



### Call for upcoming newsletter content

If you have information, ideas for new content, fun facts, or PCC trivia, send them to Megan for inclusion in the next newsletter!

>>> meganm@prattcc.edu

#### **Contents**

Wholesale Distribution	2-3
Skyland Grain Simulator	4
Build Our Future Feature	5
PTK Blood Drive	6
Auction Save the Date	7
New Track Facility Update	7
Winterfest Recap	8
eSports Tournament	9
College Prep Day	10
Baseball Season Begins	11
Basketball vs. Barton	12
Student Life	13
Student Activities	14

#### **Upcoming Dates**

Board of Trustees Meeting Feb 18
Academic Olympics Feb 25
PTK and KDB Inductions Feb 28
Mid Term Week Mar 4-8

### February is Career and Technical Education Month!

The month of February is Career and Technical Education (CTE) Month. CTE Month takes place each February to celebrate the value of CTE and the achievements and accomplishments of CTE programs across the country.

Career and technical education, or CTE, is education that directly prepares students for high-wage, high-demand careers. CTE covers many different fields, including health care, information technology, advanced manufacturing and many more.

Pratt Community College offers CTE programs for traditional and non-traditional students in the areas



PCC is hosting multiple on-campus events for CTE programs including Agriculture/FFA Day in March and a special event specifically for preparing for college in April.

PCC offers an agriculture program that has the great advantage of being located in South Central Kansas, one of the world's most productive agricultural regions. Students are able to work first hand with livestock and in production situations instead of just learning skills and theories in a classroom.

On Mar. 26 PCC partner, Skyland Grain and area FFA chapters will host an information day at our campus in Pratt. Learn more and take part in the interactive educational and career networking event by registering at prattcc.edu/AgDay.

High School freshmen, sophomores, juniors and seniors interested in getting starting with preparing for a life in higher education can attend College Prep Day. This event will be held at our Pratt campus, April 3 from 9 a.m. to 12:30 p.m. and students can register and learn more at prattcc.edu/CollegePrepDay.



CELEBRATE TODAY,
OWN TOMORROW!

### Teaching the World About Wholesale Distribution

#### Article by Jim Lucy, Director of Content, Electrical Construction & Maintenance (EC&M) Magazine

Attracting new talent is a common problem not only for distributors in the electrical market but also for distributors in the dozens of other niches within the \$5.3 trillion U.S. wholesale-distribution industry.

Even though the wholesale trade employs more than 6 million people and accounts for 5.9% of total U.S. Gross Domestic Product, according to data from the National Association of Wholesale-Distributors and the U.S. government, not many people know the distribution industry exists or that it provides solid career opportunities at thousands of local businesses across the nation.

To help get the word out on the employment opportunities that Stanion Wholesale Electric Co., Pratt, KS, provides at its 17 locations in Kansas and the Kansas City metropolitan area, the company is sponsoring and has made a financial investment in the new Modern Distribution Sales & Management program that Pratt Community College, Pratt, KS, launched last year.

During his decades with the business, Bill Keller, the company's president, said finding qualified new talent has always been a challenge because few people know much about the industry. He likes to tell a story about representing his company at a job fair organized by the local Rotary Club and realizing that he and the local mortician were attracting the fewest attendees to their tables. "People don't even really know the wholesale industry exists," he says. "Or if they think they know, they may think we are the unnecessary middleman between the retailer and the manufacturer."

To help clear up this misperception and to develop a source of new talent for the company, Keller and his executive team are working closely with Jenny Egging, coordinator for the Modern Distribution Sales & Management program at Pratt Community College. Along with being guest speakers on various distribution topics, Keller and other Stanion executives also hire students for paid internships with the company, help the students polish their job hunting skills in mock interviews, and recruit independent reps and other area electrical professionals to talk with students during classes about various distribution topics.



Egging was a mechanical engineer with construction project management experience before coming to Pratt Community College last year to lead the program. One of her first tasks was to add to the advisory board and build the curriculum for the Modern Distribution Sales & Management (MDSM) program. It has a solid roster of electrical and distribution industry sponsors to help ensure the program's curriculum provides the necessary content for students interested in pursuing a career in distribution. Along with Stanion these companies include Anixter Inc.; Consolidated Electrical Distributors (CED); C&O Electric Sales, a Kansas City-metro-based independent electrical rep; GT Midwest, a Wichita-based industrial distributor; Hajoca, a distributor of plumbing, HVAC and industrial supplies with a Wichita branch;

William F. Hurst Co., an industrial distributor with local branches in Wichita and Shawnee, KS (Kansas City metro); Neenan Co., a Wichita-based plumbing distributor; and C&B Equipment Inc., Wichita, an industrial equipment supplier.

Other companies that have provided guest speakers or have hosted students on field trips include Mize & Co., Inc., Kingman, KS; Massco Maintenance Supply Co., Inc., Park City, KS; Cross Manufacturing Inc., Pratt; Home Lumber & Supply, Pratt; HEBCO, Inc., Independence, MO; Tour de Force, Findlay, OH, a provider of CRM (Customer Relationship Management) software; KanEquip Inc., Wamego, KS; and two universities that offer Industrial Distribution (ID) programs — Texas A&M University, the largest ID program in the U.S., and the University of Nebraska at Kearney. Texas A&M has also provided classroom materials and guidance for the course curriculum.

Egging says students have the option to earn a one-year certificate in MDSM or the more in-depth Associate of Applied Science (AAS) degree in MDSM. Students will also be able to transfer from Pratt Community College program to universities that offer a four-year degree in industrial distribution, but Keller and Egging say the program's main goal is to prepare students for distributors' internal sales and management training programs, and that a four-year degree isn't typically required for that.

#### Teaching the World About Wholesale Distribution continued



Some classes are provided via distance learning, where guest speakers teach students remotely using Zoom's video webinar technology. Egging says high school students can try out the program by taking classes remotely tuition free, because of the Kansas Senate Bill 155 that waives tuition and fees for high school students taking college courses.

She expects the online classes to be popular with non-traditional students who work for a few years and go back to school to improve their skills and marketability for a job in the distribution industry. Other students who tend to do well in the program are those with some entrepreneurial instincts. They may have run something like small lawnmowing business and understand some of the basics of costs and profits and the importance of doing quality work.

The Pratt Community College (PCC) press release announcing the launch of the program last fall said, "PCC's MDSM associate program is a combination of supply chain logistics, sales, information systems, finance, marketing and procurement. MDSM professionals are hands-on workers who primarily operate as the sales and marketing arm for manufacturers of industrial products. Course offerings provide students with professional, technical, business, communication and leadership competencies.

"It's the goal of the institution and program to help students in the MDSM program gain hands-on experience with local businesses as well as offer them meaningful exposure to potential job opportunities within the county and state. The new curriculum will include real-world exposure to the industry by visiting companies on-site and participating in internships with program industry partners such as Stanion Wholesale Electric."

A big part of the Pratt CC program is the paid internship, which will be 10-12 weeks, depending on scheduling with the student and the company. Students at the college come from not only Pratt County and western Kansas, but from all over the United States, and some out-of-state students have been doing internships closer to their homes.

Says Egging, "The internship is after the first year into the program. The students receive three credit hours for it, technically, one credit hour for every 45 work hours, but working the entire 10-12 weeks is expected. There will be 'check ins' with me and supervision by the employer to ensure their progress."

Stanion Wholesale Electric offers the internships through its Wichita branch because it's a bigger operation than the Pratt headquarters location and will give the students broader exposure to the inner workings of the company and to its management training program.

The program also teaches students about basic business philosophy. Keller has found that some incoming students don't have a grasp of the basics of why a company needs to make a profit to survive and grow, and he teaches students about free market capitalism. He has been surprised to find out some students come to the program with some wildly inaccurate ideas of how much profit a company like Stanion makes on an order, and that some students question the need for companies to make a profit at all.

The program also covers the importance of building sound win-win business relationships, and why it's important for both parties in any sale or negotiation to come out of it feeling like they got what they needed out of the transaction. Instructors also focus on pricing strategies and the role price plays in a customers' buying decisions. Says Keller,

"They have to know that price isn't the only consideration and that oftentimes it's not the most important consideration. I ask them, 'How many of you are wearing the least expensive pair of shoes? And if I go out into the parking lot, will I only see a bunch of used Yugos?' It isn't always about the cheapest price. People buy for a lot of reasons, including service, quality and relationships."

Keller says another point of emphasis is the importance of repeat business for distributors. "One of the basic differences between what we do and what a retailer does is repeat business. We don't sell to everyone, and we have to make them happy so they will come back. In contrast, a retailer is happy with a one-time sale to someone. That is not how we operate. We have to have a continuing relationship."

Egging says the college's ultimate goal for the program, which launched in Sept. 2018, is to have 50 students by 2021. If the program grows as large as Egging and Keller hope, it will have gone a long way to accomplishing their goal of getting the word out about the careers in the distribution business and providing companies in their region with a new source of well-trained talent.

### Sprayer Simulator Provides Ag Students Hands-On Learning Experience









Students in the Skyland Grain Crop Application program have a new way to learn their trade via the company's new sprayer simulator. The simulator is the first one west of the Missouri River, providing students a unique opportunity to learn how to spray in a safe manner.

Three 40 inch monitors surround the operator, who sits in a life like seat with accurate controls just like in the real equipment. The seat moves with the terrain and students are challenged with the task of driving through residential areas with traffic before they get to the field they need to spray.

Kayley Geesling, sophomore in Ag, admits she has never drove an actual sprayer before, but she did grow up with combines and tractors and believes the simulator felt like the real thing.

"It definitely felt like what you'd imagine driving a real sprayer would feel like," said Geesling. "I can see it being a very helpful way to learn without being on an actual spray rig."

PCC Ag instructor Barrett Smith echoes the statement.

"The simulator provides students a realistic scenario with no chemicals, no over applying or under applying, no health risk, and no way to damage expensive equipment," said Smith. "It will help students learn before they actually go out in the fields. It will help by saving chemical, reduce complaints, save money, and gives the opportunity for students to learn without harming them, the equipment, or the land."

The simulator provides several different levels and modes for students to experience a variety of scenarios. The simulator is able to wreck, roll over, and run into trees and fences, depending on how well the operator drives. Each operator is awarded a score at the end of the simulation so they can see how well they have done. Mistakes such as forgetting to stop at a stop sign can alter the score.

In addition to being part of the Crop Application curriculum, Skyland Grain plans to use the simulator at career fairs, recruitment events, and interview situations.

Pratt Community College and Skyland Grain partnered in 2016 to provide the Crop Applicator Certificate program to Agriculture students. In addition to the simulator, Skyland Grain also provides students scholarships, in which students can earn up to \$1,000 per year. To find out more about Skyland Grain scholarships visit their website skylandgrain.com and find the scholarship information under the "Programs" tab.

To learn more about the Crop Application certificate program at PCC in partnership with Skyland Grain and how you can apply for admission visit prattcc.edu/CropApplication.

# BULD PRATT COMMUNITY COLLEGE FEATURE: Eric Bronson

Before serving as a Pratt Community College Foundation Board member, Eric Bronson grew up in Pratt County where he attended Skyline all through grade school and high school. He then attended PCC on the Above and Beyond Scholarship where he studied education, before graduating with his associate's degree in December of 1999.

"Attending PCC was a good experience," said Bronson. "I had great instructors and I really liked the smaller setting. It was also a cost efficient stepping stone into my higher ed. I was able to work my way through college and what I didn't get covered by scholarships, I was able to pay for by working. That was a big deal to me."

After receiving his Bachelor's Degree in Elementary Education from Northwestern Oklahoma State University in Alva, OK, Bronson moved back to Pratt County and taught at Skyline for eight and half years. Coming home to teach was not necessarily planned, and he certainly did not plan on teaching in the school he grew up in alongside the teachers he had when he was a kid, but Bronson saw it as an excellent experience. After eight and a half years, a new opportunity presented itself and Bronson switched careers to work as a trust officer at the Peoples Bank in Pratt. It was there he was introduced to a chance to give back to the school that began his higher education.

"Another trust officer at the bank, Ernie Richardson, was on the PCC Foundation board for several years," said Bronson. "When his term expired, the board asked members who they knew that would have an interest in serving and be a good candidate. Ernie threw out my name and I agreed to it."

Bronson has served on the board since July of 2014. His favorite project he has worked on to date has been the recent project to raise money for updated and new facilities, such as a new track and field complex.

"It's exciting to be a part of the projects that will bring some nice facilities to the community and strengthen participation among the various community entities, such as the college, local school districts, rec programs and so on," said Bronson. "It will be neat to see how that is all intertwined with some additional athletic facilities. It will also be beneficial to the college to help strengthen their track and field and soccer programs and be a drawing card for athletes to come to PCC."

Bronson also enjoys helping raise money to provide scholarships to students. He sees PCC as an avenue for a wide variety of students to achieve their goals. After spending eight and a half years in the education profession, he is a firm believer in the field, however he is not a believer in the cookiecutter approach that every student needs to have the same educational experience by going to a four year college to obtain a bachelor's degree.

In addition to giving back to the organization that provided his scholarship and helping to provide students the same opportunities he had, Bronson believes serving on the board is a way to support the college, which is important to the Pratt community.

"I think PCC has a vital role in our community, both in terms of the local economy and keeping Pratt as a vibrant community," said Bronson. "I think PCC is important to that dynamic and serving on the Foundation board is one of the ways I could show my support."

This year, Pratt Community College is honoring those who choose to help build the futures of our students. Each month during 2019, PCC is proud to feature those alumnae, community members, board members and faculty who have done their part to build the future of the lives of students as well as the growth of the instituion. If you would like to be considered for one of our monthly features, contact Jessica Ward at 620-450-2192, jessicaw@prattcc.edu.

### Phi Theta Kappa Blood Drive Success

The Phi Theta Kappa chapter at Pratt Community College hosted a blood drive on Wednesday, Feb. 6 from 8:00 a.m. to 1 p.m. in the Dennis Lesh Sports Arena. The American Red Cross Central Plains chapter is currently in a state of emergency with blood supplies low due to drive cancellations because of the weather.

Phi Zeta, PCC's chapter of Phi Theta Kappa regularly and proudly partners with the American Red Cross to hold blood drives on campus. The Red Cross has over 130 years of experience providing humanitarian aid – including more than 70 years of supplying blood to those in need.

Though efforts by PTK and the Red Cross the blood drive was able to obtain 35 units of blood exceeding their overall goal by 4 units.

PTK Advisor and PCC Instructor, Trisha Jackson, said that they were very impressed with the outcome considering the cold and icy weather conditions Wednesday.

"We want to share a big thank you to the teams that helped with setup and take down," said Jackson. "Another big thank you for encouraging student volunteers. We had 31 volunteers during the day. The Red Cross staff were over the moon about all the help."

Jackson also expressed gratitude to all of the donors who made an appointment or walked in to help with the cause.

Every pint of blood donated can save up to three lives.

Jackson also said that PTK is planning another blood drive in April of this year. The Red Cross bus will be on in front of campus with their mobile station.

To learn more about how you can help save a life visit redcrossblood.org or to find out more about PTK you can visit prattcc.edu/student-life/phi-theta-kappa.









#### Save the New Date!



Save the date! The 31st annual foundation scholarship auction, is set for April 26, 2019 and will be held in the Dennis Lesh Sports Arena. Our theme is "Build Our Future".

The auction funds raised will be used strictly for student scholarships to help offset the cost of tuition, books, and room and board. In 2018 the auction raised a record breaking \$79,000 dollars for the scholarship fund thanks to our Pratt area community, businesses and PCC faculty and staff!

Tickets go on sale at the start of the new year .If you would like to donate items for the auction, be involved as a sponsor or attend the event you can contact Barry Fisher at barryf@prattcc.edu or call his office, 620-450-2179.

### PCC and City Track and Soccer Facility Progress is Making Strides

Over the course of the last two and a half years, the Pratt Community College Foundation along with the City of Pratt have endeavored to build a Track and Soccer Facility adjacent to the Green Sports Complex (baseball and softball) on the southeast side of Pratt.

In addition to serving the local schools and PCC, the track will be available to host such events as AAU and Special Olympics meets and will also serve as a health and exercise venue for the public. The field inside the track will have an artificial surface that can be used by the PCC see



artificial surface that can be used by the PCC soccer teams, as well as Pratt Rec programs and the general public.

As a result of these efforts, the PCC Foundation secured a \$1 million challenge grant provided by an anonymous donor, \$600,000 in federal grants through the Kansas Department of Wildlife, Parks & Tourism, a \$250,000 gift from the Sunderland Foundation and many gifts and pledges from individuals. In January of 2019, we received a \$150,000 anonymous gift and pledge from another foundation. This most recent gift was made in honor of PCC staff, faculty and administrators from past, present and future. A total of \$2.25 million has been raised for the \$3.5 million project.

"We would like to express our utmost gratitude to everyone who has helped us achieve this outstanding level of progress," said Barry Fisher, Executive Director of Institutional Advancement of Alumni Relations.

If you are interested in learning more about giving to Pratt Community College, or this project, contact Fisher at the PCC Foundation Office, 620-450-2179.

### Second Annual Winterfest & Talent Show Success for Students and Community

The second annual Winterfest Talent Show was held on Tuesday, Jan 22 in Carpenter Auditorium at Pratt Community College. A variety of acts of both students and community members took the stage to provide for an entertaining evening full of laughter, inspiring dances, and heartfelt vocal performances.

Master of Ceremonies, Chalres Keefer, Director of Students and Residence Life emceed the event while the judge's panel included Kimberly DeClue, Executive Director, Pratt Area Chamber, Cassie Goyen, Next GINeration Cotton Gin, Sheryl White, Barron Theatre and Rhonda Westerhaus, PCC Instructor.



The Winterfest talent show included 11 acts of PCC students and community members of all ages. This year grand prizes included a \$150 visa gift card for a community act and a student act as well as a \$50 visa gift card for Judge's Choice.

Winners of the show included show a pop ballad by PCC student Drew Taylor who sang "Glitter in the Air" by artist Pink. Community member, Cindy Smith, lifted the audience with her voice singing "This World is not my Home". Judges choice was PCC student Dallas Wilson who wowed the crowd with martial art stick work.

The lineup of talent included Matthias Holmes, youth community member, Cindy Smith, community member, Casly Israel, PCC student, Megan Kennedy, PCC student, Amelia McCaskey, PCC student, Jade Downs, PCC student, Noelle Holmes, community member, Abigail Domann, PCC student and Saul Garcia, PCC student.

"Thank you to the judges who volunteered their time as well as Misty Beck, the event organizers, the talented acts and all those who came to support this event," said Keefer.

Winterfest Week was a success for the students of PCC and culminated with the coronation and crowning of Winterfest King and Queen on Saturday, Jan. 26. PCC Students Naomi Warren and Blake McGuinness were crowned at the Men's Basketball game.





INAUGURAL
PRATT COMMUNITY COLLEGE
HIGH SCHOOL
ESPORTS TOURNAMENT

GAME: OVERWATCH - PC

SIX PERSON TEAMS

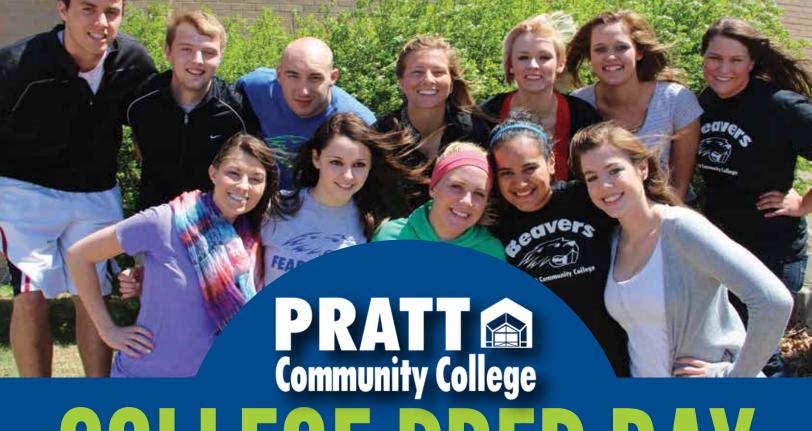
SATURDAY, APRIL 6TH

STARTING AT 9:00 A.M.

PCC AUDITORIUM



WIN THE BRAGGING RIGHTS OF BEING #I IN THE #I TOURNEY SIGN UP AT BATTLEFLY.COM/PCC-ESPORTS OR BY CONTACTING CHRIS NELSON AT chrisn@prattcc.edu



# COLLEGE PREP DAY

WE'VE GOT YOUR CAREER COVERED!

EXPLORE WHAT PRATT CC HAS TO OFFER

# APRIL 3 - 9AM - 12:30PM LUNCH PROVIDED

- Presentations and interactive activities to enhance knowledge of:
  - ✓ FAFSA
  - √ Scholarship Applications
- √ Admissions Applications & Requirements
- ✓ Degree Options
- Take a Tour of Campus and Residence Halls
- Learn the Ins and Outs of Everyday College Life!

#### To Register Visit Prattcc.edu/CollegePrepDay

Registration closes March 31

### Baseball starts season 2-0 against KWU

The Beaver baseball team took both games of a doubleheader against the Kansas Wesleyan JV team Monday afternoon.

Pratt won game one 12-6. Keaton Gage doubled on a 0-1 count, scoring the first two runs for the Beavers. Brenden Tauber would ground out to third, scoring Khalir Vazquez for the final run of the first inning.

After giving up a run in the top of the second, Pratt extended their lead to seven with a four run inning- Gage and Tauber both chalked up RBIs with the other two runs coming off of errors.

The Coyotes put up two more runs in the third but Pratt answered with two of their own.

KWU went three up-three down to start the fourth. The Beavers extended their lead by one after Eric Escamilla scored Gage on a sacrifice fly.

Taking a 10-3 lead into the fifth inning, Pratt put the game away in the seventh by scoring runs in the fifth and sixth innings.

Game two saw more of the same for Pratt. They took a six run lead into the third, where the Coyotes bounced back with a two run inning. Brody Hanna and Sean Johnson both scored for Pratt in the bottom of the fourth following a one



run inning from KWU.

Pratt hammered the final nails in the coffin, scoring three more runs in the third.

The 11-4 victory in game two clinched the day for Pratt.

"Overall, I thought the game went well for us," Said head coach Thompson. "We got some good experience and some innings under our belt. It was a little sloppy at times but we competed at the plate. I thought it was good for our first time out."

For their first road series of the season, the Beavers will head to Northeast Texas Community College Friday.

### PRATT CC

Maximum student learning, individual and workforce development, high quality instruction and service, and community enrichment.



NJCAA Academic Team of the Year - Wrestling (Six Consecutive Years)

KJCCC Coach of the Year Kevin Kewley, Men's Soccer



Basketball, Soccer Wrestling, Track & Field, Cross Country, Volleyball, Cheer, Softball, Baseball



gobeaversports.com



SCHEDULE YOUR VISIT 620-450-2217 PRATTCC.EDU/**TOUR** 

### Beavers Drop Home Conference Game to BCCC

The PCC men's basketball team dropped to 4-11 in the Jayhawk Conference following Wednesday night's home game against Barton County Community College. Pratt finished 0-2 against the Cougars following the 70-59 loss.

The Beavers started the game with a 5-4 lead, but it would be their only lead of the night. A four-point run put PCC within four to end the half. They would tie the game in the second half but never take the lead.

A 35-28 second half clinched the night for the Cougars.

The Beavers won the night on the glass, out rebounding Barton 35-33, but a 20-point difference in shooting percentage was a mountain they couldn't overcome.

Teddy Fifer III was the leading scorer for Pratt, putting up 16 points with three assists. Tyvon Taylor finished the night with nine-points and Blake Furcron added eight.

Pratt will continue conference play against this Saturday, traveling to Seward County Community College.



### Women's Basketball Drops Conference Game To Barton

The women's basketball team hosted Barton Community College Wednesday night. The Lady Beavers played a very competitive first half, going into the break trailing by three, but the Cougars would take control of the game with a 24-7 third quarter to drop Pratt to 16-7 on the season.

Pratt fought their way through a night of poor shooting to end the first quarter trailing just 14-12. The Lady Beavers shot just over 29 percent from the field in the first half, compared to the Barton's 52 percent. The Cougars would extend their lead to three with a 16-15 second quarter.

Barton put together several big runs in the third, pushing their lead to 20.

Trailing 54-34 going into the fourth, Pratt mounted their best offensive stand of the night. A 22 point quarter helped tip their second half field goal percentage over 30.



The Cougars put up 25 points in the fourth to take the game 79-56.

Courtney Cleveland put in valuable minutes for Pratt, scoring 14 points while pulling down seven rebounds. Jazmin George and Tianna Tullis both finished the game with nine points.

The Lady Beavers will continue conference play with Saturday, traveling to Seward County Community College. Tipoff is set for 6 p.m.







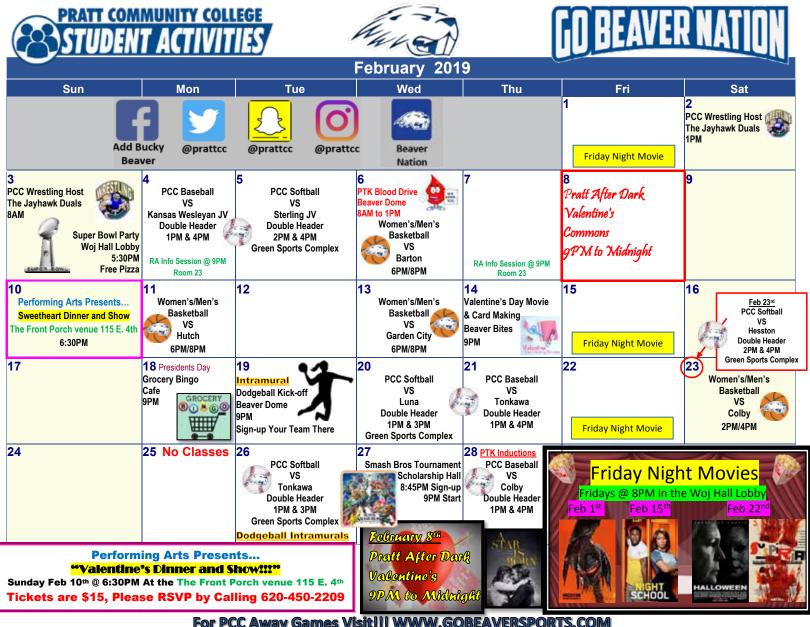












For PCC Away Games Visit!!! WWW.GOBEAVERSPORTS.COM

## CHECK IN AT EVENTS. EARN POINTS GET REWARDED



