

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

October 24, 2023, at 4:30PM CST

Holiday Inn, Stateroom C  
110 2nd Ave.  
Kearney, NE

**Attendees:**

Program Partner Representatives: Sarah Handrahan (for Jim Jeffiers), Cameron McCarthy, Camden Van Brocklin, Cory Hendrickson, Dawson Wills (for Amy Venezia), Kelly Richards, Ed Ketcham, Cody Osburn, David Zahner, Brent Hal, Nate Kollars (for Brian Rote), Mike Stillwell (for Brett Douglas)

UNK Representatives: Ben Brachle, Ph.D., Alehandro Cahis, Mitch Peters, Jim Vaux, Whitney Kuta

UNK Student Representatives: Steven Garcia, Kaidence Spiegel, Aspyn Wick, Justin Christensen

**Purpose:**

Discuss ID ATMAE Accreditation Updates and Survey, share IDO news and recruitment progress of the college with program partners displaying the ways in which their support has bolstered opportunities for our students.

**Minutes:**

1. Introduction of Meeting Attendees
2. Approval of Minutes
  - a. Motion by Camden Van Brocklin to approve the agenda for the afternoon. Upon presentation of agenda, no rejections. All participants approved of what was to be discussed. Agenda approved as circulated. Motion passed unanimously.
3. Agenda Additions (If needed)
  - a. No additional topics necessary. Agenda approved as circulated.
4. ID ATMAE Accreditation Updates/Survey Results
  - a. Ben Brachle
    - i. We are starting our reaccreditation process this year. We will have a ATMAE team visit in the Spring.
    - ii. A copy of survey responses to the questionnaire given to both the alumni and employers were given to and reviewed by all council members.
  - b. Justin Christensen
    - i. Survey responses have generally been fewer than expected, and as such, the surveys were shortened from approximately thirty minutes down to ten minutes.
    - ii. Despite there being a much greater number of responses, survey participants maintained a majority in “very satisfied” responses.
    - iii. Over one thousand students have graduated from the program at UNK.
  - c. Council Feedback
    - i. Generally, the council was satisfied with the results of the survey. No objections

found.

- ii. “How many surveys were sent out? How many returned completed?”
  - 1. Around 130 alumni surveys sent, about 115 were returned, and of the 50-60 sent to employers, about 40 returned.
  - 2. “Alumni rarely update current emails in the university system post-graduation, so LinkedIn has become a primary mode of communication for these surveys.”

## 5. IDO Report

- a. Mitch Peters
  - i. The golf tournament hosted this past spring was a considerable success.
- b. Steven Garcia
  - i. The golf tournament hosted in the spring was a fundraising opportunity to help fund events such as informational meetings for the organization.
  - ii. Our organization is working towards partnering with the student government to allow a broader range of events to be hosted.
    - 1. Our organization is planning to adopt a part of campus to maintain.
  - iii. IDO elections will be held soon.
  - iv. Toys for Kids will continue to provide gifts to elementary students this winter.
  - v. There will be a blood drive hosted early next semester.
- c. Council Feedback
  - i. “How many gifts were provided with the Toys for Kids Event?”
    - 1. Steven Garcia: Around 45-50 presents were given last year.

## 6. Recruitment Efforts

- a. Mitch Peters
  - i. We currently have about one hundred majors, over fifteen this year.
  - ii. The scholarship opportunity provided by the business partner program has been a large boost to our recruitment efforts.
    - 1. With help from the partner program, we have been able to give out \$15,000 scholarships to students.
    - 2. This helps not only to incentivize students to come to UNK, but also allows us to recruit in places that might otherwise not allow us to do so. “Money Talks,” as they always say.
- b. Kaidence Spiegel
  - i. We have been going out to high schools, and the direct communications with school counselors and business teachers about the scholarship really do get us further along.
  - ii. More students seem to feel like the program might be for them if given the opportunity, through financial aid such as the scholarship program we have introduced.
- c. Council Feedback
  - i. “How is the freshman class looking?”
    - 1. Mitch Peters: Intro to ID currently has about 45 students. We are planning to offer the course in both the fall and spring to meet student demand. In fact, many classes will soon be offered in both semesters.

- ii. “What else is being done, outside of high school recruiting?”
  - 1. Mitch Peters: We have been connecting with a lot of prospective students through community colleges. We are working on offering what we like to call a “2x2” program, which means students can spend 2 years at a community college at CCC, and 2 years at UNK to earn their bachelor’s degree. The program is not fully launched yet, we have been working with CCC on it, but there are currently a few holdups at their end.

## 7. Sales Competition Update

- a. Alejandro Cahis
  - i. There will be a sales competition in February, hosted by Salesforce.
  - ii. This is a terrific opportunity for students to be able to access career-specific technologies.
  - iii. Next year in October, we will have an in-person sales competition that will be hosted in Emerson’s training facility in Marshalltown, Iowa.
- b. Council Feedback
  - i. “For sales competitions in the future, what changes will be made?”
    - 1. Alejandro Cahis: For competitions in the future, we will be compiling submission videos in a way that will make distributing the work of watching and judging them much simpler. They will be available for all of you within 2-3 weeks.

## 8. ‘LIID’ - Ladies in Industrial Distribution

- a. Alejandro Cahis
  - i. This group was originally planned to start before COVID hit, but the pandemic severely cut into group meeting ability.
  - ii. We have a lot of highly motivated freshmen and sophomores in our group, and I feel like it is important to support that.
- b. Aspyn Wick
- c. Council Feedback
  - i. “What drew you to this group—or rather, creating this group at UNK?”
    - 1. Alejandro Cahis: This field is very male-dominated, and I always wondered why it was like that, and how I could change it.
  - ii. “What is the overall purpose of this group?”
    - 1. Alejandro Cahis: I want this group to be a support network—I do not want this to become a recruitment tool. This group is not a recruitment tool. I want to build a network between us and our partners to show that women can and will be successful in this field.

## 9. New Business

- a. Items to be discussed as a council.
  - i. No additions – motion to adjourn by Camden Van Brocklin passes unanimously.

## 10. Adjournment

- a. Motion by Camden Van Brocklin to adjourn for the evening. No rejections. Motion passed unanimously.