

**University of Nebraska at Kearney**  
**Industrial Distribution Program**  
**Advisory Council Agenda**

February 21 at 5:00PM CST

UNK-Discovery Hall Room 226

Attendees:

Program Partner Representatives: Jim Jeffiers (via Zoom); Camden Van Brocklin; Cory Hendrickson; Kelly Richards; Dawson Wills; Cindy Bruneteau; Colten Leibhart; David Zahner; Brent Hall; Brian Rote; Brett Douglas; Non-Program Partner Council Members; Val Burns; Mike Fink

UNK Representatives ; Kathy Benne; Mitch Peters; Alejandro Cahis; Jim Vaux, Ben Brachle

UNK Student Representatives; Steven Garcia; Jackson Miller; Justin Christensen;

Guests: Adam Learmont – Manager, C.E.D. ; David Benton – Area Leader, Winsupply; Joe Nelson – Inside Sales Representative, North American Plastics

1. Introduction of Meeting Attendees
  - a. Brian Rote brought meeting to order.
2. Approval of Minutes
  - a. Dawson Wills made motion to approve minutes.
  - b. Mike Fink – 2<sup>nd</sup> motion
3. Agenda Additions (If needed) (none)
4. UNK ID Curriculum Updates: Jim Vaux
  - a. ACCT 240  
Jim Vaux explained Accounting 240 was eliminated. Accounting 250 replaced it for all CBT students but wasn't covering the specific needs for the ITEC students. Landen Luschen (UNK faculty) currently teaches accounting and is in the process of creating a class geared towards ITEC students.
5. ATMAE Accreditation: Ben Brachle
  - a. Survey: Justin Christensen
    - i. ID student Justin explained how all company reps need to take a survey this fall to help with the accreditation process. He's adjusted the survey to make it shorter and easier to fill out. The QR codes in your packet are an example of what is needed to be filled out.
  - b. Timeline for Accreditation
    - i. Fall 2023 we will be doing a self-study and the accreditation team will be onsite spring 2024. We are required to send a survey every two and five years. We've sent them out annually and rarely receive enough feedback. We're hoping this survey is a better flow and we will get better results.
6. IDO Report: Steven Garcia
  - a. Council Feedback
    - i. Steven gave an update on what the IDO students are doing.
      1. December – toys for kiddos (46 kids from the friends program)
      2. Last week IDO hosted a blood drive with the Red Cross – collected 54 units of blood collected.

3. March 9 we will have a get together at birdies and brews. IDO has rented the entire space for the evening.
  4. April – another networking night at AxeHoles – date TBD.
  5. May 12 – IDO Golf Tournament at Kearney Country Club.
  6. The council asked if these events were shared so other students see it – it would be a great recruiting tool. (LinkedIn, Facebook, etc.)
7. Recruitment Efforts: Jackson Miller
- a. Council Feedback
    1. ITEC 114 has 26 students enrolled in the fall. (prospective new ID students)
    2. We've had 15 applicants for the new ID Scholarship.
    3. Jackson explained they are recruiting at the high schools.
    4. We have an IDO info night to catch the attention undeclared students.
    5. We do offer incentives to students – but we have to be careful what we offer. (no food or gift cards) the students seem to be happy with polos, tshirts, etc.)
    6. If we acquire 130+ students, there could be a need for another faculty member. But until then we can offer some classes once a year instead of every semester.
8. Sales Competition Update: Alejandro Cahis
- a. Council Feedback
    1. Alejandro took a group of students to a national competition in North Carolina two weeks ago. Our students did very well.
    2. The experience helped Alejandro create the process of judging for our sales competition.
    3. Feedback: should they sell the same or similar product? (the students select any product to sell)
    4. Coach them to “not pick a pen”...
    5. 65 videos were a lot to look through by the judges.
    6. Maybe having the judges view the videos by randomization. Video one tends to get judged a little harsher than video number 65.
    7. Email Alejandro Cahis if you have other ideas.
9. Elections of Chairperson and Vice Chairperson
- a. We try to make it easy on the Chairperson. Ben sets up the agenda and runs it by the chairperson. He asked the chairperson to run the meeting like Brian is today. The Vice Chairperson steps in if the chairperson is unavailable.
  - b. It's a one year term.
    - i. We will hold an election now.
    - ii. Camben VanBrocklin was nominated and elected as chairperson.
    - iii. Cameron McCarthy was nominated and elected as assistant chairperson.
10. Adjournment
- a. Meeting adjourned at 5:55pm