime, smoother maintenance, and stronger reliability over the system’s lifecycle. Partnering with a local company supports our regional economy; partnering with a California-based firm presents certain service & long-term cost risks.

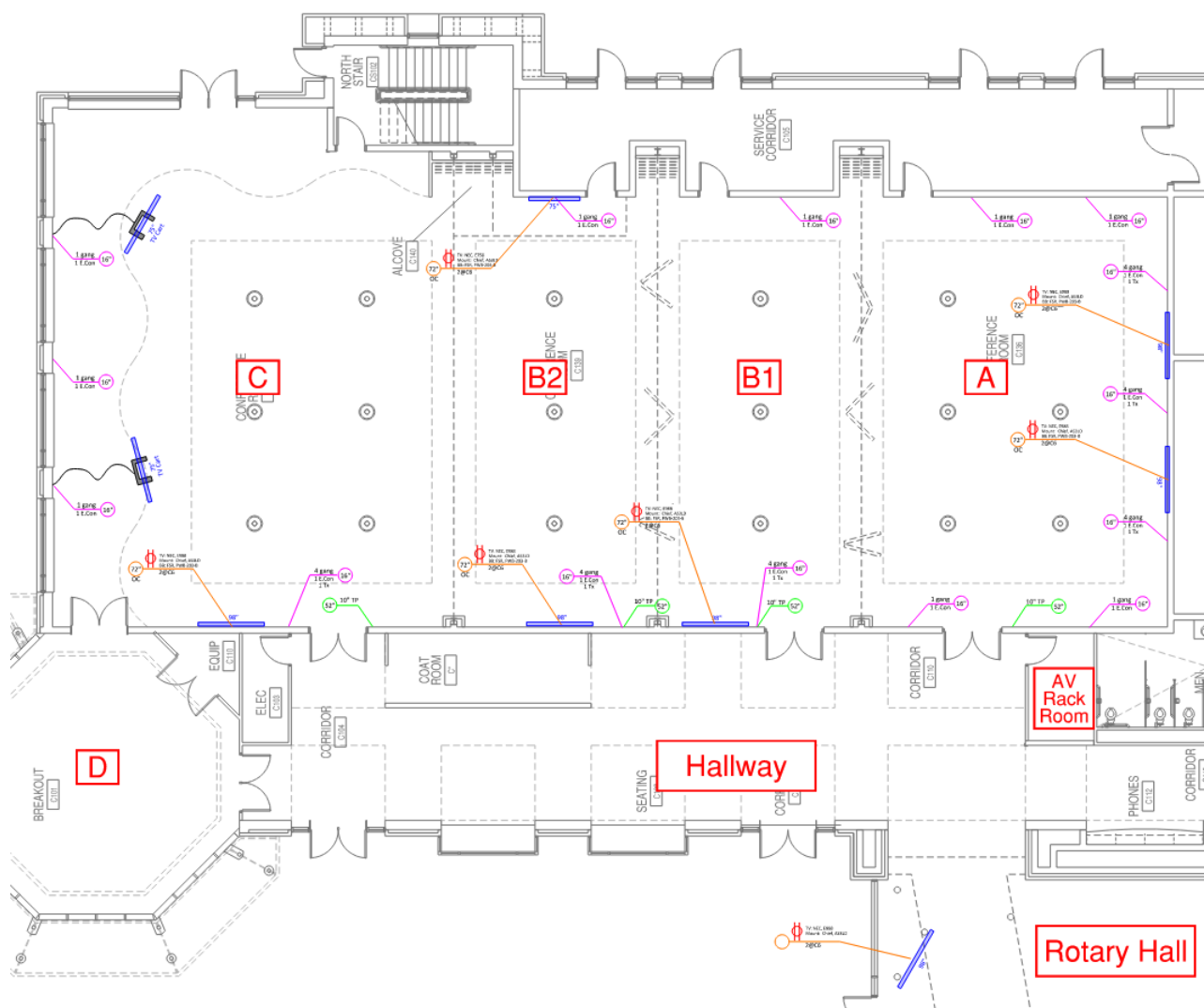
Given these tangible and intangible benefits—responsive support, long-term value, and community investment, we recommend Waveform Audio Visual Solutions. This decision ensures we not only upgrade with cutting-edge technology but also secure lasting, dependable support for years to come.

This project is tentatively scheduled for November 2025.

Bid Analysis

Company	Location	Amount
Waveform Audio Visual Solutions	Holland, MI	\$278,970.00
INA Display	Norwalk, CA	\$244,256.21
Parkway Electric & Communications	Holland, MI	\$282,268.00

Design Diagram (condensed)



Funding Source

The source of funds is the FY26 Plant Fund budget.



MEMO
President's Office

To: Laura J. Oblinger, Chair
Board of Trustees

From: Nick Nissley, President

Date: July 11, 2025

Subject: Closed Session Request

Pursuant to the provisions of the Michigan Open Meetings Act (ACT 267, 15.268, Subsection 8[a]), I am hereby requesting that the Board's mid-year evaluation of my performance be conducted in closed session.