## Program Requests

<table>
<thead>
<tr>
<th>Program Reinvigoration</th>
<th>Details</th>
<th>Cost Est</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facilities Improvements/ Energy Costs Improvement</td>
<td>Fans – Improve air circulation throughout the Swenson Hangar Thermostats – Programmable to increase energy efficiency. Weatherizing Doors &amp; Windows, Etc.</td>
<td>$13,500</td>
<td>$13,500</td>
</tr>
<tr>
<td>Shop Reorganization</td>
<td>Shop Cleaning - Materials and Labor (100 hours) Organizational Materials (Shelves/Bins) Disposal of unused equipment (advertising/labor)</td>
<td>$6,500</td>
<td>$2,500</td>
</tr>
<tr>
<td>Program Recruitment - Students</td>
<td>Contracted Services for a Recruiter (300 hours??) April – August 2008</td>
<td>$10,000 - $15,000</td>
<td>$0.00</td>
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<tr>
<td>Faculty Recruitment</td>
<td>Hours of labor provided by HR/advertising expenses for Hiring Process</td>
<td>$2,500</td>
<td>$0.00</td>
</tr>
<tr>
<td>Program Marketing</td>
<td>Advertising-Related Expenses Up to $50,000 Services of additional web developer</td>
<td>Up to $50,000</td>
<td>$10,000 $0.00</td>
</tr>
<tr>
<td>Curriculum Redevelopment</td>
<td></td>
<td>$5000</td>
<td>$0.00</td>
</tr>
<tr>
<td>Long Range Planning for additional program options</td>
<td>Avionics; Aerospace Advanced Technology Center (ATC); Wind Turbine Technician; Corporate Contract Training Centers; Air China University Training Base; UAV/ Military /US Customs Academy; these are all very real options</td>
<td>No cost associated at this time.</td>
<td></td>
</tr>
<tr>
<td>Industry Partnership Development</td>
<td></td>
<td>No cost associated at this time.</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>$100,000</strong> $125,000</td>
<td><strong>$52,319</strong></td>
</tr>
</tbody>
</table>

REVISED 6/25/08
Draft criteria was established at the meeting that will be applied to all scholarships that is designed to make the qualifying process as simple as possible for incoming students, and was also a major request on the part of the Bieto Family. Following is the recommended scholarship criteria:
Prospect must -
• APPLY
• ASSESS
• REGISTER
• BE ENROLLED ON A FULL TIME BASIS
• BE IN GOOD ACADEMIC STANDING UPON ENTRANCE
• REMAIN IN THE PROGRAM BEYOND THE DROP/ADD DEADLINE
Community members and College rally to recruit students into the Aviation Maintenance Technology program

THIEF RIVER FALLS, MN. (April 11, 2008) – On Thursday, April 10, Northland Community and Technical College hosted a community meeting to collect input on marketing strategies to recruit 40 new students into the Aviation Maintenance Technology program by August 1st. The meeting was held at the NCTC Airport Campus located at the Thief River Falls Regional Airport.

James Retka, interim aviation program director for Northland College, was the facilitator for the meeting. Numerous ideas were generated from community members that will be forwarded to the College’s Aviation Marketing Committee that has been meeting weekly in the College’s mission to increase AMT enrollment. In the coming weeks, NCTC will continue to ask the community for assistance in their recruiting efforts. “We have had a lot of great input from the community, students, and faculty and staff of NCTC, and there is obviously wide-spread support for this program. At this time, I believe the college is doing everything in its power to reach our goal of 40 students, but it’s going to be a push all the way” said Retka.

Northland Community and Technical College is a comprehensive college with campuses in East Grand Forks, Minn., and Thief River Falls, Minn. One- and two-year degrees, transfer programs and diploma certification are available in a variety of majors, as well as workforce training and continuing education programs. NCTC is a member of the Minnesota State Colleges and Universities system, and accredited by the Higher Learning Commission of the North Central Association. Visit the College at www.northlandcollege.edu. NCTC is an equal opportunity educator and employer.
Dear Dr. Temte:

A recent topic of discussion at the John D. Odegard School of Aerospace Sciences has been the proposed closing of the aviation maintenance technician training program at the Northland Community College in Thief River Falls. For those of us who keep tabs on the pulse of the aviation industry on a daily basis, this news leaves us with a sense of puzzlement and shock. At the present time the aviation industry is experiencing significant growth. Nationally the airline industry has recovered from the events of 9/11 and the related economic downturn, and regional airlines are hiring pilots at a rate which pushes our capacity to supply them. In addition the aviation manufacturing sector is producing a wide range of new Very Light Jets (VLJ) as well as a whole new class of general aviation and Light Sport Aircraft (LSA) using the latest in composite material construction, diesel and turbine powerplants, and sophisticated avionics and navigation systems. The most recent addition to the aerospace system are Unmanned Aerial Vehicles (UAV), which will play an increasingly larger roll in both military and civil aviation over the next few years.

While our concern at UND Aerospace is providing highly trained and skilled pilots and air traffic controllers to meet this growth, we also realize that without an adequate workforce of skilled aircraft maintenance technicians, none of this will take place. Someone has to maintain and ensure the airworthiness of these aircraft before they can be flown. Someone will have to repair the new class of composite materials used in airframe construction. Someone will have to maintain a whole new genre of aircraft powerplants. Someone will have to certify that the UAV flying in civil airspace is airworthy. That someone requires an FAA Airframe and Powerplant Maintenance Technician certificate.

For many years graduates of the Northland Community College Airframe and Powerplant program have enrolled in our Aviation Systems Management program. While attending UND most of them worked part time in our aircraft maintenance facility, and contributed significantly to the safety and airworthiness of our operation. This, and the fact that our full time staff is still comprised of several graduates, is a reflection of the quality of the maintenance training program at Thief River Falls.
Coupled with the extensive growth of the aviation industry is the fact that not only are many pilots and air traffic controllers approaching retirement age, so are many aircraft maintenance technicians. UND Aerospace has taken advantage of this opportunity to meet the demand for well trained, skilled pilots and controllers, and we believe that Northland Community College is in an excellent position to do the same for aircraft maintenance technicians. The school already has an excellent reputation, the instructors are professional and knowledgeable, and the facilities are well equipped with the necessary training aids. We believe it would be a tremendous loss to the aviation industry, to the college, and to the state of Minnesota if this program is discontinued. If we can be of assistance, or work with you in any manner, please don't hesitate to contact us.

Sincerely,

Bruce A. Smith, Ph.D.
Dean

Cc Dr. Jame McCormick, Chancellor
March 13th, 2008

Dr. Anne Temte, President
Northland Community and Technical College
1101 Highway One East
Thief River Falls, MN 56701

Dear Dr. Anne Temte:

A recent article in area newspapers discussed the closing of the FAR Part 147 aviation maintenance technician program at the Thief River Falls AVTI. This subject was addressed at length at the North Dakota Professional Aviation Mechanics Association meeting in Fargo last week. As an organization whose sole purpose is to promote professionalism, improve skills, and encourage interest in the field of aviation maintenance, we find this news very disconcerting.

References in the article are made to the inability to recruit new students for the program, and lack of demand for maintenance technicians. As with pilots, many individuals considering careers as aircraft maintenance technicians make their decision based upon what they know or hear about the major air carriers. If they are experiencing a significant down turn, then obviously there must be few opportunities for maintenance technicians. What is frequently overlooked, however, is the growth in regional carriers, which typically perform their own maintenance, and FAR part 145 repair stations that perform an increasing amount of major air carrier heavy maintenance. These repair stations also maintain a significant portion of the corporate aviation fleet as well as a whole new class of Very Light Jets that are rapidly coming to market. Most people are also not aware that as Unmanned Aerial Vehicles become more common and are integrated into the national airspace system, they will have to meet the same airworthiness requirements as any other civil aircraft, thereby requiring FAA certificated maintenance technicians to maintain them. This, along with the Very Light Jets, is expected to be the largest growth area in aviation over the next 15 years.
Maintaining these aircraft requires very high skill levels – more so than what was required when many of our members received their Airframe and Powerplant certificates years ago. Today’s technician must be skilled in electronics (digital engine and flight controls and integrated aircraft systems), powerplants (traditional air cooled engines as well as new diesel and turbine powerplants), and composite materials (in addition to sheet metal, a whole new class of fiberglass, carbon fiber, and other materials used in airframe construction). The number of AMT schools has decreased over the years, and the ones that remain will be challenged with providing this high level of training. Several of our members are graduates of the Thief River Falls program and speak highly of the school, instructors and technical resources. As one of the few aviation technical programs in this region it is a resource that Northland Community Technical College and the state of Minnesota should nurture and develop. There are many young individuals that are interested in aviation maintenance. Without an active promotional and recruiting program, however, they will never have the opportunity hear about this excellent program.

The members of the North Dakota Professional Aviation Mechanics Association encourage you to do everything within your power ensure that the NCTC aviation maintenance technician program continues to provide the training it is so well known for.

As a side note, this year the NDPAMA is offering a $1,000 scholarship to a qualified individual enrolling in an FAA certified Part 147 School. We would like to think that the scholarship would go to someone enrolling in this program.

Sincerely,

Jeff Faught
NDPAMA, President

C.c. Dr. James H. McCormick
March 24, 2008

Dr. Ann Temte
President
Northland Community and Technical College
1101 Highway One East
Thief River Falls, MN 56701

Dear President Temte,

We have been advised that Northland Community and Technical College is currently considering closing the Aerospace program in Thief River Falls. We, Cirrus Design, find ourselves concerned over the loss of this resource for trained technical personnel now and in the future. Clearly the Aerospace Industry in Minnesota represents one of the few bright spots in the state-wide economy. The aerospace market continues to thrive and grow in spite of economic conditions that are creating substantial angst in the financial marketplace today. We see this program as playing a vital role in supplying skilled workers and workforce to a growing industry in Minnesota and Northern Minnesota specifically.

As you may be aware, Cirrus Design is a Duluth based aircraft manufacturer. We have grown rapidly over the past ten years and are pleased to be the leader in the single engine, piston fired, market today. We manufacture all composite aircraft and are the recognized leader of this technology. As we continue to grow, we are constantly looking for additional talent and workers to fill the jobs we are creating in the region. We have grown from 34 employees in 1997 to over 1400 today. Much of that job growth has taken place right here in Duluth, Minnesota. What may be less obvious, however, is that our supply chain base, also a significant employer of aerospace workers, has hired at least the same number of employees to service not only Cirrus Design, but other aerospace manufacturing entities as well.

It may be less well known, but we export approximately 35% of our products to overseas markets. This represents about 250 aircraft that we exported to foreign markets during the last calendar year, and we believe that this will increase appreciably over the next several years. Aircraft exportation plays an important role in the economics of Northern Minnesota as well as the US as a whole.

The cessation of this important program will most certainly result in a reduced workforce from which we will be pulling workers in the future. This segment of the aerospace market continues to grow and expand. While we have an exceptional product line, the real secret to our success here at Cirrus Design, is the workforce that we have developed over the past ten years. We are the envy of our industry because of the talented and dedicated team of
employees here at Cirrus. This appears to be a most inopportune time to close down such an important program.

Without question we enjoy a very bright future of growth as we contemplate bringing new products to market. I would like to direct you to our web-site www.cirrusdesign.com to review two new products which will continue to play a vital role in our continued expansion plans. The all new SRS is a light-sport aircraft which has been received with great enthusiasm by the flying public. We have received hundreds of orders for this new aircraft, and we have yet to tool up for the production of this new product. The other new aircraft design we will be introducing to the market is “the-jet”. This is a new personal jet which we will be introducing into the market in late 2010. Understand that we have already taken over 400 deposits (of $100,000 each) for this new product as well. You may be aware that Cirrus just expanded into the 204,000 square foot facility abandoned by Northwest Airlines a couple of years ago. It is our opinion that while this is an enormous building; we will actually have to expand this building to accommodate our jet aircraft production.

Clearly we are in need of the Northland Community College program. Absent the continued availability of qualified personnel we will be forced to consider production alternatives that may include production of these aircraft in locations other than our home field of Duluth. We are of the strong opinion that your program can and will play an important role in the growth of the aerospace industry in Minnesota and beyond. We would be more than pleased to further discuss this information with you in person, should you desire. We are anxious to know that this program will continue far into the future and continue to help us to lead this industry into new and exciting projects that will further our business model and create hundreds of new and exciting jobs in the future.

Please feel free to contact me with any questions you may have.

Yours very truly,

William T. King
Vice President Business Administration
Dear Chancellor McCormick:

It is our understanding that the future of the aviation technical program at Northland College in Thief River Falls, Minnesota, is in question, and we would like to convey our concerns and provide you and the college with information which we believe will be helpful in their final decision.

Since the events of 9-11, the entire aviation community has had a setback. Students planning a career in aviation had second thoughts, and enrollments at all aviation campuses declined. Also during this period, Northwest Airlines closed its Airbus facility in Duluth and laid off a lot of mechanics. Again, who can blame students for not pursuing a career in aviation at that time.

Today, the entire aviation community is faced with retirements, and all career paths from the airlines to air traffic control are in desperate need of personnel. Mesaba Airlines, for instance, has been running an advertisement with us for the past year looking for pilots.... Bemidji Aviation in Minnesota is looking for both pilots and mechanics... Jim Sweeney at Fargo Jet Center told me just last week at the Upper Midwest Aviation Symposium in Fargo that he can't find mechanics and pilots fast enough... and Cirrus Design Corporation, manufacturers of the popular single-engine composite-constructed general aviation aircraft the SR20 and SR22 is expanding. In fact, Cirrus has recently moved into the former Northwest Airlines Airbus facility in Duluth to build its new “personal jet.” So aviation is on the upswing, and every college and university that I work with that have aviation programs are out promoting their campuses and the many opportunities in aviation, and we encourage Northland College to do likewise. There is a demand for aviation professionals, and the aviation community needs programs like the one at Northland College to meet this demand.

I understand that Northland College has had a major decline enrollment in recent years, and that is why you are considering dropping the program, but you need to first consider what has transpired in the aviation community in recent years, and the demand for pilots and mechanics now and into the future before making any decision. You also need to consider what the college has invested in the program and what it would cost to start the program over again, should you decide to reestablish the program at some future date. Facilities, curriculum and faculty are all in place now. What seems to be lacking is promoting the program, both through personal visits at high schools, and through advertising.

Please call or email me should you or the administration at Northland College have any questions, or if we can assist you further.

In addition to being the editor and publisher at Midwest Flyer Magazine, I am a native of Minnesota, vice president of the Minnesota Aviation Trades Association, a former faculty member with the University of Wisconsin in 4-H & Youth Development, and continue to work with the Minneapolis YMCA in its camping programs for youth and families.

Thank you.
Dave
Dave Weiman
Editor/Publisher
MIDWEST FLYER MAGAZINE
PO BOX 199
OREGON WI 53575-0199
Dear ________,

Today the aviation industry needs many more young, well trained aviation maintenance technicians entering the workforce. These technicians should be trained to a high standard that makes their integration into today’s aviation systems as safe and efficient as possible, but to do this, support is needed from the aviation industry. To meet the challenges facing the aviation industry we are looking for interested industry partners that would be willing to support educational initiatives at Northland Community and Technical College in Thief River Falls, Minnesota. These supporting initiatives for the Aircraft Maintenance Technology (AMT) training program could take many different forms including:

- Equipment donations
- Turbine engines
- Donations/student grants
- Sheet metal
- Consumables
- Scholarships
- Avionics
- Advisory Board participation
- Employment Opportunities
- or, any other support that would aid in the advancement and education of aviation industry professionals.

The best way to improve the quality of the individuals entering the industry will come from industry partners such as yourself. Please join us in supporting Northland Community and Technical College in their vision of creating tomorrows Aviation Maintenance Technicians today (http://www.northlandcollege.edu/aviation).

If you have an interest in supporting the AMT program in any manner please contact James Retka at: james.retka@northlandcollege.edu, or phone: (218) 686-7055; Cell: (218) 686-5820. Thanking you in advance.

Sincerely;
Bill O’Brien
O’Brien AV Group, LLC
Aviation Community Marketing Meeting  
April 10, 2008 Aviation Campus, 5:30 – 7:30 PM

A meeting of individuals who expressed interest in working with the aviation group at NCTC to explore additional marketing opportunities or review and give comment on the marketing blitz NCTC is currently involved in to recruit 40 students for the AMT program by August 1, 2008. The college is focusing on those activities that fit into the tactical time period of this marketing blitz (short term) in order to continue operations and rebuild the program to a healthy number of 125 students.

“It’s twice the value at half the cost”
- Phil Molrud, NCTC AMT graduate

1. Are there local employees who may be a potential student audience NCTC should consider marketing to? These might be individuals who may wish to advance to a career that offers wages of $16.00-$20.00 per hour to start
   a. Digi Key, Arctic Cat, Cirrus Design
2. Pres. Temte indicated she is working with the NCTC to establish (10) $1000.00 scholarships for students going into the AMT program.
   a. Will the foundation waive the traditional 10% administrative fee, since these will be flow-thru funds directly to the aviation program?
3. College might want to issue a press release that will piggy-back onto the current aviation issues in the national news (i.e. Southwest Airlines inspection deficiencies, grounding of all American Airlines MD-80’s)
   a. This should be kept in a positive light, but reiterate the current and future need for highly trained and skilled aviation mechanics.
4. Make sure all press releases make it into industry publications as well as the normal media outlets. Phil M. will supply Julie O. with a listing of contacts (i.e. Midwest Flyer, EAA etc).
5. Create an Alumni Letter (pronto), to explain the current condition of the program, and that Northland is Back, but we will need all the help we can get to recruit the 40 needed. Ask them to network among their families, friends, and coworkers to recruit.
   a. Jim R. will put this together.
   b. Community helpers would help with the stuffing mailing process (Mary C.)
6. Avionics will be needed in the future. Acknowledged, and plans will be for a 300-400 hour avionics course (but not bench).
   a. This is part of the one year strategic plan for the revision of the program curriculum.
7. Introduce “Pod-casts” as part of the aviation webpage. Kids really like this stuff!
   a. These could be of program tidbits and/or updates or changes in the program on a daily basis
   b. Also, should include AMT’s working in field, or profiles of AMT’s in other fields outside of aviation (Disney, wind energy etc).
8. Promotional gig’s
   a. Cars, paper airplanes etc
9. What about other MnSCU colleges? Could we share information with them to recruit students from their colleges that may wish to pursue an AMT degree? (this may be difficult to do short term, and some colleges may view this as a hostile practice).

10. Aviation Career days, NCTC is hosting 4 events before the end of the H.S. year where we will invite schools within a 90 mile radius to visit the airport campus. We will reimburse them for travel costs and give them free lunch as part of the tour. We are requesting only serious senior prospects attend these visits for now, but will continue this in the future. Jim R. is working with Cecil A. to secure funding through Jobs Inc. to help the college pay for this. Dates are 4/23, 4/30, 5/7, and 5/21. Instructors will be on hand for the tours. Catering will be through Taher, Gene K. will create the letter of invitation and send out to H.S. counselors at the target schools.

11. We might want to consider creating a parents weekend (offer free hotel)

12. How about offering free tuition (up to 3 credits worth) as an incentive in a drawing?

13. Create tools for the alums or others advocating on our behalf.
   a. A volunteer tool kit
      i. Promotional flyer
      ii. CD
      iii. Post It note pads

14. You Tube, My Space (free posting). Some students are already working on this, and have had success in getting the message out.
   a. Stacey H. is organizing an info session on how to do this for interested students. To date 10 students have indicated interest.

15. Community recruiting network.
   a. Individuals and companies travel across the state/country for work or pleasure. Would these people be willing to act as recruiters for the program?
   b. Plant the idea with an editorial in The Times

16. Civil Air Patrol – talk to the cadets……

17. All press releases should include EAA/Motor Trend/small airports within a 200 mile radius of TRF.
   a. Press release should be sent to major hub cities MSP, Detroit, Memphis, other locations that are experiencing job losses due to economic conditions.

18. Ask Arctic Cat to feature program in an issue of Cat’s Pride Magazine (Phil M.)

19. During the Arctic Cat ATV Dealer show in June, invite dealers and families out for a tour of the college and program (these are the kind of people that enjoy working on mechanical things, and there will be a lot of them in town). Jim R. will ask Pres. Temte to approach Chris Twomey (A/C) about this.

20. Consider hosting an aviation convention (long term)

21. Consider hosting a “Hanger Dance” to fund scholarships for an aviation foundation.

22. Invite the War Birds in for a function. We would have to pay for their fuel one way Mark J.

23. Do a channel 13 “Walkthrough” of the facility. Many people have never been inside this facility, and don’t know how state-of-the-art it really is. Put this on a loop on 13.

24. TRF is Capitol for a Day in May. Could anything be arranged at this late point to include the airport campus when the Governor visits? Talk with Steve Nordhagen.

25. Jim R. will give an aviation update on FM 90.1 early next week. Will work with Travis and staff to arrange.
April, 2008

Dear NCTC Aviation Program Friend:

You are receiving this letter as a graduate of the Aviation Maintenance Technology program (AMT) at Northland Community and Technical College in Thief River Falls. This letter addresses the current status of the AMT program and its future at NCTC, and to request your support for the program as we move forward in these next very critical few months. As you may have heard, the AMT program at NCTC was recommended for suspension last October by college administration, based on grim financial and enrollment data available at that time. NCTC administration agrees this was indeed a very difficult decision to make, but with the current funding for the college as a whole, the AMT program simply could not continue to exist in its current form. I was asked to work with the program as Interim Aviation Director to review the decision, and research and assess possible options to reinvigorate the once bustling AMT program.

In January 2008, NCTC contracted the services of Mr. William O’Brien, President of O’Brien AV Group LLC to work with students, faculty, staff and the administration of NCTC to determine the dynamics that contributed to the current conditions. Mr. O’Brien has 40 plus years in the aviation industry, and spent the past 33 years with the Federal Aviation Administration in Washington DC. Most recently, Mr. O’Brien was the national resource specialist with the FAA and is viewed as the expert when it comes to addressing the current state of the aviation industry in this country.

For the 2007 fall semester the AMT program enrolled only nine (9) new incoming freshmen, which is a significant reduction from the very healthy enrollment numbers we experienced since the early 1990’s. Through aggressive research we have determined several factors contributing to low enrollment in aviation-related fields nationwide, we realize we will never be able to completely control some of these factors. Since Mr. O’Brien issued his preliminary report, NCTC has been working vigorously to re-establish the AMT program as the premier program of its kind in the country, and I would like to share a brief overview of some of the efforts we are currently working on.

• In March 2008, NCTC President Anne Temte reversed the AMT program suspension with a mandate the program recruit 40 new students by August 1, 2008. This is proving to be difficult, but not impossible, due in part to the fact we were not able to accept new student enrollments during the prime recruiting period of October 2007 to the present. NCTC recently started accepting new students into the AMT program for Fall Semester 2008, and as of today the count stands at 15 new students.

• We have completely remodeled our AMT program webpage to showcase to the online community the truly world-class facilities we enjoy here at Northland. We have been very aggressive in utilizing every aspect of electronic communication, and although it is still early in the process, we are seeing encouraging activity on the web. Please visit our new webpage at www.northlandcollege.edu/aviation, let us know what you think, and tell us if there are areas where we can improve.

• On March 23, NCTC began an extensive marketing blitz which will continue until August 1, 2008 in an effort to enroll the necessary 40 new students. New information packets have been assembled with updated information about the program. We have completely redesigned our premier marketing pieces to reflect our world-class program.
An aggressive telephone and email campaign is on-going as we attempt to make personal follow-up contact with everyone who requests information about our program. We are also working with radio and newspaper advertising in regions we feel offer the most potential for us to gain the exposure we need to enroll new students.

- In the coming weeks, NCTC is hosting four aviation career day events on-site for high school seniors who may be interested in starting a career in the field of aviation. The events will include an orientation to aviation careers, a tour of our facility, hands on activities designed to demonstrate the breadth of aviation maintenance, and a wrap up Q&A session including a complementary lunch. These events are being made possible in part by the local business community in support of the success of the aviation program.

- The AMT program and NCTC administration are working with the NCTC foundation to establish ten, $1000.00 scholarships for aviation students starting this fall. Several businesses and individuals from the community have expressed interest in funding a portion of the scholarships. We will also be working with the aviation industry to establish an aviation foundation that will specifically support the activities of the AMT program into the future.

Please help us!! Spread the word that the AMT program at Northland College is BACK! Talk to anyone you can about starting an education and career in aviation maintenance at one of the finest training facilities in the country. Our tuition rates remain affordable at about half the cost of similar programs. Despite the news of major air carrier consolidation, growth in general aviation and aviation-related industries is booming and predicted to remain strong through 2020. Encourage your children, grandchildren, nieces and nephews, and friends, to visit our website and discover what we have to offer or consider making a donation to a student scholarship. Also, by taking a moment to complete our Social Network Challenge, you are eligible to win a free iPod. Visit www.northlandcollege.edu/aviation/ipod/ for further details. We are always willing and ready to answer any questions you may have regarding our great program, so go ahead.........give us a call.

For additional information on how you can help support Northland’s AMT program, please call 1-800-959-6282 ext 2829, or email me at james.retka@northlandcollege.edu

Best Regards

James Retka
Interim Aviation Director
Northland Community and Technical College

"Building Aviation Futures Together"
NEWS RELEASE

FOR IMMEDIATE RELEASE
Contact:  Julie Olson
218-681-0861, julie.olson@northlandcollege.edu
News releases are available at:  www.northlandcollege.edu/news/

Northland College invites citizens to Community Forum on proposed suspension of Aviation Program

THIEF RIVER FALLS, MINN.; (March 19, 2008) - Northland Community and Technical College invites the citizens of Thief River Falls and all interested parties to attend a Community Forum and Listening Session on the proposed suspension of the Aviation Maintenance Technology (AMT) program and facilities located at the Thief River Falls Regional Airport.

The Community Forum will be held on Thursday, March 27, 2008, from 7:00 p.m. to 9:00 p.m., at the Northland College Theater, located at 1101 Hwy. 1 East in Thief River Falls, MN.

President Anne Temte, her staff, and William O’Brien, the Aviation Consultant hired by NCTC, will give a briefing on the proposed suspension and offer some possible alternatives to keep the AMT facility open. After the President's briefing, the floor will be opened for comments and suggestions. “We need community support and even more importantly, we need their ideas on how we can work together to save the AMT program,” said NCTC President Anne Temte.

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6. Avionics will be needed in the future. Acknowledged, and plans will be for a 300-400 hour avionics course (but not bench).
   a. This is part of the one year strategic plan for the revision of the program curriculum.
7. Introduce “Pod-casts” as part of the aviation webpage. Kids really like this stuff!
   a. These could be of program tidbits and/or updates or changes in the program on a daily basis
   b. Also, should include AMT’s working in field, or profiles of AMT’s in other fields outside of aviation (Disney, wind energy etc).
8. Promotional gig’s
   a. Cars, paper airplanes etc
9. What about other MnSCU colleges? Could we share information with them to recruit students from their colleges that may wish to pursue an AMT degree? (this may be difficult to do short term, and some colleges may view this as a hostile practice).

10. Aviation Career days, NCTC is hosting 4 events before the end of the H.S. year where we will invite schools within a 90 mile radius to visit the airport campus. We will reimburse them for travel costs and give them free lunch as part of the tour. We are requesting only serious senior prospects attend these visits for now, but will continue this in the future. Jim R. is working with Cecil A. to secure funding through Jobs Inc. to help the college pay for this. Dates are 4/23, 4/30, 5/7, and 5/21. Instructors will be on hand for the tours. Catering will be through Taher, Gene K. will create the letter of invitation and send out to H.S. counselors at the target schools.

11. We might want to consider creating a parents weekend (offer free hotel)
12. How about offering free tuition (up to 3 credits worth) as an incentive in a drawing?
13. Create tools for the alums or others advocating on our behalf.
   a. A volunteer tool kit
      i. Promotional flyer
      ii. CD
      iii. Post It note pads
14. You Tube, My Space (free posting). Some students are already working on this, and have had success in getting the message out.
   a. Stacey H. is organizing an info session on how to do this for interested students. To date 10 student have indicated interest.
15. Community recruiting network.
    a. Individuals and companies travel across the state/country for work or pleasure. Would these people be willing to act as recruiters for the program?
    b. Plant the idea with an editorial in The Times
16. Civil Air Patrol – talk to the cadets……
17. All press releases should include EAA/Motor Trend/small airports within a 200 mile radius of TRF.
    a. Press release should be sent to major hub cities MSP, Detroit, Memphis, other locations that are experiencing job losses due to economic conditions.
18. Ask Arctic Cat to feature program in an issue of Cat’s Pride Magazine (Phil M.)
19. During the Arctic Cat ATV Dealer show in June, invite dealers and families out for a tour of the college and program (these are the kind of people that enjoy working on mechanical things, and there will be a lot of them in town). Jim R. will ask Pres. Temte to approach Chris Twomey (A/C) about this.
20. Consider hosting an aviation convention (long term)
21. Consider hosting a “Hanger Dance” to fund scholarships for an aviation foundation.
22. Invite the War Birds in for a function. We would have to pay for their fuel one way Mark J.
23. Do a channel 13 “Walkthrough” of the facility. Many people have never been inside this facility, and don’t know how state-of-the-art it really is. Put this on a loop on 13.
24. TRF is Capitol for a Day in May. Could anything be arranged at this late point to include the airport campus when the Governor visits? Talk with Steve Nordhagen.
25. Jim R. will give an aviation update on FM 90.1 early next week. Will work with Travis and staff to arrange.
April, 2008

Dear NCTC Aviation Program Friend:

You are receiving this letter as a graduate of the Aviation Maintenance Technology program (AMT) at Northland Community and Technical College in Thief River Falls. This letter addresses the current status of the AMT program and its future at NCTC, and to request your support for the program as we move forward in these next very critical few months. As you may have heard, the AMT program at NCTC was recommended for suspension last October by college administration, based on grim financial and enrollment data available at that time. NCTC administration agrees this was indeed a very difficult decision to make, but with the current funding for the college as a whole, the AMT program simply could not continue to exist in its current form. I was asked to work with the program as Interim Aviation Director to review the decision, and research and assess possible options to reinvigorate the once bustling AMT program.

In January 2008, NCTC contracted the services of Mr. William O’Brien, President of O’Brien AV Group LLC to work with students, faculty, staff and the administration of NCTC to determine the dynamics that contributed to the current conditions. Mr. O’Brien has 40 plus years in the aviation industry, and spent the past 33 years with the Federal Aviation Administration in Washington DC. Most recently, Mr. O’Brien was the national resource specialist with the FAA and is viewed as the expert when it comes to addressing the current state of the aviation industry in this country.

For the 2007 fall semester the AMT program enrolled only nine (9) new incoming freshmen, which is a significant reduction from the very healthy enrollment numbers we experienced since the early 1990’s. Through aggressive research we have determined several factors contributing to low enrollment in aviation-related fields nationwide, we realize we will never be able to completely control some of these factors. Since Mr. O’Brien issued his preliminary report, NCTC has been working vigorously to re-establish the AMT program as the premier program of its kind in the country, and I would like to share a brief overview of some of the efforts we are currently working on.

- In March 2008, NCTC President Anne Temte reversed the AMT program suspension with a mandate the program recruit 40 new students by August 1, 2008. This is proving to be difficult, but not impossible, due in part to the fact we were not able to accept new student enrollments during the prime recruiting period of October 2007 to the present. NCTC recently started accepting new students into the AMT program for Fall Semester 2008, and as of today the count stands at 15 new students.

- We have completely remodeled our AMT program webpage to showcase to the online community the truly world-class facilities we enjoy here at Northland. We have been very aggressive in utilizing every aspect of electronic communication, and although it is still early in the process, we are seeing encouraging activity on the web. Please visit our new webpage at [www.northlandcollege.edu/aviation](http://www.northlandcollege.edu/aviation), let us know what you think, and tell us if there are areas where we can improve.

- On March 23, NCTC began an extensive marketing blitz which will continue until August 1, 2008 in an effort to enroll the necessary 40 new students. New information packets have been assembled with updated information about the program. We have completely redesigned our premier marketing pieces to reflect our world-class program.
An aggressive telephone and email campaign is on-going as we attempt to make personal follow-up contact with everyone who requests information about our program. We are also working with radio and newspaper advertising in regions we feel offer the most potential for us to gain the exposure we need to enroll new students.

- In the coming weeks, NCTC is hosting four aviation career day events on-site for high school seniors who may be interested in starting a career in the field of aviation. The events will include an orientation to aviation careers, a tour of our facility, hands on activities designed to demonstrate the breadth of aviation maintenance, and a wrap up Q&A session including a complementary lunch. These events are being made possible in part by the local business community in support of the success of the aviation program.

- The AMT program and NCTC administration are working with the NCTC foundation to establish ten, $1000.00 scholarships for aviation students starting this fall. Several businesses and individuals from the community have expressed interest in funding a portion of the scholarships. We will also be working with the aviation industry to establish an aviation foundation that will specifically support the activities of the AMT program into the future.

Please help us!! Spread the word that the AMT program at Northland College is BACK! Talk to anyone you can about starting an education and career in aviation maintenance at one of the finest training facilities in the country. Our tuition rates remain affordable at about half the cost of similar programs. Despite the news of major air carrier consolidation, growth in general aviation and aviation-related industries is booming and predicted to remain strong through 2020. Encourage your children, grandchildren, nieces and nephews, and friends, to visit our website and discover what we have to offer or consider making a donation to a student scholarship. Also, by taking a moment to complete our Social Network Challenge, you are eligible to win a free iPod. Visit www.northlandcollege.edu/aviation/ipod/ for further details. We are always willing and ready to answer any questions you may have regarding our great program, so go ahead……..give us a call.

For additional information on how you can help support Northland’s AMT program, please call 1-800-959-6282 ext 2829, or email me at james.retka@northlandcollege.edu

Best Regards

James Retka
Interim Aviation Director
Northland Community and Technical College

“Building Aviation Futures Together”
March 24, 2008

Dr. Ann Temte
President
Northland Community and Technical College
1101 Highway One East
Thief River Falls, MN 56701

Dear President Temte,

We have been advised that Northland Community and Technical College is currently considering closing the Aerospace program in Thief River Falls. We, Cirrus Design, find ourselves concerned over the loss of this resource for trained technical personnel now and in the future. Clearly the Aerospace Industry in Minnesota represents one of the few bright spots in the state-wide economy. The aerospace market continues to thrive and grow in spite of economic conditions that are creating substantial angst in the financial marketplace today. We see this program as playing a vital role in supplying skilled workers and workforce to a growing industry in Minnesota and Northern Minnesota specifically.

As you may be aware, Cirrus Design is a Duluth based aircraft manufacturer. We have grown rapidly over the past ten years and are pleased to be the leader in the single engine, piston fired, market today. We manufacture all composite aircraft and are the recognized leader of this technology. As we continue to grow, we are constantly looking for additional talent and workers to fill the jobs we are creating in the region. We have grown from 34 employees in 1997 to over 1400 today. Much of that job growth has taken place right here in Duluth, Minnesota. What may be less obvious, however, is that our supply chain base, also a significant employer of aerospace workers, has hired at least the same number of employees to service not only Cirrus Design, but other aerospace manufacturing entities as well.

It may be less well known, but we export approximately 35% of our products to overseas markets. This represents about 250 aircraft that we exported to foreign markets during the last calendar year, and we believe that this will increase appreciably over the next several years. Aircraft exportation plays an important role in the economics of Northern Minnesota as well as the US as a whole.

The cessation of this important program will most certainly result in a reduced workforce from which we will be pulling workers in the future. This segment of the aerospace market continues to grow and expand. While we have an exceptional product line, the real secret to our success here at Cirrus Design, is the workforce that we have developed over the past ten years. We are the envy of our industry because of the talented and dedicated team of
employees here at Cirrus. This appears to be a most inopportune time to close down such an important program.

Without question we enjoy a very bright future of growth as we contemplate bringing new products to market. I would like to direct you to our web-site www.cirrusdesign.com to review two new products which will continue to play a vital role in our continued expansion plans. The all new SRS is a light-sport aircraft which has been received with great enthusiasm by the flying public. We have received hundreds of orders for this new aircraft, and we have yet to tool up for the production of this new product. The other new aircraft design we will be introducing to the market is “the-jet”. This is a new personal jet which we will be introducing into the market in late 2010. Understand that we have already taken over 400 deposits (of $100,000 each) for this new product as well. You may be aware that Cirrus just expanded into the 204,000 square foot facility abandoned by Northwest Airlines a couple of years ago. It is our opinion that while this is an enormous building; we will actually have to expand this building to accommodate our jet aircraft production.

Clearly we are in need of the Northland Community College program. Absent the continued availability of qualified personnel we will be forced to consider production alternatives that may include production of these aircraft in locations other than our home field of Duluth. We are of the strong opinion that your program can and will play an important role in the growth of the aerospace industry in Minnesota and beyond. We would be more than pleased to further discuss this information with you in person, should you desire. We are anxious to know that this program will continue far into the future and continue to help us to lead this industry into new and exciting projects that will further our business model and create hundreds of new and exciting jobs in the future.

Please feel free to contact me with any questions you may have.

Yours very truly,

William R. King
Vice President Business Administration
MEMO TO: Chancellor James McCormick  
Northland College  

RE: Aviation Technical Program, Northland College, Thief River Falls, MN  

Dear Chancellor McCormick:  

It is our understanding that the future of the aviation technical program at Northland College in Thief River Falls, Minnesota, is in question, and we would like to convey our concerns and provide you and the college with information which we believe will be helpful in their final decision.  

Since the events of 9-11, the entire aviation community has had a setback. Students planning a career in aviation had second thoughts, and enrollments at all aviation campuses declined. Also during this period, Northwest Airlines closed its Airbus facility in Duluth and laid off a lot of mechanics. Again, who can blame students for not pursuing a career in aviation at that time.  

Today, the entire aviation community is faced with retirements, and all career paths from the airlines to air traffic control are in desperate need of personnel. Mesaba Airlines, for instance, has been running an advertisement with us for the past year looking for pilots. ... Bemidji Aviation in Minnesota is looking for both pilots and mechanics. ... Jim Sweeney at Fargo Jet Center told me just last week at the Upper Midwest Aviation Symposium in Fargo that he can't find mechanics and pilots fast enough... and Cirrus Design Corporation, manufacturers of the popular single-engine composite-constructed general aviation aircraft the SR20 and SR22 is expanding. In fact, Cirrus has recently moved into the former Northwest Airlines Airbus facility in Duluth to build its new "personal jet." So aviation is on the upswing, and every college and university that I work with that have aviation programs are out promoting their campuses and the many opportunities in aviation, and we encourage Northland College to do likewise. There is a demand for aviation professionals, and the aviation community needs programs like the one at Northland College to meet this demand.  

I understand that Northland College has had a major decline enrollment in recent years, and that is why you are considering dropping the program, but you need to first consider what has transpired in the aviation community in recent years, and the demand for pilots and mechanics now and into the future before making any decision. You also need to consider what the college has invested in the program and what it would cost to start the program over again, should you decide to reestablish the program at some future date. Facilities, curriculum and faculty are all in place now. What seems to be lacking is promoting the program, both through personal visits at high schools, and through advertising.  

Please call or email me should you or the administration at Northland College have any questions, or if we can assist you further.  

In addition to being the editor and publisher at Midwest Flyer Magazine, I am a native of Minnesotan, vice president of the Minnesota Aviation Trades Association, a former faculty member with the University of Wisconsin in 4-H & Youth Development, and continue to work with the Minneapolis YMCA in its camping programs for youth and families.  

Thank you.  
Dave  
Dave Weiman  
Editor/Publisher  
MIDWEST FLYER MAGAZINE  
PO BOX 199  
OREGON WI 53575-0199
March 13th, 2008

Dr. Anne Temte, President
Northland Community and Technical College
1101 Highway One East
Thief River Falls, MN 56701

Dear Dr. Anne Temte:

A recent article in area newspapers discussed the closing of the FAR Part 147 aviation maintenance technician program at the Thief River Falls AVTI. This subject was addressed at length at the North Dakota Professional Aviation Mechanics Association meeting in Fargo last week. As an organization whose sole purpose is to promote professionalism, improve skills, and encourage interest in the field of aviation maintenance, we find this news very disconcerting.

References in the article are made to the inability to recruit new students for the program, and lack of demand for maintenance technicians. As with pilots, many individuals considering careers as aircraft maintenance technicians make their decision based upon what they know or hear about the major air carriers. If they are experiencing a significant down turn, then obviously there must be few opportunities for maintenance technicians. What is frequently overlooked, however, is the growth in regional carriers, which typically perform their own maintenance, and FAR part 145 repair stations that perform an increasing amount of major air carrier heavy maintenance. These repair stations also maintain a significant portion of the corporate aviation fleet as well as a whole new class of Very Light Jets that are rapidly coming to market. Most people are also not aware that as Unmanned Aerial Vehicles become more common and are integrated into the national airspace system, they will have to meet the same airworthiness requirements as any other civil aircraft, thereby requiring FAA certificated maintenance technicians to maintain them. This, along with the Very Light Jets, is expected to be the largest growth area in aviation over the next 15 years.
Maintaining these aircraft requires very high skill levels – more so than what was required when many of our members received their Airframe and Powerplant certificates years ago. Today’s technician must be skilled in electronics (digital engine and flight controls and integrated aircraft systems), powerplants (traditional air cooled engines as well as new diesel and turbine powerplants), and composite materials (in addition to sheet metal, a whole new class of fiberglass, carbon fiber, and other materials used in airframe construction). The number of AMT schools has decreased over the years, and the ones that remain will be challenged with providing this high level of training. Several of our members are graduates of the Thief River Falls program and speak highly of the school, instructors and technical resources. As one of the few aviation technical programs in this region it is a resource that Northland Community Technical College and the state of Minnesota should nurture and develop. There are many young individuals that are interested in aviation maintenance. Without an active promotional and recruiting program, however, they will never have the opportunity hear about this excellent program.

The members of the North Dakota Professional Aviation Mechanics Association encourage you to do everything within your power ensure that the NCTC aviation maintenance technician program continues to provide the training it is so well known for.

As a side note, this year the NDPAMA is offering a $1,000 scholarship to a qualified individual enrolling in an FAA certified Part 147 School. We would like to think that the scholarship would go to someone enrolling in this program.

Sincerely,

Jeff Faught
NDPAMA, President

C.c. Dr. James H. McCormick
Dear Dr. Temte:

A recent topic of discussion at the John D. Odegard School of Aerospace Sciences has been the proposed closing of the aviation maintenance technician training program at the Northland Community College in Thief River Falls. For those of us who keep tabs on the pulse of the aviation industry on a daily basis, this news leaves us with a sense of puzzlement and shock. At the present time the aviation industry is experiencing significant growth. Nationally the airline industry has recovered from the events of 9/11 and the related economic downturn, and regional airlines are hiring pilots at a rate which pushes our capacity to supply them. In addition the aviation manufacturing sector is producing a wide range of new Very Light Jets (VLJ) as well as a whole new class of general aviation and Light Sport Aircraft (LSA) using the latest in composite material construction, diesel and turbine powerplants, and sophisticated avionics and navigation systems. The most recent addition to the aerospace system are Unmanned Aerial Vehicles (UAV), which will play an increasingly larger roll in both military and civil aviation over the next few years.

While our concern at UND Aerospace is providing highly trained and skilled pilots and air traffic controllers to meet this growth, we also realize that without an adequate workforce of skilled aircraft maintenance technicians, none of this will take place. Someone has to maintain and ensure the airworthiness of these aircraft before they can be flown. Someone will have to repair the new class of composite materials used in airframe construction. Someone will have to maintain a whole new genre of aircraft powerplants. Someone will have to certify that the UAV flying in civil airspace is airworthy. That someone requires an FAA Airframe and Powerplant Maintenance Technician certificate.

For many years graduates of the Northland Community College Airframe and Powerplant program have enrolled in our Aviation Systems Management program. While attending UND most of them worked part time in our aircraft maintenance facility, and contributed significantly to the safety and airworthiness of our operation. This, and the fact that our full time staff is still comprised of several graduates, is a reflection of the quality of the maintenance training program at Thief River Falls.
Coupled with the extensive growth of the aviation industry is the fact that not only are many pilots and air traffic controllers approaching retirement age, so are many aircraft maintenance technicians. UND Aerospace has taken advantage of this opportunity to meet the demand for well trained, skilled pilots and controllers, and we believe that Northland Community College is in an excellent position to do the same for aircraft maintenance technicians. The school already has an excellent reputation, the instructors are professional and knowledgeable, and the facilities are well equipped with the necessary training aids. We believe it would be a tremendous loss to the aviation industry, to the college, and to the state of Minnesota if this program is discontinued. If we can be of assistance, or work with you in any manner, please don’t hesitate to contact us.

Sincerely,

Bruce A. Smith, Ph.D.
Dean

Cc Dr. Jame McCormick, Chancellor
## Program Reinvigoration

<table>
<thead>
<tr>
<th>Details</th>
<th>Cost Est</th>
<th>Actual</th>
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<tr>
<td><strong>Facilities Improvements/ Energy Costs Improvement</strong></td>
<td>$13,500</td>
<td>$13,500</td>
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<td>Fans – Improve air circulation throughout the Swenson Hangar</td>
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<td>Thermostats – Programmable to increase energy efficiency.</td>
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<tr>
<td>Weatherizing Doors &amp; Windows, Etc.</td>
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<td><strong>Shop Reorganization</strong></td>
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<td>Organizational Materials (Shelves/Bins)</td>
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<td>Disposal of unused equipment (advertising/labor)</td>
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<td><strong>Program Recruitment - Students</strong></td>
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<td>$15,000</td>
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<td>April – August 2008</td>
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<td><strong>Faculty Recruitment</strong></td>
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<td><strong>Program Marketing</strong></td>
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<td>Services of additional web developer</td>
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<td><strong>Curriculum Redevelopment</strong></td>
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<td>Avionics; Aerospace Advanced Technology Center (ATC); Wind Turbine Technician; Corporate Contract Training Centers; Air China University Training Base; UAV/ Military /US Customs Academy; these are all very real options</td>
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REVISED 6/25/08
Draft criteria was established at the meeting that will be applied to all scholarships that is designed to make the qualifying process as simple as possible for incoming students, and was also a major request on the part of the Bieto Family. Following is the recommended scholarship criteria:

Prospect must -

- APPLY
- ASSESS
- REGISTER
- BE ENROLLED ON A FULL TIME BASIS
- BE IN GOOD ACADEMIC STANDING UPON ENTRANCE
- REMAIN IN THE PROGRAM BEYOND THE DROP/ADD DEADLINE