

CAREER READY. SUCCESS READY.  
**RANKEN READY.**

2012-2013 ANNUAL REPORT



**RANKEN**  
TECHNICAL COLLEGE



# CONTENTS

*ON THE COVER: (from left) Electrical Technology student and Student Success tutor, José Zendejas; Precision Machining graduate and Chelar Tool & Die employee, Patrick Scannell; St. Louis Public School student and Summer Academy participant, Ajanay White*

From the President & Chairman .....	1
Career Ready .....	2-5
Ranken Delivers	
The Right Mix = Skills and Work Ethic	
Chelar Tool & Die, Inc.	
Growth Ready .....	6-9
Innovative Partnerships — Wentzville & CVCC	
Automotive Facility Expansion	
Midwest Recruitment Expansion	
Success Ready .....	10-11
Ranken's Student Success Center	
Hunter Engineering	
Next Generation Ready .....	12-15
Priming the Pipeline	
NSF Education Grants	
Financial Statement .....	16
Statement of Activities	
Going to the Source .....	17
Sargent & Lundy, LLC	
Realizing Dreams .....	18
Scholarship Support	
Giving Back .....	19
Robert Gau's Legacy	
Board of Trustees News .....	20
Board of Trustees Members .....	21



# FROM THE PRESIDENT & CHAIRMAN

## Ranken Ready

The need for career ready graduates has never been more critical.

Today's workforce must have the right skills and the right training necessary to succeed, and at Ranken, our programs and our faculty are geared toward making students **success ready**.

A survey by the Society for Human Resource Management recently found that 51 percent of companies indicated there are more jobs than ever before with technical requirements. The problem is that the supply of qualified workers is not even close to meeting that demand.

At Ranken Technical College, we measure our success not by the number of students enrolled or by the number of graduates we have, but by the percentage of our graduates who actually are hired following graduation. It tells us whether we've done our job to educate the next generation of workers.

With a long track record of outstanding training and job placement success — 96% in the last graduating class — we consistently hit the mark.

At Ranken, our graduates are **career ready**.

We succeed because we listen and respond. We regularly ask industries to tell us their workforce needs of today and tomorrow. We continually enhance the technology and programs we have to match and exceed

industry expectations. We mandate hands-on skills training coupled with the development of a strong work ethic. It is this commitment that sets Ranken Technical College apart from other schools. With the vision of our advisory boards, faculty, and staff, we are meeting tomorrow's workforce needs today. Our programs are **next generation ready**.

In this 2012-2013 Annual Report, you will see our recent efforts to ensure career-ready graduates:

- ▶ We opened a new location — Ranken Technical College in Wentzville, Mo. — to bring our acclaimed training programs directly to where students and industries will benefit. In the first three months, we exceeded three-year enrollment projections.
- ▶ We graduated our first students from a successful degree program partnership with Central Virginia Community College. More discussions are under way for similar partnerships with other colleges along the East Coast.
- ▶ We are talking with several U.S. companies about offering overseas technical programs where international employees are based. This past year, we've traveled to Angola, India, China, and Haiti.
- ▶ We debuted an expanded state-of-the-art automotive training facility and have been recognized as a



leader in helping automotive companies establish national training standards.

- ▶ Our annual job fairs draw 175+ companies from across the country.

We thank all of you who have supported our efforts to meet the evolving needs of the workforce and to ensure that our students have the skills and knowledge they need to enter rewarding careers. Thanks to your financial support, we have been able to offer a wide range of scholarships and fund innovative programs. Recent donations have helped us expand our automotive facility and purchase new technological equipment.

There is a Ranken Difference. We deliver proven success. If you ask whether our students are career ready, we say assuredly, yes, they are Ranken ready.

Stan Shoun, *President*

Edward L. Monser, *Chairman of the Board*

**Our students are not just career ready. They are Ranken ready.**



## CAREER READY

### Ranken Delivers

**The right programs in the right locations with hands-on training and a focus on a strong work ethic.**

For more than 105 years, Ranken Technical College has excelled at graduating career ready students.

The proof is in our long-standing job placement success rate. 2012-2013 was no different. Last year, more than 96% of our graduates found employment within six months of graduation. Many were recruited while still in school or were enrolled in Ranken programs that guaranteed job placement upon completion of coursework.

Studies have consistently shown that careers in technical fields are in high demand. The shortage of qualified workers is well known. Our success is directly tied to how we identify and anticipate industry trends.

The key is to encourage early interest in math, science, and technology fields. Then, we work directly with key business leaders to design our curriculum.

Last year, more than 2,000 students enrolled at Ranken. While the majority of our students came from Missouri and Illinois, we are now seeing students from Kentucky, Arkansas, Oklahoma, Indiana, Tennessee and Kansas. Last year, we opened a new location in Wentzville, Mo. as part of an innovative city-school-business partnership. We also had our first graduates from our partnership with a Virginia college. These efforts are just the first of many to extend Ranken's expertise directly to the locations employers want a skilled workforce. On the horizon are discussions to extend our reach to other states — and to other countries — to meet the needs of global companies. Why? Because employers now recognize the Ranken Difference.

**96% Job Placement Success**

**Average Annual Starting Salary:  
\$31,000 - \$50,000**

### # of Job Opportunities Per Ranken Graduate\*

Automotive Collision Repair	8.3
Carpentry and Building Technology	7.1
Electrical Automation Technology	8.9
Information Technology	8.2
Precision Machining Technology	6.3

*\*Sample of job opportunities by program as of 8/31/13.*

See more at  
**ranken.edu**





2012 Precision Machining  
Technology graduate  
Corey Vonder Haar.



## THE RIGHT MIX

### Skills **AND** Work Ethic

What sets Ranken apart from other colleges is its historical focus on work ethic.

While technical skills help Ranken graduates get in the door, a good work ethic is what makes them stand out. Employers value employees who not only are trained technicians, but also trained professionals who take pride in their work and in themselves.

A work ethic component in the core curriculum has been an integral part of Ranken's education formula for decades. "Students are evaluated on their work ethic each semester," says Don Pohl, Vice President for Education. "If they don't meet our high

standards, they don't progress through the program."

The Ranken work ethic goes beyond appearances such as tucking in your shirt or keeping your hair trimmed. Critical work ethic traits also include using time

effectively, being courteous, avoiding offensive language, being willing to try something new, being punctual, telling the truth, accepting responsibility and being self-motivated.

**"If you take pride  
in yourself, it  
says you take pride  
in your work."**

Ranken Automotive student Josh Avello

"I tell incoming students that while they may not know how to overhaul a transmission or rewire a house on their first day, they do know how to tuck in their shirts," Pohl says. "These soft skills may seem unimportant initially, but students learn quickly that our industry partners — their future employers — look for these traits. Employers want to know a person has respect for themselves and their work environment. Employers want Ranken graduates for this reason."

Josh Avello knows a thing or two about the importance of a good work ethic. The 27-year-old was raised by a mother who emphasized working hard and helping others. These values were reinforced when he joined the Army and further enhanced when Avello enrolled in Ranken's Automotive Collision Repair Technology program last year.

"You have to know how to present yourself," he says. "Nobody wants to leave their car with someone who's a mess. If you look clean, it says your work is clean."

Avello has exceeded Ranken's work ethic standards every semester and has a 4.0 GPA. He arrives early, stays late, and tutors fellow students in the automotive program, all without being asked. Later this year, Avello will change out of his uniform — navy pants and Ranken shirt — into a suit and tie to attend Ranken's job fair. Although the Ranken logo won't be on his shirt, Avello knows the Ranken work ethic will be evident to prospective employers.

Says Avello, "If you take pride in yourself, it says you take pride in your work."

## Work Ethic Skills

- **Pride in Performance**
- **Ability to Get Along with Others**
- **Positive Attitude/Approach**
- **Respect for Workplace Structure**
- **Honesty**

## CHELAR TOOL & DIE, INC

Jared Katt is a third-generation president of Chelar Tool & Die, Inc. in Belleville, Ill. When you've been hanging around

show up on time, in uniform and motivated. I feel I received ample training at Ranken and it's good to see the standards remain high."

### **"We've found that Ranken graduates are among our greatest assets."**

the family tool and die business since you were six, you learn what it takes to make things work.

"We're only as strong as our employees. We've found that Ranken graduates are among our greatest assets," says Katt. "They are professional, well trained, have industry knowledge, and mesh with our philosophy — you do the job right the first time."

In fact, 45 of Chelar's 65 employees are Ranken graduates. Katt succeeded his late father, Malcolm Katt, as president of Chelar in 2012. Malcolm was well respected in his industry. He also was a good friend and generous supporter of Ranken for years. His son Jared has continued that relationship.

Given tool and die aptitude tests, Katt says Ranken graduates consistently outscore other applicants, even when the other prospective employees have prior experience.

"Their work ethic is outstanding," says Marty Bittle, a 1990 Ranken graduate who is now assistant shop foreman. "They

Like other tool and die makers, Chelar is in a period of growth as the manufacturing sector rebounds. Unlike other companies, however, Chelar is not struggling to find skilled workers because Katt says one of the first calls he makes is to Ranken in search of a valued employee.



Jared Katt, President, Chelar Tool & Die



# GROWTH READY

## Innovative Partnerships

In just one year, Ranken Technical College has seen impressive results stemming from a broad strategic initiative designed to bring its graduates directly into communities that need skilled workers.

**Wentzville, Mo.** This year, the College debuted Ranken Technical College – Wentzville, the result of a unique partnership between the city, local business leaders and the Carpenter's District Council of St. Louis. Faculty salaries and a three-year facility lease are supported by donations from area businesses and the city, while Council members re-configured their Wentzville building to house programs offered by Ranken.

"You draw jobs by being super-competitive with skilled labor," says Wentzville Mayor Nick Guccione. "Wise communities respond to that. We believe this community-wide effort to bring a technology school here is an investment that will enhance our region's economic base."

Local engineering firm Cochran was among those that pledged financial support to the city to help open Ranken Wentzville. "We fully expect to see long-term benefits because of the availability of workers that this facility will provide," says Cochran vice president Kurt Daniels.

"This is a growth strategy for us," says Ranken President Stan Shoun. "We're taking our technology training programs directly to where employers need a skilled work force and, at the same time, making it convenient for students to receive a Ranken education."

**Lynchburg, Va.** In 2012, Ranken graduated its first students from an innovative community college partnership with Central Virginia Community College (CVCC). The long-distance partnership began three years ago when CVCC and a Virginia-based employer, The Babcock & Wilcox Company (B&W), asked Ranken to enhance the business and management skills of technical workers in the region. Ranken responded by offering onsite and web-blended courses leading to a bachelor's degree in applied management (BSAM).

Thomas Riner, a quality analyst at B&W, was among the program's first graduates. "The fact that Ranken would work with you to examine your previous college credit, training and experience and then apply that toward the degree program was very exciting," he says. "I use the information I learned on a daily basis to help improve my communication, lead projects, and provide concise information to business leaders."

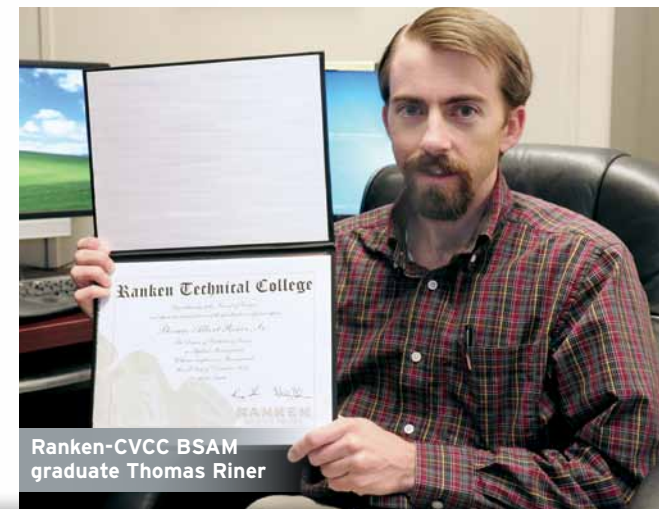
Because of the success of the community college partnership, Ranken is looking to expand the model to other states.



Wentzville Advanced Manufacturing students



Wentzville automotive students at work



Ranken-CVCC BSAM graduate Thomas Riner



# Wentzville's Growth & Impact

## Programs Offered

- Advanced Manufacturing Technology\*
- Automotive Maintenance Technology
- Building Systems Engineering Technology\*
- Information Technology
- Bachelor of Science in Applied Management (BSAM)

*\* unique to the Wentzville campus*

## Contributions:

- City, Local Businesses  
\$350,000
- Carpenter's District Council of St. Louis  
Renovation and Use of Council Facility
- Ranken  
\$2 million

## First-Year Impact

- 130+ students
- 7 business internship partnerships
- Already exceeding three-year enrollment projections
- Expansion of programs under way



Wentzville Partners – Ranken's Stan Shoun, Mayor Nick Guccione, Kurt Daniels of Cochran Engineering, and Paul Higgins with the Carpenter's District Council of St. Louis



## Automotive Facility Expansion

After more than a year of demolition, renovation and construction, Ranken debuted its new 26,000-square-foot Moog-Rodenheiser Automotive Building in 2013. The \$8.3 million project, the largest automotive renovation project on the campus in almost 20 years, adds expanded areas for technology programs in automotive maintenance, collision repair, import technology, and engine diagnostics.

“The completed facility gives us a competitive edge in recruiting high quality students,” says Dan Kania, Chair of the Automotive Division. “We now are able to offer training that prepares students to seamlessly transition into a new car dealership.”

The new space includes a wide array of diagnostic scan tools and a chassis dyno to simulate road conditions while testing cars. State-of-the-art wheel alignment systems manufactured by Hunter Engineering also were installed and the company is partnering with Ranken to develop an advanced wheel alignment certification program. It’s an added skill that enhances the expertise and marketability of Ranken automotive graduates.

**“100% job placement for graduating students.”**

In addition, Ranken expanded space for its Automotive Import Technology Program, which has garnered national attention. Both Honda and Toyota have developed specialized programs here that draw students from seven states. Honda considers Ranken one of its top Professional Automotive Career Training (PACT) programs. Over the past two years, Ranken has helped refine Honda’s new national training format, slated to roll out in late 2013. “Ranken has an outstanding reputation and a commitment to continuous improvement,” says Winston Morgan, who heads Honda’s U.S. Technical Training and Education programs.

For students who complete the two-year import technology training and internship cycles, a guaranteed job is waiting among a network of more than 150 auto dealers. Says Kania, “These are customized programs that have 100% job placement for our graduating students.”



Ranken's automotive programs are the largest on campus.





## Automotive Division Programs

- Automotive Maintenance Technology
- Automotive Collision Repair Technology
- Automotive Import Technology
- Diesel Technology
- Fleet Management
- High Performance Racing Technology

Early construction of the new Moog-Rodenheiser Automotive Building.

## MIDWEST RECRUITMENT EXPANSION

Lucas Hale calls Chicago home, but he came to Ranken and St. Louis for his college education.

For the past four years, Ranken has formalized a recruitment strategy that pushes beyond the St. Louis metropolitan area and into Kansas City and Chicago as well as all points in between.

"We bring students here and offer hands-on projects to get them excited about technology careers," she says.

Momentum is building. "At first I asked to be invited to college fairs and encouraged teachers to visit Ranken's campus," West says.

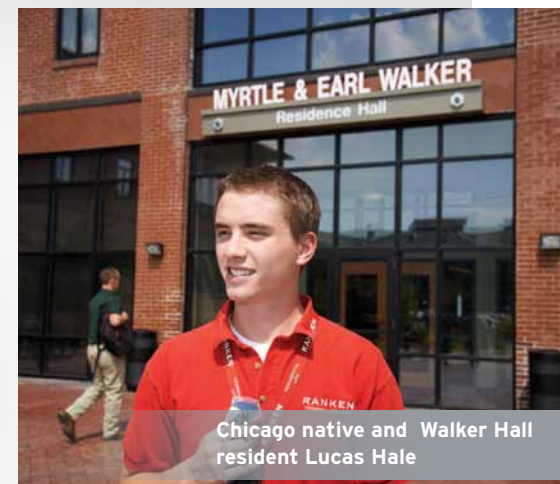
**"We bring students here and offer hands-on projects to get them excited about technology careers."**

The launch of the expanded recruitment program coincided with the opening of Ranken's on-campus Walker Residential Hall.

"What sets us apart is that we are an accredited college," says Josephine West, one of two recruiters. "Many of the tech schools in the Chicago area are not accredited like Ranken and don't have dorms. These attributes, coupled with our proven job placement success and scholarship availability, are big draws for students and their parents."

West attends more than 120 high school college fairs and gives more than 100 classroom presentations annually. Three times a year, she arranges bus trips from Chicago to Ranken's campus.

"They now ask me to attend fairs and schedule tours. They want Ranken to be a choice for their students. My goal is to keep that growing."



Chicago native and Walker Hall resident Lucas Hale



# SUCCESS READY

## Ranken's Student Success Center

Electrical student José Zendejas has straight As and exceeds expectations in work ethic. A first generation college student in his family, Zendejas says he didn't value the importance of a good education until he came to Ranken this year.

"I didn't try too hard in high school and didn't have the greatest attitude," he admits. "Ranken turned me around."

**"We keep students focused on achieving success."**

The 18-year-old took advantage of Ranken's Dual Enrollment Program, which allows high school seniors to enroll in college courses during their last semester of high school. What appealed to Zendejas right away were the hands-on opportunities. "We learned theory one day and then the next day, put it to work on a project," he says.

Zendejas also turned to the Student Success Center, which combines library services with a full array of testing, tutoring,

support, and guidance assistance, along with the use of computers and internet access.

"Because our services are so broad, probably 100 percent of our students use our services at one time or another," says Erica Ellard, Director of Student Success.

Ranken has a strong focus on student success. A dedicated coordinator offers support services available under the federal government's TRiO Program to low-income and first generation college students. "We have to invest in our youth in order to invest in our future," says Tameka

Herrion, Ranken's TRiO Director who also monitors students in the Dual Enrollment Program. "We make ourselves as available as possible, help students with educational goals, and provide mentoring and financial counseling."

To rapidly identify students needing assistance, Ranken has an online referral system so that faculty can alert these departments when they are concerned about a student, either for academic struggles, class



Electrical Student José Zendejas



# HUNTER ENGINEERING

participation, or family or personal issues. "By catching an issue early, we can keep students focused on achieving success," says Ellard.

The Center handled 4,080 academic referrals in 2012-2013 and has an excellent track record for success.

## **Student Success Center Survey\*** **93% of students surveyed** **said they were satisfied, very** **satisfied, or extremely satisfied** **with services received in the** **Student Success Center**

*\* 2012 Sample Survey*

Zendejas now works as one of more than 20 tutors available in the Center. "I like to see the relief on the faces of students when they get it and realize it's more simple than they thought," he says.

"I see me in these students," adds Herrion, who also is a TRiO alumna. "Anything we can do to help them avoid the pitfalls I encountered and to make them both success-ready and career ready, I want to do that."

## **Student Success Center Resources**

### **TUTORING**

- › All Majors
- › General Education

### **TESTING**

- › CLEP
- › Course Placement
- › Course Test Outs
- › Remote COMPASS Testing
- › Industrial
- › Information Technology (IT) Certification

### **ACADEMIC SUCCESS**

- › Guidance, Review and Training
- › Probation Success
- › Student Referral System

### **DISABILITY SUPPORT**

- › Accommodations
- › Assistive Technologies

### **RESOURCES**

- › Computers and Printers
- › Copier/Scanner
- › Books, Periodicals, eBooks, Online Databases and Study Materials

In Precision Machining Technology, Ranken students regularly check the quality of custom-machined parts they make for Hunter Engineering. Through Ranken's Precision Machining Microenterprise Program, students get paid to work after class and produce a dozen different parts used in Hunter's alignment systems, wheel balancers and lift racks.

## **"Ranken designed a program to match our high quality standards."**

In doing so, they must meet tight deadlines and the expectations of this industry partner.

"The program exposes students to problem solving, scheduling, teamwork, deadlines, and other real-life demands," says Hunter Senior Buyer Matt Ecker.

Hunter Engineering is one of several microenterprises at Ranken. "These technology and manufacturing partnerships have a three-pronged win-win-win result," says Vince Holtmann, who oversees Ranken's education and manufacturing cooperatives. "There is a win-win for the partnering company and Ranken, but the third and biggest win is for students who gain important practical experience while also earning a salary to help them complete their college education."

Manufacturing microenterprises began in 2010. They now encompass many fields, including advanced and electromechanical manufacturing, automotive restoration, building construction pre-fabrication, and HVAC testing.

"We have been impressed by Ranken's leadership, students and outcomes," says Hunter Executive Vice President Beau Brauer. "Ranken designed a program to

match our high quality standards and offers students an excellent learning experience. Students enrolled in this program will be noticeably more prepared for the skilled workforce."



Microenterprise student Kevin Gelderman with Hunter Engineering's Matt Ecker



# NEXT GENERATION READY

## Priming the Pipeline

Jobs in science, technology, engineering and math (STEM) are expected to account for 8.6 million jobs by 2018. Over the next five years, STEM jobs are projected to grow twice as fast as jobs in other fields, but statistics reflect the growing demand for STEM professionals exceeds the supply.

One way to close that gap, says Barbara Bragg, Ranken's STEM Pathways Development Coordinator, is by capturing student interest in STEM careers as early as middle school. "Many students are intimidated by science and math," she says. "They don't have a clue about what options are available to them or how far they can go with a foundation in STEM. We show them."

Ranken has been at the forefront of developing programs designed to motivate students and close the gap between STEM supply and demand.

### Robotics

Ranken has two programs for young students interested in engineering and robotics. For the past 12 years, Ranken has supported two area high school robotics teams through the FIRST Robotics Challenge program. The Precision Machining Technology (PMT) department donates materials to teams and provides welding and machining services. For elementary students, Ranken has, over the past four years, supported

34 teams in the FIRST LEGO League program.

### High School Internships

Ranken offers hands-on internships to incoming students to help them acclimate to their college environment. Nikolas Setchfield-Lenox, a 16-year-old student at South Technical High School in St. Louis, was an intern in 2012-2013. He helped produce parts for Ranken's Summer Adventure Academies and did machining and tooling for Ranken's microenterprises.

"The internship opened my eyes to what real machinists do and the quality of work that's expected at Ranken," says Setchfield-Lenox. "I felt like I was developing skills even before I took my first class."

### SkillsUSA

Ranken hosts a regional SkillsUSA challenge every February during which students compete in events such as automotive refinishing, architectural design, cabinetry, plumbing, wiring, welding and precision machining. SkillsUSA is a national organization that helps high school and college students prepare for careers in trade and technical occupations. Ranken students have advanced to state competitions every year. In 2012, they earned a gold medal in Automotive Service Technology and a silver medal in CNC Milling Technology.



Ranken-sponsored Robotics Team



High school intern Nikolas Setchfield-Lenox



Ranken's SkillsUSA electrical team



**"I got more out of this than I ever imagined."**

## Teacher Academies

Before you can prepare students to study STEM subjects, you have to inspire them. Ranken recognizes that elementary and high school teachers play a critical role in engaging students in STEM material and in creating active learning environments. That's why, in 2012, Ranken debuted its Teacher Academies, week-long summer courses for teachers in grades 6-12. The program allows educators to use state-of-the-art laboratories and industrial equipment to explore five different areas:

- Advanced Technology
- Green Homes
- Engineering in Your Classroom
- I-CAR Collision
- Renewable Fuels

Adriann Kozlowski, a biology teacher at Fort Zumwalt North High School, took the Green Homes course last summer.

"I spend a good amount of time with my students discussing what we can do to leave less of a carbon footprint," she says. "I'm looking forward to sharing what I learned in my classroom. I have 150 students a year. That's a lot of young people to influence and a lot of potential for change."

As part of the Teacher Academies, Kozlowski also researched her school's power usage and learned that installing solar panels on the roof could save up to \$6,000 a month. She plans to take her findings to the school board. "I got more out of this course than I ever imagined," she says.

**The Teacher Academies now have waiting lists for most courses.**



High school biology teacher Adriann Kozlowski learns about eco-friendly construction during Ranken's summer Teacher Academy.



**“Getting my hands on things is the best way for me to learn.”**

### Summer Adventure Academies

Ranken’s week-long Summer Adventure Academies allow middle and high school students to explore hands-on activities, such as building and racing go karts, assembling robots, making jewelry, welding, constructing bird houses, and building computers.

Seventeen-year-old Walter Deitzler, a University City High School junior, has attended the “Boot-Up” computer camp and the welding academy. He liked welding so much, he was hired as a mentor for middle school campers in 2013.

**Number of Enrollees**  
**87** in **2010** to  
**255** in **2013**

“Getting my hands on things is the best way for me to learn,” says Deitzler, who wants to be a mechanical engineer and obtain a welding license. “Knowing how things are put together will help me in the future when I design something or when I’m talking to a machinist. I feel like I’ll have an edge.”

**In the four years Ranken has offered Summer Adventure Academies, participation has nearly tripled.**



Ranken’s Summer Adventure Academies combine science, technology and fun.





National Science Foundation  
Where discoveries begin

## NSF Grants Fund Educational Programs at Ranken

For the second year in a row, a global Manpower study has found almost half of all U.S. employers had difficulty filling “mission critical” skilled trade positions. In the top 10 list — precision machining, construction, electrician, and IT specialist, among others.

Ranken Technical College has been at the forefront of promoting awareness of skilled trade careers since its founding in 1907. In 2012, the College received its third grant from the National Science Foundation (NSF) to develop unique programs that will promote and attract more students into technical programs related to science, technology, engineering, and math (STEM) careers. The grants are significant because they are highly competitive and organizations undergo rigorous peer-reviews.

### **\$430,000 STEP GRANT**

Awarded in 2012, the five-year NSF grant seeks to expand awareness and enrollment in several of Ranken’s engineering technology programs: Control Systems Technology, Electrical Automation Technology, Electrical Systems Design Technology, and Mechanical Engineering Design Technology.

### **\$881,984 ATE GRANT**

Awarded in 2011, the three-year grant is part of the NSF’s Advanced Technical Education (ATE) Project to enhance and expand the “pipeline” of students entering technology fields. Ranken is using the funds to support a wide array of programs, including summer academies for teachers and local middle school and high school

students. The grant also supports mentoring programs for low income or disadvantaged students and transportation costs for Ranken’s Dual Enrollment program, as well as expansion of business microenterprise partnerships.

### **\$582,000 S-STEM GRANT**

The recently completed four-year NSF Scholarship in Science, Technology, Engineering, and Mathematics (S-STEM) provided renewable scholarships to students majoring in four technical disciplines — architecture, information technology, precision machining, and manufacturing — as well as funded professional development activities, career services and counseling.



2013 Control Systems Technology graduate Christopher Johnson-Cross



# STATEMENT OF ACTIVITIES

Fiscal Year 2012-2013

## REVENUES

TUITION:	\$21,299,213
INVESTMENT INCOME: <small>(INCLUDES CAPITAL GAINS &amp; LOSSES)</small>	\$6,787,937
CONTRIBUTIONS:	\$949,875
AUXILIARY INCOME:	\$5,037,689
OTHER INCOME:	\$2,507,815
TOTAL REVENUE:	\$36,582,529

## EXPENDITURES

INSTRUCTION:	\$6,410,502
ACADEMIC SUPPORT:	\$827,456
INSTITUTIONAL SUPPORT & STUDENT SERVICES:	\$12,418,866
FUNDRAISING:	\$410,707
OPERATION OF MAINTENANCE OF PLANT:	\$3,313,637
TOTAL EXPENDITURES:	\$26,683,259

## BY THE NUMBERS

TOTAL ENROLLMENT:	2,096
STUDENTS RECEIVING FINANCIAL AID:	90%
OPERATIONS COVERED BY TUITION:	65%
AVERAGE UNMET NEED:	\$2,500
SCHOLARSHIPS AWARDED:	\$456,135
TOTAL FINANCIAL AID:	\$1,320,000
TOTAL GIFTS & DONATIONS:	\$949,875
SIZE OF ENDOWMENT:	\$53,208,190
TOTAL NUMBER OF DONORS:	886



# WE LISTEN

## Going to the Source

Industry advisory boards. Employer breakfasts. Customized training programs. These are proven ways through which Ranken develops career ready students. By going directly to business leaders, Ranken regularly refines its curriculum to ensure students have the latest skills needed to embark upon successful careers.

"Industry guides us and tells us what to teach," says Keyvan Gerami, Dean of Continuing Education and Workforce Development. "Because we listen and anticipate, we're ahead of the curve in developing programs and curriculum that are relevant to businesses."

Ranken has thirteen industry advisory boards that meet annually to offer insider perspectives. Employer breakfasts, designed to further strengthen business relationships, also are held. Interest in Ranken's job fairs has grown significantly as employers recognize the caliber of a Ranken education.

"I get calls all day, every day from companies who want to hire our graduates or offer them paid internships," says Janie Summers, Career Services Director.

"They are eager to participate in our job fairs (175 companies participated last year in 2012) and to have job openings posted on our online job database."

For employers, another draw is Ranken's willingness to customize training programs, both on and off campus. Programs can be structured as credit or non-credit courses and run from a single day to eight-week programs that lead to a certificate of completion.

"We don't usually say 'no' to an employer looking to advance the skills of their workforce," says Gerami. "That's something that sets us apart."

### Recent Customized Ranken Training Programs

**Sigma Aldrich** Onsite  
Basic Electrical

**Nestle** On Campus  
CNC (*Computer Numerically Controlled*)

**US Steel-Local 68** Onsite  
Basic Instrumentation, Basic Electrical  
& System Repair

**Cooper Bussmann** Onsite  
Management, Math, Blueprint

## SARGENT & LUNDY, LLC

Dan Baldwin is a Ranken graduate now working for Sargent & Lundy, LLC. Based in Chicago, the internationally recognized engineering firm currently has 29 Ranken graduates on various electric power project teams. Representatives from the company's fossil power and nuclear power divisions also sit on Ranken's Electrical Systems Design Technology Advisory Board and regularly attend job fairs.

"Ranken provides students with real business world skills, such as preparing project budgets and schedules, rigor, and discipline," says S&L Human

Resources Manager Linda Kelnosky. "Our managers are impressed by Ranken students' skill sets and professionalism."

With a significant number of their industry clients authorizing new projects, Kelnosky says career opportunities for Ranken graduates look bright. The company recently suggested that electrical systems design coursework be expanded to include the practical application of using steel shapes. Says Baldwin, "My experiences at Ranken have allowed me to come into work confident and prepared to handle whatever is asked of me."



Ranken graduate Dan Baldwin discusses his lighting design approach with Dave Cebulko, an S & L Electrical Design Manager.



# REALIZING DREAMS

## Scholarship Support

At Ranken Technical College, many students currently benefit from a wide variety of scholarships, most of which are endowed or funded by individuals and grateful alumni, companies, and organizations.

The College's annual Donor-Student Scholarship Luncheon is an opportunity for students to directly thank those who

contributed to the more than 60 different scholarship funds available at Ranken.

"It has always been my dream to become an architect and do what I love to do, which is to use my creative mindset and design," says Taryn Underwood, an Architectural Technology student from Farmersville, Ill., who spoke at the 2013 donor luncheon.

"Without scholarships, I would not be attending Ranken and working toward my goal."

as president of Ranken's Student Government Association and is active as a Student Ambassador and member of Phi Theta Kappa. She also works part-time in the College's bookstore to help pay for her education.

"Scholarships are a great help, not just for me, but my whole family," she says. "I would like to thank

**"Scholarships are a great help, not just for me, but my whole family."**

Taryn received several scholarships as a result of her high school academic achievements in addition to financial aid from Ranken. A stellar student, she now serves

everyone who has helped to make my journey possible. Their donations are greatly appreciated."

Visit [ranken.edu](http://ranken.edu) for a full listing of scholarship funds.



2013 Donor-Student Scholarship Luncheon





# GIVING BACK

## 1959 Mechanical Drafting Graduate Robert Gau

For Robert Gau, giving back is not an obligation. It's a privilege. "I owe everything I have to my education at Ranken," he says. "I want to do whatever I can to help students achieve their goals just like I achieved mine."

Gau, a 1959 graduate of the Mechanical Drafting program and a Top 100 Outstanding Graduate honoree, has been a generous supporter of Ranken for more than a decade. He recently established an endowed scholarship that will support students pursuing degrees in Industrial Technology.

**"I want to help students achieve their goals just like I achieved mine."**

"I feel any investment in a Ranken student will provide a good return," he says.

Gau worked as a packer at a paper company to pay his way through Ranken. After graduating, he joined Universal Match Corporation as a mechanical

draftsman assigned to the Minute Man Missile project. When that project ended in 1961, Gau worked for Ralston Purina in the utilities engineering department, where he had his first exposure to and developed a keen interest in air compressors and pneumatic equipment.

In 1964, Gau was hired as a sales trainee by the John Henry Foster Company (JHF), a pneumatics and hydraulics distribution business with six employees. Within four years, Gau was general sales manager. Within 20, he was president and owner of the company.

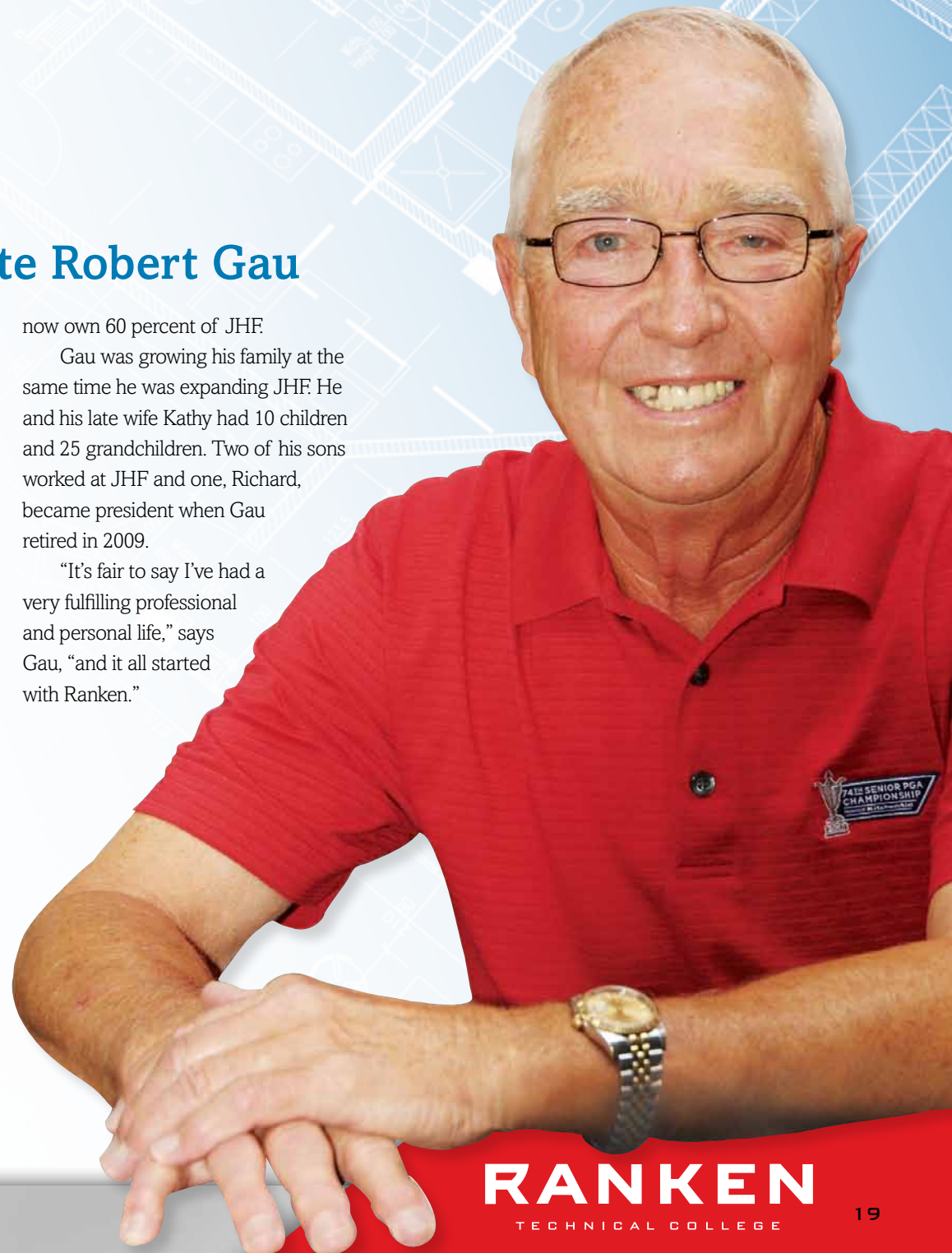
JHF now has 126 employees, 17 of them Ranken graduates.

"We know quality employees when we see them," says Gau, who demonstrated his faith in his employees by establishing an Employee Stock Ownership Plan in 1984. Employees

now own 60 percent of JHF.

Gau was growing his family at the same time he was expanding JHF. He and his late wife Kathy had 10 children and 25 grandchildren. Two of his sons worked at JHF and one, Richard, became president when Gau retired in 2009.

"It's fair to say I've had a very fulfilling professional and personal life," says Gau, "and it all started with Ranken."





## BOARD OF TRUSTEES *news*

### Louis J. Fusz, Jr.



**LOU FUSZ, JR.** recently stepped down after serving for more than 15 years on Ranken's Board of Trustees. Fusz, the President of the Lou Fusz Automotive Network, has been in the automotive industry since 1969 and oversees a network of 12 dealerships throughout the St. Louis region. "Being in the

automotive industry provides me with a unique opportunity to see Ranken men and women succeed," says Fusz. "We have more than 100 Ranken graduates, all of whom do a wonderful job." Fusz, who has served as vice president of the Board of Trustees, has received multiple honors for community service and his commitment to excellence, including Time Magazine's Quality Dealer of the Year, an annual award given to one dealer who is a leader in both business and civic activities. Says Fusz, "Because of its commitment to real-world, hands-on training, Ranken is a definite community asset. I'm proud to have been associated with the College for such a long time."

### Thomas A. Giesecking



**TOM GIESECKING**, Vice President of Service Operations with Enterprise Holdings, joined the Board of Trustees in May 2012. Giesecking, a 1984 Ranken graduate in the Automotive Maintenance Program, oversees the maintenance and safety of Enterprise's estimated one million rental

vehicles. "Enterprise Holdings, the parent company of Enterprise, National and Alamo Rent-A-Car, has had a long-standing relationship with Ranken," says Giesecking. "Understanding industry needs and nationwide demand for highly skilled/technical employees, coupled with the reputation of Ranken to prepare its students to fill these needs is of great interest to me." A self-proclaimed car enthusiast, Giesecking has been with Enterprise for 26 years. In addition to his associate's degree from Ranken, he also earned a Bachelor of Science in Management from National-Louis University.

### Michael S. Adorjan



**MIKE ADORJAN** joined the Board of Trustees in July 2013. Adorjan, the President of Bates Holding Company, follows in the footsteps of his father, Joe, who was a former board member. "I remember him telling me about the importance of Ranken to the community and to the lives of students who

wanted to learn a skilled trade," says Adorjan. "It is my hope that as a board member, I can offer some sound advice and insight into the industrial and HVAC markets, which are the lifeblood of our organization, as well as aid in the continuing advances at Ranken." Since joining Bates Holding Company in 2001 as its president, Adorjan has grown the business into a multi-branch operation with offices in six states. Adorjan who recalls touring Ranken more than 10 years ago, says, "The transformation has been nothing short of astounding. It is evident to me that Ranken has created an environment that fosters leadership, embraces technology, and strives for operational excellence."



# 2013 LISTING OF BOARD OF TRUSTEES

## COLLEGE ADMINISTRATION

### Stan H. Shoun

President

### Pete T. Murtaugh

Vice President for Finance  
& Administration

### Don J. Pohl

Vice President for Education

### John E. Wood

Vice President for Student Success

## BOARD OFFICERS

### Edward L. Monser IV

Chairman of the Board  
President & Chief Operating Officer  
Emerson

### J. Jeffrey Pitts

Vice Chairman of the Board  
Senior Plant Manager  
Anheuser-Busch InBev

### Dennis C. Donnelly

Secretary -Treasurer  
Attorney & Senior Counsel  
Bryan Cave, LLP

## BOARD MEMBERS

### Michael S. Adorjan

President  
Bates Holding Company

### Charles W. Disbrow II

Former Manager  
John Fabick Tractor Company

### Randy Fusz

General Manager, Buick GMC  
Lou Fusz Automotive Network

### Thomas A. Giesecking

Vice President, Service Operations  
Enterprise Holdings

### Pamela B. Jackson

Vice President  
Emerson

### Lanny Lamont

President  
Davlan Engineering Inc.

### Martin Quinn

Chief Executive Officer  
Victor Technologies

### Jerry E. Ritter

Retired  
Anheuser-Busch Companies, Inc.

### Dave J. Schepers

Vice President  
Energy Delivery Technical Services  
Ameren

### Bruno B. Schmitter

President & CEO  
Hydromat, Inc.

### Robert W. Staley

Senior Advisor  
Emerson

### Blanche M. Touhill

Retired Chancellor  
University of Missouri-St. Louis

### Barbara J. Wilson

Director  
Army/Navy/Marine Corps Programs  
Training Systems & Services  
Boeing Defense, Space & Security

### Scott T. Wittkop

President, Central Division  
McCarthy Building Companies, Inc.



Ranken Technical College is grateful for the support of hundreds of individuals, companies and foundations who generously contribute each year to scholarship funds, programs, activities and the College's facilities. If you'd like to see a list of our recent contributors, please visit **RANKEN.EDU**.

*Thank You*



# RANKEN

TECHNICAL COLLEGE

4431 FINNEY AVENUE | SAINT LOUIS, MISSOURI 63113  
(314) 371-0236 | [WWW.RANKEN.EDU](http://WWW.RANKEN.EDU)

NON-PROFIT  
ORGANIZATION  
U.S. POSTAGE  
**PAID**  
ST. LOUIS MO  
PERMIT NO 2147

