

Derek Dachelet, Ph.D.

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EDUCATION

Ph.D. Doctor of Philosophy in Education

Northcentral University - Prescott Valley, Arizona
Specialization: Organizational Leadership

Dissertation Title: *Investigating the Role that College Presidents Play in Forming Higher Education-Industry Partnerships: A Qualitative Case Study*

Master of Nonprofit Management

Regis University - Boulder, Colorado

Thesis Title: *Planned Gift Marketing Efforts Nationally and Within the Wisconsin Technical College System*
Graduate Level Academic Certificate in the field of Program Management

Bachelor of Science - Business Administration

University of Wisconsin-Platteville - Platteville, Wisconsin
Emphasis: Sales and Marketing

PROFESSIONAL EXPERIENCE

UNIVERSITY OF WISCONSIN-PLATTEVILLE, Platteville, WI September 2007 – Present **Adjunct Faculty – School of Business & Distance Learning Center**

- Developed curriculum and currently teach: OCL7200 Strategic Thinking and Change; OCL7330 Organizational Change Leadership: Theory and Practice; OCL7500 Organization Development for the online Master of Science in Organizational Change Leadership program.
- Taught the graduate course Teaching E7050-AE62 Public Relations in the School and Community via face-to-face, web-enhanced, and interactive television alternative delivery.
- Mentor practicum students as they develop a comprehensive capstone project that complies with university guidelines and Institutional Review Board (IRB) compliance.
- Achieved instructional accolades from students and peers. Consistently received student satisfaction ratings above the 90th percentile.

SOUTHWEST WISCONSIN TECHNICAL COLLEGE, Fennimore, WI September 2006 – Present **Executive Dean of Industry, Trades and Agriculture – May 2013 to Present**

- Twelve years' experience serving on the Southwest Tech Executive Team responsible for college-wide strategic planning and policy development.
- Currently lead the efforts of an academic division that includes 29 Associate Degree, Technical Diploma, and apprenticeship programs. Responsible for the management and supervision of 30+ academic instructors, administrators, and support staff. Responsible for providing students with a safe and effective learning environment that maximizes High Impact Practices as outlined by the Association of American Colleges & Universities (AAC&U). Accountable for laboratory safety, curriculum oversight, instructor hiring and evaluation, new program development, and maintaining program accreditation.
- Secured and managed approximately \$6.25M in federal, state, and private nonprofit grants in six years. Principal Investigator responsible for pre- and post-award program outcomes in compliance with grantor requirements and federal regulations governed by the Office of Management and Budget (OMB) Uniform Guidance.

- Coached and managed a contract training division that increased sales revenue by 500 percent in two years and was nationally ranked in the top 25 percent by the Learning Resource Network (LERN).
- Administered an annual departmental budget in excess of \$3.5M in operational and capital expenditures. Active participant in providing a balanced, college-wide budget to the district board.
- Liaison to industry sector advisory boards comprised of over 100 employer volunteers.
- Founding member of the regional economic development agency Prosperity Southwest Wisconsin.
- Act as a college representative in various external relations capacities such as business and industry partnership meetings, higher education collaboration initiatives, contract training sales meetings, economic development conferences and committees, government relations initiatives, donor engagement activities, media relations, and hosting events open to the public.
- Member of the campus Innovation and Entrepreneurism Committee that screens technology projects for product adoption and licensing potential through the WiSys Technology Foundation.

Director of Marketing & External Relations – December 2008 to May 2013

- External partnership facilitator responsible for corporate relations, government relations, regional economic development, and numerous other external stakeholder engagement activities.
- Oversaw college-wide marketing efforts that contributed to an 11 percent institutional enrollment growth over a two year period.
- Designed and coordinated multiple industry sector events attracting over 15,000 campus visitors.
- Co-Organized five regional legislative advocacy days to promote Southwest Wisconsin.
- College representative on the Comprehensive Economic Development Strategy (CEDS) planning team organized by Southwest Wisconsin Regional Planning Commission.
- Certified Public Information Officer (PIO) and trained in FEMA emergency management systems.

Resource Development Officer – September 2006 to December 2008

- Volunteer management and community outreach team leader for the Southwest Tech \$31.9M referendum. Duties included case for support development, message management, media relations, organizing 250+ informational presentations, government relations, and funds development.
- Implemented a corporate partnership model resulting in college support in excess of \$150,000.
- Developed and coordinated multiple planned giving seminars in conjunction with allied professionals.

**UW-PLATTEVILLE FOUNDATION, Platteville, WI
Assistant Director of University Relations**

August 2003 – September 2006

- Facilitated over 275 gifts of significance from individual donors, private and public foundations, and corporations, during a three-year pledge cycle totaling over \$1.6M in University support with additional gift expectancies over \$10.6M in planned gifts or pending pledges.
- Steering committee member of the UW-Platteville team that secured the successful 2006 Higher Learning Commission accreditation. Co-author of Criterion Two - Preparing for the Future.
- Cultivated and solicited numerous major gifts to include the single most generous corporate gift to UW-Platteville Athletics and the naming of the Cooper Living & Learning Center.
- Trained and professionally mentored development staff on how to secure support for the University.

**VALLEY GRINDING SERVICES AND SUPPLY, Little Chute, WI September 2000 – May 2003
Inside Sales & Service Representative / Marketing Projects Manager**

- Fostered customer relationships to build an annual inside sales budget from \$240,000 to \$550,000 in one year. Exceeded sales goals for all three years of employment. Assigned lead-customer service representative for key accounts that comprised over 30 percent of the company's annual revenue in excess of \$2.5 million.

- Managed the customer service and sales support efforts of the Valley Grinding call center staff to include order fulfillment, service analysis, complaint resolution, and revenue generating initiatives.
- Coordinated company marketing efforts. Projects included direct mail, publication advertisements, trade shows, and product promotions. Responsible for managing a \$50,000 marketing budget.

**AVENTIS CROP SCIENCE (Bayer AG), Research Triangle Park, NC May 1999 – January 2000
Commercial Agriculture Sales Representative**

- Worked closely with Aventis Crop Science Product Marketing Managers and customer support personnel in order to assist the national sales force and promote products.
- Assisted product line managers with various marketing projects that included print, web-based, and product hotlines.
- Successfully collaborated on a product defect resolution project that processed 5,500 complaints in five months.

UNITED STATES ARMY

June 1991 – June 1995

Satellite Communications Systems Team Chief - Sergeant E-5

Provided worldwide communications support to the U.S. Army Systems Command:

- Responsible for the installation, operation, maintenance, and accountability of a tactical satellite communications system valued in excess of one million dollars.
- Accountable for the health, welfare, and training of four team members.
- Selected to serve in the prestigious White House Communications Agency; a one-of-a-kind military unit dedicated to providing premier, worldwide, vital information services and communications support to the President of the United States, Vice President, and senior White House staff.

Funding & Principal Investigator Grant Projects

- Developed a partnership with Northeast Iowa Community College to secure \$4,870,000 in H1B Visa funding to support incumbent workers in the fields of advanced manufacturing, healthcare, and professional and business services.
- Lead efforts to be the only Wisconsin technical college to secure two Wisconsin Covenant Grants sponsored by the Great Lakes Higher Education Guaranty Corporation totaling \$1,058,000.
- Provided direction and visioning for a redesigned agriculture program delivery model that includes the development of three new Associate Degrees and five technical diplomas funded by \$477,630 in competitive General Purpose Revenue grants.
- Collaborated with instructors and staff to develop a 1-credit module welding program that enhanced student opportunities for articulated credit and credit for prior learning. Added 35 percent additional laboratory space and critical equipment by leveraging a \$429,000 Trade Adjustment Assistance Community College and Career Training (TAACCCT) Grant, a \$200,000 Wisconsin Blueprint for Prosperity Grant, and \$187,000 in WTCS General Purpose Revenue grants.
- Secured \$190,000 in grants to construct a 53' mobile welding lab and \$14,000 in corporate sponsorships to support regional programming involving K-12 partners and adult learners.
- Collaborated with UW-Platteville faculty on an NSF Program Solicitation NSF 16-559 Robert Noyce Teacher Scholarship Program.
- Secured \$95,000 in grant funding and worked with instructors and industry partners to develop a new Industrial Mechanic embedded technical diploma that contributes to career pathways in industrial maintenance and instrumentation.
- Coached Farm Business & Production Management (FBPM) staff to develop an entrepreneurial program delivery model that saved Southwest Tech \$171,000/annually while increasing clients served by 15 percent. Increased program revenue by 100 percent and grant funding by 330 percent.
- Active team member of the regional planning committee that secured a \$120,000 U.S. Economic Development Administration capacity building grant to develop the Upper Mississippi Manufacturing &

Innovation Center. Project partners include Tri-State region educational institutions, economic development organizations, regional planning commissions, workforce development boards, and employer partners.

- Addressed regional workforce needs by tripling the capacity of the Electromechanical Technology degree program by securing \$643,000 in grant support from the Wisconsin Workforce Partnership.
- Developed partnerships with regional companies to address the need for employees with entry-level manufacturing production skills by developing the Gold Collar Certification program funded by a \$416,000 Wisconsin Covenant Grant.
- Addressed the regional need for additional qualified welders by offering an alternate January-start section funded by a \$353,000 Blueprint for Prosperity grant through the Wisconsin Department of Workforce Development.
- Worked with regional employers to secure \$29,350 in Wisconsin Fast Forward grants to provide equipment maintenance training to 52 employees.
- Promoted careers in manufacturing by working with local employers to engage K-12 students in career exploration opportunities by securing WTCS Advanced Manufacturing Grants totaling \$114,000 over five years.
- Collaborate with the Career Prep & Youth Options Specialist to facilitate career pathways, Youth Apprenticeship, and articulated credit opportunities for regional K-12 partners.
- Collaborated with regional food production companies and producers to address the need for dairy goat milk through a special allocation of \$50,000 from the Wisconsin Department of Agriculture, Trade, and Consumer Protection.
- Collaborated with Meister Cheese, Riverdale High School, and Rural Development Partners on a \$125,000 special project to enhance farm producer education and career pathways in agriculture.

SELECT GRANTS MANAGEMENT EXPERIENCE

- Investing in Manufacturing Partnerships (IMCP) designation application - U.S. Department of Economic Development Administration
- Capacity Planning Grant: Upper Mississippi Manufacturing & Innovation Center (UMMIC) - U.S. Department of Economic Development Administration
- H1B Visa "Skill Up" Grant – U.S. Department of Labor
- Trade Adjustment Assistance Community College and Career Training (TAACCCT) Grant Program – U.S. Department of Labor
- Special Projects Grant - Rural Development Partners
- Wisconsin Covenant Grant - Great Lakes Higher Education Guaranty Corporation
- Skills Wisconsin Grant 'Dairy and Food Processing Food Safety Wiring Training'
- Dairy Goat Education - Wisconsin Department of Agriculture, Trade, & Consumer Protection
- General Purpose Revenue (GPR) Competitive Grant - Wisconsin Technical College System
- Wisconsin Workforce Partnership Grant
- Elmer G. Biddick Foundation Grant
- Dubuque Racing Association Education Grant
- Advanced Manufacturing Grant - Wisconsin Technical College System
- Wisconsin Fast Forward Grants – Wisconsin Department of Workforce Development
- Wisconsin Blueprint for Prosperity Grants – Wisconsin Department of Workforce Development
- Workforce Advancement Training Grants (WAT) – Wisconsin Technical College System

ADDITIONAL EXPERIENCE & SERVICE

Campus and Community Engagement

- Volunteer management and community outreach leader for the Southwest Tech \$31.9M referendum
- Hosted the First Lady of Ethiopia during Ethiopia Dairy Delegation Exploratory Visit to Wisconsin

- WTCS National Ag Day event hosted in 2014-16 on the Southwest Tech campus, Co-Organizer
- Governor's Press Conference at Cabela's on the Gold Collar Certification program, Organizer
- 2012 Public Safety Complex Open House to the Public, Organizer
- 2009 Referendum Ground Breaking Ceremony with Governor Jim Doyle, Organizer
- 2009 Student Housing Project Ground Breaking Ceremony with Congressman Ron Kind, Organizer
- Journey of Leadership: Making Connections 2008 Conference, Presenter
- Day at the Capitol Event "Celebration of Student Engagement", Organizer
- Resource Knowledge for Community College Professionals Conference, Session Presenter
- Dubuque Young Professional Organization Annual Conference, Guest Speaker
- Southwest Tech Community Focus Groups: Report Back to Our Communities, Organizer
- Statewide Marketing Consortium Annual Strategic Planning Retreat, Key Facilitator
- Conducted over 125 employer outreach on-site visits to develop professional relationships with the majority of large and medium-sized employers in Southwest Wisconsin

Government Relations

- Technical College Advocacy Positioning and Messaging: 2013-14 Legislative Session and State Budget
- Presidents' Association 2012 Legislative Subcommittee, Participant
- Worked with the City of Fennimore to become a Focus On Energy program participant
- LinkWisconsin Broadband Regional Planning Team – Wisconsin Public Service Commission, Appointee
- Southwest Tech representative for Tax Incremental District (TID) Assessment decisions
- Co-Organizer, Southwest Wisconsin Legislative Day 2007-2012

Economic Development & Community Engagement

- Prosperity Southwest Wisconsin (regional economic development agency) – Founding Member
- Southwest Tech representative on the U.S. Economic Development Administration 'Comprehensive Economic Development Strategy' (CEDS) development team 2009 - Present
- Family Advocates, Executive Board Member 2008 - 2010
- Sigma Phi Epsilon, Alumni Volunteer Corporation Trustee and Founding Member 1999 - 2012
- Belmont Lions Club, Member since 2009 and Executive Board Member 2014-2016
- Belmont Excellence in Education Endowment Fund, Planning Team Volunteer
- UW-Platteville MS in Organizational Change Leadership Advisory Board Member 2012 – Present
- Fennimore Disc Golf Course co-designer and project manager

RECOGNITIONS

- 2013 Outstanding Alumni Award by the UW-Platteville Alumni Association
- Certified Fund Raising Executive (CFRE) – CFRE International
- Dean Linden Pioneer Achievement Award Recipient
- UWP Alumni Association Honorary Life Member
- UWP Foundation Excellence in Leadership Award Recipient
- Council for Resource Development (CRD) Specialist Training Alumni Scholarship
- Sigma Phi Epsilon WI-Theta Fraternity Volunteer of the Year 2007, 2011 & Present
- Overseas Service Ribbon – U.S. Army (Korea & Saudi Arabia)
- Southwest Asia Service Medal – U.S. Army
- Army Commendation Medal with Oak Leaf Cluster – U.S. Army
- Meritorious Service Medal (MSM) - U.S. Army