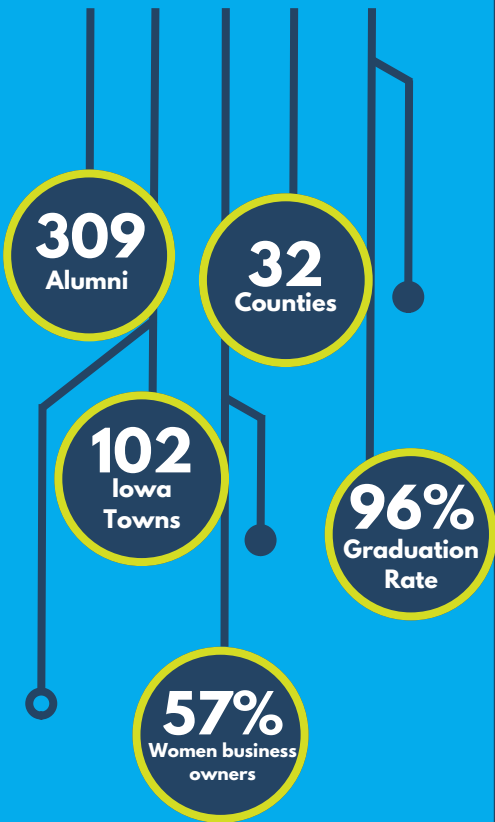


2024 ANNUAL REPORT

Goldman Sachs 10,000 Small Businesses



Goldman Sachs 10,000 Small Businesses continues to be a thriving program at DMACC.

New for FY2024, the team became hosts for the U of I Venture School.

The Venture School is for entrepreneurs with business ideas and supports them as they develop their ideas into a thriving businesses.

To learn about Goldman Sachs 10K or Venture School, scan the codes below:

10K



Venture



DBR Connects Local Business to DMACC Resources

DMACC's IET Program supports business and employees

Many central Iowa businesses consider their diverse workforce one of their strengths – bringing together Iowans of different backgrounds, ethnicities, and perspectives – adds to the success of their business. However, this can also bring challenges. For Heritage Building Maintenance, they noticed that several of their Spanish-speaking employees felt hesitant to speak in English and some of their English-speaking supervisors were struggling to communicate certain things effectively. **Heritage Building Maintenance was committed to helping upskill their employees who speak Spanish to create a pathway to advancement opportunities.** After reaching out to DMACC Business Resources (DBR), their Business Consultant connected them with DMACC's Integrated Education & Training (IET) program.

Michelle Schott – coordinator for the IET program – worked with leaders at Heritage Building Maintenance and presented them with a two-sided approach. First, they would select employees to attend class six hours a week for ten weeks to improve their workplace English, leadership skills, and gain confidence while speaking. Second, they would connect with Margaret Coles – a DMACC instructor – and select supervisors to attend Command Spanish classes focusing on safety for four hours a week for four weeks.

While intense for the learners, the results were significant. **Seven workers completed the IET classes at DMACC's Urban Campus and 86% of students had improved test scores by the end of the class.** Participants felt more confident in their use of the English language and learned vocabulary important to their success in the workplace. With supervisors also learning more Spanish vocabulary, **Heritage is confident that their teams will have improved communication and a safer work environment.**

“
Interact more with my coworkers, learn different topics and learn to put embarrassment aside when speaking English.
—One of the participants on what their favorite part of the class was

Everyone involved in this project was so happy with the results that Heritage Building Maintenance is planning on offering similar classes again in the spring and expanding to offer an additional course. **This successful collaboration provided an opportunity for employees to not only strengthen workplace skills but improve their day-to-day interactions within their communities.**

Project Success in FY2024

DBR provides skills training, talent development, and business consulting through preferred trainers that include DMACC faculty, adjunct faculty, or other subject matter experts with years of experience in a variety of industries. DMACC provided training is defined as any training event that DMACC coordinates with preferred trainers for organizations and companies in the DMACC region.

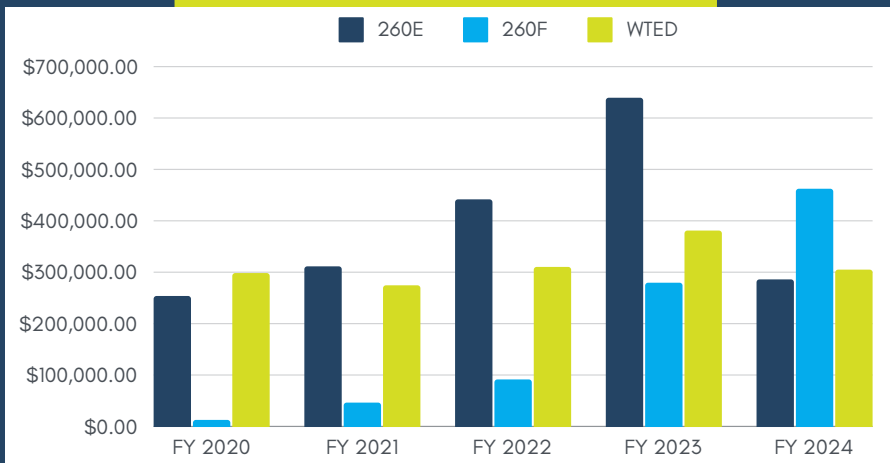
In FY2024, DBR Staff coordinated and provided training for over 2,000 individuals generating the following in gross revenue:

Total vs Contract Revenue

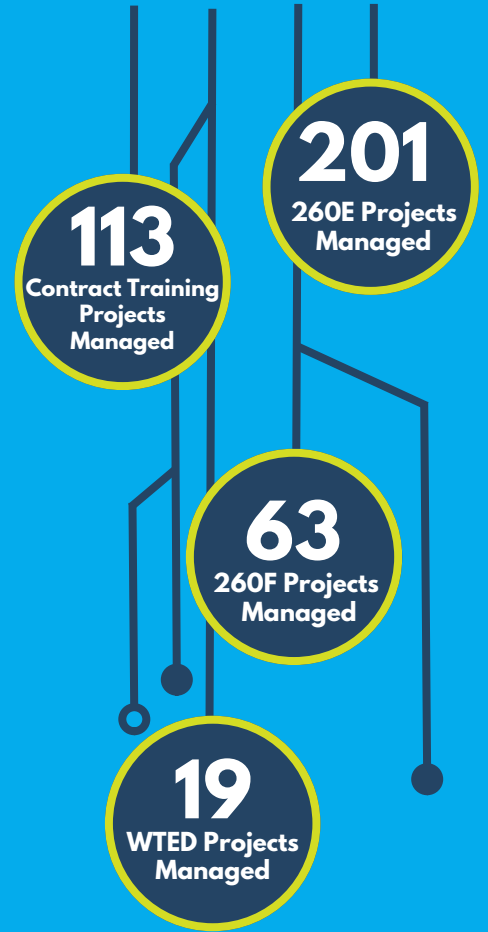


Over the years, DBR has continued to grow its gross revenue generation through increased DMACC provided training in the region. The chart above shows that growth over the past 7 years. The number of contracts with companies investing their own resources in the development of their employees has been a large driver of this growth.

FY2024 Project Training Revenue



By the Numbers



FY 2024 Revenue

260E

\$286,024.56

260F

\$462,395.26

WTED

\$305,032.00

Contract

\$952,016.38