Continuing the Legacy

Forestry grads Dylan Hurley (2012) and Josh Hussey (2010) return to their alma mater to take over the Forestry program. Pg. 12
On the Cover: Montgomery Community College (MCC) Forestry graduates Dylan Hurley and Josh Hussey have returned to MCC take over the Forest Management Technology program. Out of that program came dozens of forest rangers, consulting foresters, timber cruisers and procurers, land managers and successful entrepreneurs. The program’s excellence was ratified by the quality and number of successful graduates it produced.

When forestry instructors Russell Strong and Mike Thompson, the authors of this legacy program, announced their mutual retirement effective in 2019, there was no shortage of applicants for their positions. However, it was fitting that the right people for the jobs came out of the forestry program itself because, after all, it produces the best graduates.

Dylan’s and Josh’s story is told in full on page 12 of this issue, but their story drives home our theme: that MCC’s success is driven by the excellence of its graduates. When graduates leave MCC and get jobs, get four-year degrees, become parents and send their children to MCC, they build a legacy of success. We celebrate that legacy by sharing stories about our graduates in our fall and spring schedules. What kind of legacy do you want to build?

Have you got a story you’d like to share? Email haywoodm@montgomery.edu or call 910-898-9604. We’d love to hear from you!

Excellence is never an accident. It is always the result of high intention, sincere effort, and intelligent execution; it represents the wise choice of many alternatives - choice, not chance, determines your destiny.

- Aristotle
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Excellence is about fighting and pursuing something diligently, with a strict and determined approach to doing it right. It’s okay if there are flaws in the process – it makes it more interesting.

- Charlie Trotter
INTRODUCING
Montgomery Community College's Newest Instructors

With the completion of the Montgomery County Schools/Montgomery Community College joint career technical education (CTE) building just weeks away, both schools’ CTE classes will soon be moving into the new facility. Several new CTE instructors have been brought on board to build MCC’s newest career and technical education programs from the ground up. Here’s a somewhat lighthearted look at MCC’s newest instructors.

Dedie Weaver
Culinary Arts instructor (part-time MCC, part-time MCS)

From Randolph County, Dedie has a B.S. in Family and Consumer Science Education from Appalachian State University. Dedie taught Family and Consumer Science at West Montgomery Middle School, grades 6-8, for 27 years. She is a mother of two: a 21-year-old son and 17-year-old daughter who is a Montgomery County Early College High School student. Dedie’s husband has worked at Page Street Elementary for 33 years. She loves reading, Netflix marathons, walking, nature, and yoga, not necessarily in that order. She’s most known for her cake mix cookies and receives numerous requests to make them.

One word to describe herself:
"Caring/loving." (That's two words, but that's also confirmed by everyone who knows her.)

Fun Fact:
Her daughter has lately become a "cat farmer." They became a foster family for the Humane Society when they took in two pregnant felines who have since had their kittens. Now she has a “herd” of cats.
Andrew Courts
Sustainable Agriculture instructor

Andrew is from Greensboro, has a B.S. in Agricultural Economics from Clemson University and Master of Agricultural Education from N.C. A&T State University. He is married with one son in the 6th grade. He was most recently employed with North Carolina Energy Partners.

Andrew has a 50-acre farm in Reidsville where he grows blueberries and blackberries, seasonal produce and cut flowers. His son’s favorite thing to do is to harvest vegetables, then notify his neighbors via email. They come to his home to purchase the produce and his son pockets the proceeds. “I’m going to start making him plant, cultivate, water, and fertilize if he keeps taking the profits,” Andrew said.

One word to describe himself:
“Friendly.” (He’s a talker!)

Fun Fact:
Andrew’s wife is a Pinckney, one of the oldest families in Charleston, South Carolina and as such, he and his wife are the somewhat reluctant curators of a large number of family heirlooms, some of which date back to the 1700s.

Bobby Townsend
Welding instructor

From Chatham County, Bobby has 24 years of professional welding experience, is OSHA 10 certified, and AWS certified in stick (SMAW), 6G TIG (GTAW), GTAW-pipe, and MIG (GMAW) welding. His background is in quality control.

Bobby was always more of a hands-on guy and was bored in school. There was not an emphasis in trades at his high school, but he had an uncle who was a power plant welder. He took Bobby under his wing at age 15 and taught him how to weld. He is very passionate about welding and wants to mentor young people like his uncle did him, and get them interested in the trade. “I’m thankful to give kids the opportunity to do that,” he said.

Bobby’s #1 hobby is Bible study and family. (That’s two, but we won’t fault him for that.)

One word to describe himself:
“Realistic.” (“You WILL get a welding burn from time to time. You WILL get dirty. You WON’T get rich, but you can earn a good living.”)

Fun Fact:
Bobby enjoys drag racing and builds and races his own cars.
Edwin Garner
Automotive Systems Technology instructor
Edwin is from Robbins. He has an A.A.S. in automotive technology from Sandhills Community College and his Basic Law Enforcement Training certificate from Montgomery Community College. Edwin has been an auto mechanic for 17 years and runs his own garage. He is an emergency responder and firefighter for the Robbins Fire Department, and an officer with the Robbins Police Department. He also runs the NAPA Auto Parts store in Robbins. Edwin finds teaching very interesting and says there’s a lot to it. High school students challenge him and many of his students are freshmen. Edwin has three young children and he likes to hunt and fish.

One word to describe himself:
“Outgoing.” ("Busy" would probably be good too.)

Fun Fact:
Edwin likes to tinker with cars and motorcycles, even after a long day of tinkering with cars and motorcycles.

Sean Hassell
Facility Maintenance Technology: Masonry instructor
Sean has lived in Montgomery County most of his life. He has an associate in arts from Liberty University, took undergraduate coursework in education through University of Phoenix, and earned his lateral entry N.C. educator’s license. He has been teaching masonry at East and West Montgomery High Schools for a total of 14 years. He is the baseball coach at East and will continue in that capacity at Montgomery Central High School. He is also a self-employed masonry contractor and serves as pastor at Transformation Church in Biscoe.

One word to describe himself:
“Committed.” (Sean says whatever he does, he does with all his heart like the Scripture says.)

Fun Fact:
For the last five years, Sean has taken his students to the Skills USA competition in Greensboro, and to the State Fair to compete and gain exposure to the industry. Three of his students did internships last summer and one graduate now has a full-time job with masonry contractors McGee Brothers out of Monroe.
Donald Patterson
Biology & Chemistry instructor

Although not a CTE instructor, Donald Patterson is new to MCC and we wanted you to get to know him. Donald is a lifelong resident of Richmond County. He attended Richmond Community College, then transferred to UNC-Pembroke where he earned bachelor of science degrees in both chemistry and biology. Donald had always been curious about the natural world, and anticipating a medical career, he dual majored. He went on to earn his M.S. in biology at Western Carolina and is currently working on his M.S. in chemistry from UNC-Wilmington. He worked in a pharmacy for 10 years, decided it wasn't for him, and so began his teaching career. He taught biology and chemistry at Richmond Community College for seven years before coming to MCC.

One word to describe himself:
“Curious.” (He is interested in how everything is interconnected.)

Fun Fact:
Donald has a 120-acre farm with greenhouses where he grows organic produce. He enjoys selling at the farmer’s market and is interested in sustainable agriculture. He and Andrew Courts have already met to discuss plans for being guest speakers in each other’s classes.

Kevin Lamonds
Facility Maintenance Technology instructor

Kevin is from Biscoe and has an A.A.S. in Electrical Systems Technology from Montgomery Community College. He was a fixer for over 20 years in a hosiery mill before a layoff sent him back to school to earn his degree. He was hired by MCC in 2012 as an electrical maintenance technician. He taught some electrical classes and enjoyed being in the classroom. When the opportunity came to do it full time, he signed on. Kevin says he enjoys the “Aha!” moment when students understand what he’s teaching and how it applies to something they’re doing in class. He says he remembers when he was where they are now and he wants to give them something that will be as fulfilling for them as it was for him. Kevin’s wife was also a teacher with Montgomery County Schools for 30 years and is now retired.

One word to describe himself:
“Honest.” (“What you see is what you get.”)

Fun Fact:
Kevin is a referee for high school football. Outside of football season, he enjoys sitting on his back porch and cutting up with whoever stops by.
CAREER TECHNICAL EDUCATION (CTE) PROGRAMS

Automotive Systems Technology
A new, one-year certificate program designed to teach the basic skills of automobile maintenance.

- 22,610 Mechanics' & service technicians' jobs in N.C.
- 2,693 Average annual job openings
- $41,620 Average annual wage

Culinary Arts
A new, 16-week certificate program designed to prepare individuals for entry-level positions in foodservice occupations.

The program is offered through a cooperative agreement with South Piedmont Community College where students may go on to earn an associate degree in Culinary Arts.

Facility Maintenance Technology
A new, two-year associate degree program designed to prepare individuals to repair and maintain electrical and mechanical systems and buildings.

- 133,890 Building & grounds maintenance occupations in NC
- $26,200 Average annual wage
- 167,930 Installation, maintenance & repair occupations in NC
- $40,970 Average annual wage

Sustainable Agriculture
A new, one-year certificate program focusing on agricultural practices that promote long-term environmental health, make efficient use of nonrenewable resources, and are economically viable.

Entrepreneurs have created a variety of profitable niche markets for products using sustainable agricultural practices including organics, hydroponics, agroforestry and others.
How to apply and register for classes at Montgomery Community College

1. **Apply for Residency Certification and College Admission**
   - Visit [montgomery.edu/apply](http://montgomery.edu/apply) and follow the prompts.
   - Complete NC Residency Certification and make note of your certification number (RCN), your username, and your password.
   - Complete your application for admission. You will need your username, password, and RCN.

2. **Apply for Financial Aid**
   - Complete the Free Application for Federal Student Aid (FAFSA) if you want financial assistance or any scholarships.

3. **Request Official Transcripts**
   - Request official high school, high school equivalent, or college transcripts to be sent directly to MCC Enrollment Office, 1011 Page St. Troy, NC 27371. Electronic transcripts may be emailed to enrollment@montgomery.edu.

4. **Activate Your Account**
   - Allow 7 working days for your application to be processed, then activate your student accounts at [montgomery.edu/activate](http://montgomery.edu/activate).

5. **Find out about Special Program Requirements**
   - Complete any special program requirements as designated by your program of study (if applicable).

6. **Schedule an appointment to Register**
   - Call 910-898-9600 to schedule an appointment to register. Registration is open November 4 – 15, 2019. (Payment is due at registration. Individuals not receiving a financial aid award letter by Nov. 1 are required to pay out-of-pocket at registration. See #2, Applying for Financial Aid.)
Ethan Dunn started working at K-M Machine Company in January 2019 as a full-time welder. Not a big deal until you consider that Ethan was still a student at East Montgomery High School at the time.

Ethan began taking welding classes at Montgomery Community College during his sophomore year at East. He started with basic tool cutting and oxyfuel welding classes. As he got better, he began thinking about getting a welding job. His instructor, Chuck Davis, helped Ethan decide what he wanted to do with his welding and helped him get his foot in the door.

"Chuck was always a big help in class. He told me what we would deal with day-to-day in a shop," Ethan said.

Ethan’s favorite thing about welding is TIG welding, something he doesn’t get to do a lot on the job.

“In the shop, we build a bunch of conveyor frames for gearboxes. Anything we build we MIG weld because it’s the fastest and easiest way to build it," Ethan explained. “But every now and again I get to work TIG welding. TIG is precision welding. It’s amazing the beauty of it. You have to be steady with it and take your time and focus on what you're doing," he said.

Ethan has earned three TIG certifications since he started welding as well as a stick certification.

Arguably, it takes a certain kind of person to pursue a welding career. Ethan said that at first, it seemed hard, but Chuck worked with him to build skills.

“Once you actually do something, you keep learning how to do it better. The class is a good starting point," Ethan said. He has this advice to others his age who are thinking about taking their first welding class:

“If it’s what you want to do, you have to put one hundred percent into the class without goofing off. Put effort into what you’re doing and you’ll see yourself grow and become a better welder.”
SAVE THE DATE

CTE OPEN HOUSE

THURSDAY
JANUARY 16, 2020
5:30 PM
One of the first things Dr. Benny Hampton did after becoming President of Montgomery Community College in 1983 was to arrange for the 100+ acres of the new MCC campus land to be planted in pines. Soon, the campus forest was established and five years later, MCC started a one-year Forestry Skills diploma program.

In 1993, Montgomery County Ranger Russell Strong was hired to develop the program into a two-year associate degree. The following year a second instructor, Registered Forester Mike Thompson, was hired to handle the influx of new students enrolling that fall.

Drawing on their diverse skills, the two foresters put together one of the most comprehensive forestry programs in the state.

“We put the curriculum together from scratch,” Russell said. “Mike was good at math and science and advanced forestry classes,” he said.

“We knew what the students needed to know. Russ from the public sector, me from the private sector,” Mike said.

“We were able to concentrate on what really mattered. ‘Excellence in Forestry’ has always been our motto,” he said.

Twenty-five years and 265 forestry graduates later, the program is stronger than ever.

“Our graduates are scattered across the state in industry, the forest service, land management and timber procurement. They manage large areas of woodland for mills providing raw materials, and deal with millions of dollars of product per year. They are making decisions that will affect the forest for decades,” Mike said.

Two of those graduates ended up back at MCC to continue
Growing the forestry program when Russell and Mike retired. Dylan Hurley and Josh Hussey were hired because of their diverse skills and qualifications, which mirrored Russell and Mike's backgrounds.

“Both of them were good students,” said Russell. “They excelled academically, worked hard, showed a concern for and helped other students, and they had a passion for the industry. That's very important. It's what Mike and I had,” he said.

Josh Hussey went to North Moore High School and grew up in the woods doing a lot of hunting and fishing. He worked on his grandfather's farm and later worked in a greenhouse near Star. When he was 16, he job-shadowed a family friend who worked with the forest service. That's when he knew he wanted to go into forestry.

After graduating from MCC's forestry program in 2010, he transferred to N.C. State University where he earned his B.S. in Forest Management. He did contract work with Duke Energy and joined his local fire department. One of the things that drew Josh to forestry was fire fighting.

“That was part of the allure. I could travel around the country fighting fires,” Josh said.

On the other hand, Dylan Hurley wanted nothing more than to stay right where he was. Dylan was Montgomery County born and raised. He enrolled in the forestry program the year Josh graduated. Dylan wasn't driven by any particular desire to work in forestry. He just wanted to stay in Montgomery County.

“I figured I could stay in Troy if I 'did forestry.' There's a good job market here for it. I'm honest with my students when I tell them how I got here. There was a lot of luck involved,” Dylan said.

After his plans fell through to play football at Appalachian due to knee problems, Dylan's father talked to him about forestry. He and Russell Strong were friends, and there was one spot left in the forestry program at MCC that fall.

“They had one spot open and it ended up mine,” Dylan said.

Dylan was one of only a handful of students who graduated with a 4.0 grade point average. He later graduated cum laude from N.C. State's forestry program, and went on to work for Canal Wood in timber procurement.

Dylan came back to MCC in the summer of 2016 to teach a class and to upgrade the coursework for the program's Recreation Certificate. It was no secret that the Thompson-Strong duo were talking about retirement. It was a testament to their commitment to the program that neither instructor made the announcement until they knew they could leave the program in good hands. Mike Thompson retired first, then Strong the following year.

“I had Dylan in mind for (Mike's job) when he worked for me in my private business. I was encouraging him to consider it,” Strong said. In the fall of 2016, the forestry program had enough applicants to justify a third full-time instructor and Dylan was hired. It would be two more years however, before Mike Thompson would feel comfortable enough to announce his retirement.

Dylan took over Mike Thompson's classes when he eventually retired in 2018. Then the search began for Strong's replacement.

Josh Hussey was one of eight candidates for Strong's position, four of which were MCC forestry graduates.

“Josh blew the other candidates away in the hands-on forestry part of the interview,” Strong said.

Josh and Dylan both share a passion for the forestry industry, and like their predecessors, are happy to share
their views with anyone who will listen. They also share the ability to incorporate technology into the practice of forestry as well as the way they teach forestry.

Russell recalled times when, as students, Josh or Dylan would apply something they learned in the classroom, and would then try to show him a better way to do it in his private forestry business using technology. He was reluctant to make changes because he was uncomfortable with the technology.

“The way I was doing it worked just fine, and I wasn’t willing to change for a long time. When I finally did try it, it worked. It made me more productive — way more productive,” Russell said. “That impressed me.”

New technology aside, Dylan says he and Josh have changed very little in terms of course content, especially because the courses were developed with the particular skills of the instructors in mind.

“The courses were developed with the particular skills of the instructors in mind. I can’t imagine the stress on a single person having to teach the breadth of the curriculum we teach. That’s why they had to find people whose skills could match those they were replacing, otherwise we would have had to rewrite the curriculum,” Dylan said. It was understood that the program content would suffer if it had to be rewritten.

It was that curriculum, and the experience of seasoned instructors that made Montgomery Community College’s forestry graduates successful in four-year forestry transfer programs. N.C. State University routinely recruits MCC forestry students.

“Forestry isn’t technically a transfer program, but about 70% of what our students take at MCC will transfer to N.C. State’s forestry program,” said Russell. “Our students who go there are very successful. We’ve been told this. They are recognized in the classroom and are all employed very quickly upon graduation,” he said. Dylan and Josh confirmed this because of their success at N.C. State.

“I felt so far ahead of the game compared to everyone else in my class at State,” Dylan said. “I felt like I didn’t hardly have to study for my four-year degree,” he said.

Russell and Mike’s primary goal before retiring was to ensure a top-caliber forestry program for future students. Josh and Dylan were unaware of any pressure to become “The New Russell and Mike.” Instead, they drew on what they learned from each instructor and tried to improve on it.

“You look at different leaders and you remember what you liked and you try to make it better,” Josh said. “Mike gave me a passion for forestry. You could see the passion he had. With Russ, it was the workhorse attitude. I think I have taken from each toolbox,” he said.

“I think from an interest standpoint, I am more like Mike. Josh is more the dirt forester: fire, insects, etc. I like numbers. Everything can be boiled down to reading the numbers,” Dylan said.

The things that make the forestry program great — the comprehensive curriculum, the variety of skills the instructors possess, their experience in the field, their desire to learn and to share knowledge, and their
passion for the industry will remain the same. The technologies used by the industry designed to increase productivity, accuracy, and profitability have been incorporated into the curriculum, but the basic concepts behind the technology have not changed. For instance, Strong recalls forestry before GIS/GPS when students drafted maps with paper, pencil and drafting tools from USDA aerial photographs. When they finally did get GPS, the infrastructure was less than desirable.

“We had three-to-four students on a GPS unit with dial-up internet,” Strong recalled. “Only one student could get on the internet at a time and the line would drop all the time.” Where GPS was a high-tech skill back in those days, applications for it were still new.

“We had three-to-four students on a GPS unit with dial-up internet,” Strong recalled. “Only one student could get on the internet at a time and the line would drop all the time.” Where GPS was a high-tech skill back in those days, applications for it were still new.

“Now, even as an entry-level technician, you have to have computer knowledge and GIS/GPS on your resume,” Dylan said.

In addition to the industry-driven technologies, educational technologies have changed. The way students learn has changed. This is what Josh and Dylan see themselves bringing to the program. They are replacing traditional classroom lectures with internet applications and multimedia presentations.

“We have to look at how we need to deliver the subject matter so the students can understand it. I change little things every year. The basics stay the same but we’re always working for it to be better,” Josh said.

As the forestry program matures, it is collecting a body of research as a result of the timber management in the campus forest. All the prescribed burns, herbicide applications, research and data collection, thinning and harvesting have helped students understand and apply the principles they learn in class. Future students can use this data in future applications. For example, the forestry program recently acquired a new plot of land where they will conduct research on different genetic stocks of trees using principles applied to other managed stands in the campus forest.

“It’s an interesting long-term experiment,” Dylan said. Long-term is the key phrase there.

Dylan is also looking at turning one area of the campus forest into an upland hardwood stand. He says that not everyone is interested in managing pine trees, so he wants to try promoting and regenerating red and white oak trees.

The oaks will take about 60-70 years to mature, long after Dylan and Josh will be able to see the results of their labor. It is a testament to their dedication to forestry and to the future of the program and its students that they are looking that far ahead. And that’s how you grow a legacy.
Air Conditioning, Heating & Refrigeration Technology

Students can choose from a two-year degree or other one-year certificates.

Students earn a certificate in one semester and be eligible to work after passing the EPA certification exam. Many students get jobs while still in school. About 90% of class time is conducted hands-on in labs and on live projects.

1,716  
Average annual job openings

$15/hour  
Average local pay for an HVAC technician

Associate Degree Nursing

One of MCC’s newest two-year associate degree programs.

Employment of RNs is projected to grow 12% from 2018-2028 – much faster than the average for all occupations.

102,500  
RN jobs in N.C.

$64,850  
Average annual wage

Basic Law Enforcement Training

A one-year certificate program that is offered evenings and weekends.

BLET graduates who are looking for advancement opportunities can fully transfer their 18 credit hours of basic law enforcement training toward an A.A.S. in Criminal Justice at MCC and complete their degree in less time.

22,350  
Police and sheriff’s patrol officers jobs in N.C.

$48,420  
Average annual income

Most associate degree programs offer additional options. For a complete listing of all our degrees and programs, visit www.montgomery.edu/degreesprograms.
Degree, Diploma & Certificate Programs

**Business Administration**
One of the most versatile two-year associate degrees in terms of job opportunities.

218,000 Business & Financial Operations Occupations jobs in N.C.

$74,930 Average annual wage

**Criminal Justice Technology**
BestColleges.com recognized MCC as having one of the 2019 Best Online Criminal Justice A.A.S. programs in the nation.

100,000 Protective service occupations jobs in N.C. (including correctional officers, bailiffs, jailers, criminal investigators, animal control workers, security guards, and law enforcement positions)

$39,870 Average annual wage

**Dental Assisting**
MCC’s dental assistants graduate this one-year diploma program with a DA II credential, making them more valuable in the job market.

Dental assisting jobs are expected to increase by 11% from 2018-2028, which is faster than average for all occupations.

9,420 Dental assistant jobs in N.C.

$41,790 Average annual wage
**Early Childhood Education**

This two-year associate degree can lead to a job or to university transfer opportunities.

Career/technical track prepares student for a career in child development

University transfer track prepares student for transfer to a four-year college or university for a bachelor's degree in birth-to-kindergarten education

Licensure track prepares student for university transfer and licensure as a birth-to-kindergarten teacher in the state of North Carolina.

- **27,090** Preschool and elementary ed jobs, including special ed, in N.C.
- **$43,250** Average annual wage

**Electrical Systems Technology**

Two-year associate degree program with 100% employment rate of graduates who want to work in the field.

Highly technical skills are widely applicable to jobs in many industries.

- **188,380** Installation, maintenance and repair occupations positions in N.C.
- **$55,020** Average annual wage

**Forest Management Technology**

One of only three two-year associate degree forestry programs in the state.

MCC graduates also work in: N.C. and U.S. Forest Service, consulting forestry, landowner services, surveying, state park services, and self employment.

- **$47,733** Average annual wage (fallers, equipment operators, graders and scalers in logging and sawmilling operations)
Gunsmithing

MCC Gunsmithing is the largest two-year gunsmithing degree program in the country.

One of only four gunsmithing schools in the U.S. sanctioned by the NRA.

Midway USA Arms Room has an annually-replenished inventory of firearms on which students work.

Gunsmithing instructional staff have combined over 60 years of teaching and professional experience.

Human Services Technology

Two-year degree program is accredited by the Council for Standards in Human Service Education (CSHSE).

Social & Human Service Assistants:

- 7,900 Jobs in NC
- $30,840 Average annual wage

Community & Social Service Specialists:

- 2,840 Jobs in NC
- $42,010 Average annual wage

Hunting & Shooting Sports Management

The premiere Hunting & Shooting Sports Management program in the U.S., this two-year degree program was started with a grant from the National Shooting Sports Foundation.

Certificate can be earned in two semesters completely online.

Program can be taken anywhere NC-SARA authorizes distance education courses.*

*All states participate in NC-SARA except California. NC-SARA also authorizes Puerto Rico and U.S. Virgin Islands.
Industrial Systems Technology

Students can earn their two-year associate degree at no cost by becoming an apprentice for one of these positions.

17,310 Industrial machinery maintenance and repair jobs in N.C.

$47,340 Average annual wage

Information Technology

Two-year associate degree program prepares individuals for entry-level employment in computer support jobs.

$39,190 Average entry-level wage

28,170 Computer user and computer network support specialist jobs in N.C.

450 Average annual job openings

$58,835 Average annual wage

Medical Assisting

Two-year degree program is accredited by the Commission on Accreditation of Allied Health Education Programs (CAAHEP).

Medical assisting is one of the top 20 fastest growing occupations having the highest projected percentage change of employment through the year 2028.

Employment is projected to grow by 23%.

2,455 Average annual job openings

$33,610 Average annual wage
Medical Office Administration

Graduates of this two-year degree program would also qualify for other types of administrative support positions of which there are 629,880 in North Carolina.

16,020 Medical secretarial jobs in N.C.

$33,790 Average annual wage

Metal Engraving

MCC has the only Metal Engraving certificate program in North Carolina.

Metal Engraving is offered Friday nights and weekends.

Artists and craft workers can be self-employed and wages are based on the value they place on their time and talent.

$43,625 Average annual wage

Nurse Aide

A one-year diploma program with a certificate option available.

The overall employment of nurse aides is projected to grow 9% from 2018-2028, faster than average for all occupations.

63,010 Nurse aide positions in N.C.

$25,570 Average annual wage
Office Administration

A two-year degree program.

Some jobs listed under this classification: office worker, bookkeeping clerk, bank teller, library assistant, hotel clerk, timekeeper, shipping/receiving clerk, postal clerk, stock clerk, and data entry clerk.

629,880 administrative support jobs in N.C.

$36,540  
Average annual wage

Phlebotomy

Certificate program can be completed in one semester.

Successful completers are eligible to take the national A.S.P.T. certification exam or global A.M.T. certification exam.

Phlebotomy is the 18th fastest growing occupation in North Carolina.

Employment of phlebotomists is projected to grow by 23%.

$34,480  
Average annual wage

Practical Nursing

A 9-month hybrid program that leads to the NCLEX-PN (state licensing) exam.

MCC Practical Nursing (PN) graduates have a 100% passing rate on the NCLEX-PN.

Employment is projected to grow 11% from 2018-2028, much faster than average for all occupations.

18,200  
Licensed practical nursing jobs in N.C.

1,512  
Annual job openings

$44,610  
Average annual wage
**Taxidermy**

MCC has the only one-year diploma Taxidermy program in North Carolina.

Wages for self-employed taxidermists based on quality, productivity, and marketing of their products.

Instructor teaches successful business practices along with hands-on techniques.

Students obtain an N.C. taxidermy license during their first semester.

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**Welding Technology**

One-year welding certificate program leads to certifications in stick, MIG, and TIG.

New state-of-the-art welding facilities provided by an American Welding Society grant will be ready spring semester 2020 in the new CTE building.

10,020 ****
Welding jobs in N.C.

$41,470
Average annual wage

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**College Transfer Degrees**

Associate in Arts, Associate in Engineering, Associate in Fine Arts Music, Associate in General Education, Associate in Science

All two-year College Transfer degrees are designed for students who want to pursue a four-year degree. Why start your four-year degree at MCC?

Any college transfer course completed with a grade of “C” or better is guaranteed to transfer to the 16 public universities and dozens of private universities in North Carolina.

Average cost of first two years at a state university: about $14,600 (does not include living expenses) vs. $5,074 to complete a two-year associate degree at MCC.

▲=450 jobs  ●=2,840 jobs

All data provided by the U.S. Dept. of Labor Bureau of Labor Statistics
Korrie Ervin probably wouldn’t describe herself as a people-person, even though she is. She’s the kind of person who attracts people with a willing ear, a ready smile, and caring ways. People like that rarely think about themselves because they are too busy thinking about others.

Natural people skills have opened doors for Korrie, along with other skills she has cultivated as a student and as a professional. Korrie is now the director of resource development and grants at Montgomery Community College, a job she was made for. One of her responsibilities is to meet with potential donors to the college’s foundation.

“I love making connections with people in my job who love MCC as much as I do,” she said. Korrie has had a long history with MCC first as a student, then as an employee. Korrie earned her associate degree in business administration at MCC. She enjoyed her time at MCC so much that it was a determining factor in her desire to work there.

Her first job out of college came as a result of a recommendation from one of her instructors.

“The Montgomery Herald was looking for an office manager and contacted MCC asking for recent graduates,” Korrie said. “Wanda Jackson recommended me.” Wanda is the now-retired associate dean of business technologies at MCC.

"Korrie always did excellent work, but her most outstanding characteristic is the way she meets people and makes everyone feel at ease around her," Wanda said. People skills were very important to the job at the Montgomery Herald.

"Korrie was instrumental in creating a team atmosphere in the office . . ." said Tammy Dunn, Montgomery Herald editor and Korrie’s boss. "Korrie used her people skills and her professional skills to excel at her position; however, it was her warm and welcoming personality that served the office well," Tammy said.

A few years later, when Korrie applied for the job as assistant to the president at MCC, her welcoming personality was one of the deciding factors to her success. However, Korrie believed it was a recommendation from the president’s daughter that tipped the scales in her favor.

“I went to school with (former MCC President, Dr.) Mary Kirk’s daughter Katherine," Korrie said. “The Kirks had just moved to the county and Katherine said I was the only one to speak to her at freshman orientation. I made her feel welcome. I think it was her recommendation that got me the job,” she said

Mary Kirk confirmed that in a way, this was true.

“It wasn’t about talking to Katherine, per se, but when you think about that act, it about sums Korrie up,” Mary said. “She cares about people and wants them to feel like they belong and wants to make them feel comfortable. It was obvious she had those skills,” she said.

Korrie gained experience and knowledge over the next ten years and her job grew as well.
“I managed the campus cafe while it was here. I became the accreditation liaison for awhile, and I started doing the day-to-day functions of the college foundation,” she said.

“Once Korrie picked up on something, she didn’t need to be shown again,” Mary said. “She took on more responsibility because she wanted to learn and add more skills. She was never afraid of a new opportunity.”

In 2018, Korrie moved into her current position as director of resource development and grants. Korrie is responsible for the college foundation, which is a non-profit 501(C)(3) corporation. She works with a voluntary board of directors and manages the foundation’s $3+ million endowment. She is also the college’s grant writer. Since she moved into her position, the foundation has raised almost $450,000, has added five new scholarships, and was awarded a $150,000 grant from the Canon Foundation.

Korrie has come a long way since taking her first business administration class at MCC. Her ability to make people feel at ease has become the hallmark of her success. In a direct way, Korrie enables others to create legacies in the form of scholarships and gifts and in turn, these benefit MCC students for years to come.

“I couldn’t imagine working anywhere else,” Korrie said. “I want to be the best that I can be and do my part to make MCC the best it can be.”

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High School Equivalency & English Language Learner Classes

It’s hard to quantify the full value of an education, but the U.S. Bureau of Labor Statistics data consistently show that, in terms of dollars, education makes sense. As the chart shows, the more you learn, the more you earn. Earn your high school equivalency diploma today. English language learners can also earn their high school diploma in an English Language Learners class – beginner and intermediate classes are available.

For information, please call 910-898-9678 or 910-898-9680.
Small Business Center

For information contact Savannah Heath in the Small Business Center at 910-898-9682 or heaths@montgomery.edu.
UWHARRIE FARM SCHOOL – ONLINE*  
1/13-3/2 | M | 6-9P | FREE

Uwharrie Farm School is pleased to be offering its first, eight-week agribusiness training for farmers - bringing all your resources together in one place. Turn your interest in growing vegetables, fruits, herbs, other crops and livestock into a sustainable agriculture-based business. This practical hands-on approach gives you the skills needed to create and strengthen a successful business venture. In addition, you will be introduced to resources and contacts you need to run your business more efficiently and effectively.

1/13 Intro to Business Planning  
1/20 Self & Farm Assessment  
1/27 Marketing and Market Feasibility  
2/3 Intro to Business Operations  
2/10 Business Operations  
2/17 Intro to Business Financials  
2/24 Business Financials  
3/2 Pulling It All Together  
*Full descriptions are listed on pages 34-35.

HOW TO START A CAFÉ OR COFFEE SHOP  
3/24 | T | 6-9 PM | FREE

No matter how large or small, when you start an eatery-type business, make sure you have created a good start up plan. The workshop will provide attendees with a guide listing things they will need to resolve when starting the business. Included will be leases, equipment, licensing-permits, naming the business, choosing the type foods and menus. Other topics will include how to survey other businesses, funding, parking and traffic issues, and important hospitality basics.

COMING SOON ON DEMAND:  
How to Start a Business  
How to Write a Business Plan  
How to Find Your Customers  
Marketing Your Business  
Your Small Business Taxes  
Basics of Bookkeeping  
Financing Your Business

HOW TO START AN INTERNET RETAIL BUSINESS  
3/10 | T | 6-9 PM | FREE

Learn the logic and step-by-step tasks - details about how to create and run a business on the internet. Basic, easy to understand, workshop format for beginners. Start writing a sample business plan.

The goal is to have your business start making profitable sales the first day you go online. Various products are available now to help jump start your business. The presenter is a North Carolina pioneer marketer with a long history of large-ticket items and selling all over the World Wide Web. He'll be sharing value strategies and methods to help protect your security, profits and reputation.

HOW TO START A HOME-BASED BUSINESS  
3/17 | T | 6-9 PM | FREE

Home-based businesses have many rewards and will definitely have serious challenges and risk. We'll discuss resources needed to help run a business out of your house, creating the business models and plan as a structure to be used to manage the business. Learn how to start a web site, conduct e-commerce and start a marketing plan. Get tips about surveying for the required time as well as products or services in demand today and in future markets. Consider how to use what you are good at and what experience you already have to help the business become profitable and sustainable.
Family Tradition Inspires, Expands Drone Program

John “Riley” Beaman III has his roots firmly established in Montgomery County.

Like his father and grandfather before him, Riley was born and raised in Montgomery County. Riley and his father both graduated from West Montgomery High School. And like his father and grandfather before him, Riley volunteered with the Troy Fire Department starting at an early age. Many older folks in Troy will remember John Riley Beaman Sr., whose high-speed ambulance-driving skills were legendary. John Riley Sr. operated the first ambulance service in Montgomery County out of the old Troy Funeral Home. He also owned and operated Beaman Furniture Company in Troy. John Riley Jr. worked with the Troy Fire Department for 28 years and also owned several successful businesses in the county.

Like his father and grandfather, Riley owns his own business, (Rock Star Entertainment) and operates Uwharrie Mountain Radio (105.9 FM) as a public service to the community. His Uwharrie Mountain Radio Facebook page is a popular news source for people in Montgomery County as well.

Riley is the Director of Public Safety and Health Occupation Programs at Montgomery Community College. As his title suggests, he is continuing the family legacy of involvement with emergency services in Montgomery County, but his impact is farther reaching than his father or grandfather could have imagined.

Riley sets up training for emergency responders, law enforcement, and health care workers. He also works on the cutting edge of new technology to make emergency responders more effective. Each year, new EMTs and nursing assistants come out of these programs and are added to the workforce. Hundreds of EMTs, paramedics, firefighters, first responders, law enforcement and correctional officers are trained at no cost through these programs. Riley can’t imagine anything better.

“It’s a great job because I get to deal with men and women in public and emergency services and healthcare - people who are passionate about helping other people,” Riley said.

When Riley first started in his position, the dean of continuing education approached him about growing a new drone program.

“We started discussing potential jobs available for drones, but I thought that emergency services could be a good niche for them,” Riley said.

True to his roots, his first thoughts were to introduce the technology to people who could use drones to help in emergency situations. Since he was known among firefighters and other emergency workers, it was a logical step and an open door for the N.C. Public Safety Drone Academy to establish itself as the first of its kind in the state.
Other community colleges were holding FAA Part 107 (drone pilot) certification prep classes, but drone applications classes had yet to be developed. Due to Riley’s vision for applying drones in hands-on, scenario-based training, MCC became the first college in North Carolina to provide this type of training. As the classes progressed, more applications evolved and the program grew.

Now Riley accompanies UAS Program Engineer, Darshan Divakaran, with the NCDOT Division of Aviation to workshops across the state introducing drones to not just emergency services, but real estate, municipalities, energy companies, etc. Riley’s role is speaking on the training aspects of adding drones as an occupational tool.

“We’ve had good success with the workshops and now serve as advisors to state agencies. We continue to do a lot of training,” he said.

The success of the drone program grows as last year it received an award in conjunction with its work with the Division of Aviation in the Hurricane Katrina relief efforts. Last summer, the Drone Academy was involved in the first medical package delivery at Wake Medical Center.

Like his first-ever-ambulance-driving grandfather before him, Riley is breaking new ground in emergency responsiveness by providing emergency workers and others with the tools and the training to help them be more effective in saving lives.

Opposite page: Riley Beaman, director of public safety & health occupation programs

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**NURSING ASSISTANT I ORIENTATION**
Orientation Session 1: 11/12 | T | 5 PM
Orientation Session 2: 12/4 | W | 5 PM

**NURSING ASSISTANT I SPRING 2020**
class dates and times TBD
Nursing assistants work under the supervision of licensed nursing professionals in performing nursing care and services for persons of all ages. Topics include growth and development, personal care, vital signs, communication, nutrition, medical asepsis, therapeutic activities, accident and fire safety, household environment and equipment management, family resources and services, and employment skills.

**PHLEBOTOMY ORIENTATION**
11/12 | T | 5:30P | Room 267

**PHLEBOTOMY – HYBRID**
*Hybrid - This program requires both online and classroom participation.
1/13-5/15 | MTW | 5-9 PM | $197.60 + $127 for required drug screen & background check

The Phlebotomy program prepares individuals to obtain blood and other specimens for the purpose of laboratory analysis. Includes proper specimen collection and handling, communication skills, and maintaining patient data. To be eligible to register for Nursing Assistant and Phlebotomy classes, applicants must complete a pre-registration checklist. For more information about getting started, please contact the Continuing Education Department at 910-898-9672.

**NURSING ASSISTANT I & PHLEBOTOMY REGISTRATION CHECKLIST**
- Valid driver’s license or state-issued ID card
- Social Security card
- Copy of high school diploma or equivalent, or obtain 10th grade reading level test score (Call for reading test appointment.)
- Two-step TB skin test
- Flu shot during the season (Oct. 1–Mar. 31)
- Completed background check form
- Urine drug screening (before clinical rotations)
- Proof of the following immunizations:
  - DTP (3 doses)
  - TDAP - 1 dose within the last 10 years
  - MMR - 2 doses or evidence of immunity with titer
  - Varicella - 2 doses or evidence of immunity with titer
  - Hepatitis B - 3 doses or sign declination form
The heritage of Montgomery Community College's Pottery Production program is deeply rooted in the clay of the Uwharrie Mountains. It is one of the longest- and continuously-running programs at MCC. It has contributed to the college's unique identity along with other signature programs such as Gunsmithing, Forestry, and Taxidermy.

Since Mike Ferree took over the program in 1973, students have come from all over the United States to train in pottery production. It was the only production program in the country at the time. Also during those early years, there were less than a dozen pottery studios in the Seagrove area.

The Pottery program produced many successful graduates who went on to open their own businesses including Meredith Heywood (Whynot Pottery), Mack Chriscoe (Chriscoe’s Pottery), Phil Morgan (Phil Morgan Pottery), Millie McCanless (Dover Pottery), Fred Beane (Old House Pottery), David Garner (Turn and Burn Pottery), Brad Tucker (Cedar Creek Gallery), and others. Not all the successful graduates ended up in Seagrove, but the program did its part in making the area known as the Pottery Capital of North Carolina. (Some say, The World.)

Over 40 years later Mike Ferree retired, and the program transitioned away from a degree program to a continuing education program, and one of Ferree's students Sydney Williams has come back to teach.

Sydney discovered an interest in pottery making when she was 15. Her mom thought it would be fun for them to take a pottery class together. Sydney discovered she had a talent for working with clay and was able to progress quickly. After her first class, Sydney began taking college Pottery classes at night while attending West Montgomery High School during the day. The summer she graduated from West, she enrolled full-time at MCC.

After earning her A.A.S. degree, Sydney went on to get her B.F.A. in ceramic sculpture with a minor in art history from UNC-Charlotte. She worked a residency in ceramics at StarWorks and operated their clay factory. When she heard about the instructor position open at MCC she saw her chance to come back and do what she loved most: create with clay in the company of people who loved it as much as she did.

“There was always a lot of camaraderie in my pottery classes,” Sydney said. “I saw my classmates multiple times a week for several hours a day. I got to know them and we learned from each other,” she said. When she
walked back into the classroom as the instructor, she said it was like taking a step back into her past.

“We still have that camaraderie. There is still that social aspect in the learning environment,” Sydney said.

While preserving the communal culture in her classes, Sydney is changing the way students approach clay by stressing individual expression. At the same time, she wants to preserve the pottery production aspects of the program.

“I think I’m going to try and reach a balance between design and production. There are a lot of technical skills to learn, and students need to look at the big picture and decide what they want as the end result,” Sydney said.

Sydney said there is now a movement to bring back Pottery as a college-credit program.

“We are in the very early stages of trying to reinstate a certificate curriculum program so students can earn a college credential,” Sydney said.

As a former student, Sydney is preserving the heritage of a long-term program and is working to reestablish its viability with subtle updates. The most important aspects will remain the same as students come together to share their love of creating pottery.

Opposite page, far left: Sydney shares her perspective on a student’s work.

Opposite page, top right: Sydney Williams at the potter’s wheel as a student.

Opposite page, bottom right: Sydney at the same potter’s wheel as an instructor.
CONTINUING EDUCATION SCHEDULE

ALLIED HEALTH

NURSING ASSISTANT I ORIENTATION
Orientation Session 1: 11/12 | T | 5 PM
Orientation Session 2: 12/4 | W | 5 PM

NURSING ASSISTANT I SPRING 2020
class dates and times TBD

PHLEBOTOMY ORIENTATION
11/12 | T | 5:30P | Room 267

PHLEBOTOMY – HYBRID*
*Hybrid - This program requires both online and classroom participation.
1/13-5/15 | MTW | 5-9 PM | $197.60 + $127 for required drug screen & background check

BEEKEEPING

BEEKEEPING BASICS FOR BEGINNERS
3/9-5/4 M + 3 Saturdays | 6-8P | $40

This course will deliver proven methods that will get the beginning beekeeper off to a good start. Class is taught by local, experienced beekeeper, Shirley Harris. Shirley understands the region, what works for local beekeepers, what pitfalls to avoid, and what to do to make your hives productive and even profitable.

Carpentry

INTRO TO CARPENTRY
Room 167
1/23-6/10 | MTWTFH | 1-2:30P | $181.60 + Text

FINANCIAL

ZERO TO HERO – HOW YOUR MONEY MATTERS
2/6-4/23 | TH | 6-8 PM | $70

This course will provide you with the foundational knowledge, tools and basic techniques to enter into 2020 with confidence in your financial goals. From basic budget creation, growing respect for your money, wealth creation, and your first steps in exploring the world of financial investing and intelligence, financial freedom can be yours.

BEEKEEPING

BEEKEEPING BASICS FOR BEGINNERS
3/9-5/4 M + 3 Saturdays | 6-8P | $40

This course will deliver proven methods that will get the beginning beekeeper off to a good start. Class is taught by local, experienced beekeeper, Shirley Harris. Shirley understands the region, what works for local beekeepers, what pitfalls to avoid, and what to do to make your hives productive and even profitable.

Carpentry

INTRO TO CARPENTRY
Room 167
1/23-6/10 | MTWTFH | 1-2:30P | $181.60 + Text

HIGH SCHOOL EQUIVALENCY & ENGLISH LANGUAGE LEARNERS CLASSES

It's hard to quantify the full value of an education, but the U.S. Bureau of Labor Statistics (BLE) data consistently show that, in terms of dollars, education makes sense. As the chart shows, the more you learn, the more you earn. Earn your high school equivalency diploma today. English language learners can also earn their high school diploma in an English Language Learners class – beginner and intermediate classes are available.

RISE/HIGH SCHOOL EQUIVALENCY
1/6-5/4 | MW | 5:30-8:30 PM | FREE
1/6-5/4 | TTH | 5:30-8:30 PM | FREE

HIGH SCHOOL EQUIVALENCY
1/6-5/4 | MW | 4:30-7:30 PM | FREE

ENGLISH LANGUAGE LEARNERS BEGINNER
Biscoe First Baptist Church
1/6-5/4 | TTH | 5:30-8:30 PM | FREE

ENGLISH LANGUAGE LEARNERS INTERMEDIATE/HIGH SCHOOL EQUIVALENCY
Biscoe First Baptist Church
1/6-5/4 | MTWTH | 9 AM-12 PM | FREE

YOGA

TBD | T | 6-7:30 PM | $40

Yoga is an effective method for managing anxiety and stress from daily life. In this class, emphasis will be placed on core strength, flexibility, and balance as well as breath control. For all skill levels.
CONTINUING EDUCATION SCHEDULE

HUMAN RESOURCE DEVELOPMENT

EMPLOYABILITY SKILLS
Session 1: 1/6-2/29 | MTWTHF | Online | $70*

Session 2: 3/2-4/30 | MTWTHF | Online | $70*

This online course will help you to develop and improve essential workplace skills such as critical and analytical thinking, communication, time and resource management, and other skills employers require.

*All HRD courses are fee-waived for qualifying individuals. Contact Jessica Hamilton at hamiltonj@montgomery.edu or 910-898-9674 for more information.

HVAC

HEATING & HEAT PUMP TECHNOLOGY
Biscoe Center
1/6-5/4 | MTW | 8-12P | $181.60 + Text

HVAC JOB READY
Biscoe Center
1/6-5/4 | MT | 12:30-4:30P | $181.60 + Text

HEATING & ELECTRICITY
Biscoe Center
1/6-5/4 | MWTH | 5:30-9:30P | $181.60 + Text

INDUSTRIAL & ELECTRICAL

MOTORS AND CONTROLS
Room 501
1/7-4/30 | TTH | 1P-5P | $181.60 + Text

INDUSTRIAL ELECTRONICS: ADVANCED
1/10-5/1 | F | 8A-3P | $181.60 + Text

INTRODUCTORY MACHINING
Room 169
1/10-5/1 | F | 8A-1P | $181.60 + Text

ANALOG ELECTRONICS I
Room 501
1/6-5/4 | MW | 8-11A | $181.60 + Text

PRINT READING
Room 500
1/6-5/4 | MW | 9:30-11A | $181.60 + Text

HYDRAULICS & PNEUMATICS I: ADVANCED
Room 500
1/6-5/4 | MW | 6P-8:30P | 181.60 + Text

FLUID POWER IN AUTOMATION
Room 501
1/7-4/30 | TTH | 2:30-5P | $181.60 + Text

POTTERY

STUDIO POTTERY
Section 1:
1/7-4/28 | T | 9 AM-4 PM | $182

Section 2:
1/9-4/30 | TH | 9 AM-4 PM | $182

Section 3:
1/10-5/1 | F | 9 AM-4 PM | $182

Section 4:
1/19-4/30 | TH | 6-9 PM | $127

BEGINNER WHEEL THROWS PETTORY
Session 1: 1/6-2/29 | M | 6-9 PM | $72

Session 2: 3/6-4/27 | M | 6-9 PM | $72

This 8-week course is for students with little to no experience on the potter's wheel. Always wanted to try your hand at the wheel and learn more about North Carolina’s rich history in clay? This may be the class for you. The 8 week sessions are designed to be introductory and non-committal, take one or both! Advanced students welcome.

BEGINNER RAKU POTTERY
1/6-4/27 | M | 9 AM-4 PM | $182

Open to beginner and advanced students, this course introduces students to the firing process, Raku. Learn how you can burn horse hairs, emu feathers, and sawdust to create dynamic surface effects. Though Raku pottery is non-functional, it is as close to instant gratification as you can get with firing techniques. The fast turn-around will give students more opportunity for experimentation!

BEGINNER HANDBUILDING POTTERY
1/7-4/28 | T | 9 AM-4 PM | $127

This 16-week class aims to teach students about different handbuilding and decorating techniques. Learn to pinch, coil, slab build, and use slump molds as you make functional pots and sculpture. Beginner and advanced students welcome.

GAS AND SALT POTTERY
1/8-4/29 | W | 9 AM-4 PM | $182

During this 16-week course, students will have the opportunity to learn about gas and salt firing as they work to fill each kiln. This class will have an emphasis on utilitarian stoneware, with the option to fire your work in our high fire gas reduction kiln, our large salt kiln, or midrange electric kiln.
BEGINNER POTTERY DESIGN
1/8-2/26 | W | 6-9 PM | $72
Feel like you could brush up on your design practice? Fear not! This 8-week course is here to help you think through your process of making. Technical skill and an eye for design go hand-in-hand when making pottery. Learn to be more purposeful when working in the studio as you develop from sketchbook to clay.

WORKING ARTIST WEDNESDAYS
Keep an eye out for WAWs; returning in March and April 2020!

SMALL BUSINESS CLASSES
UWHARRIE FARM SCHOOL – ONLINE
1/13-3/2 | M | 6-9P | FREE
Uwharrie Farm School is pleased to be offering its first, eight-week agribusiness training for farmers - bringing all your resources together in one place. Turn your interest in growing vegetables, fruits, herbs, other crops and livestock into a sustainable agriculture-based business. This practical hands-on approach gives you the skills needed to create and strengthen a successful business venture. In addition, you will be introduced to resources and contacts you need to run your business more efficiently and effectively.

1/13 Intro to Business Planning
Turn your interest in growing crops and livestock into a sustainable agricultural-based business. This ag training gives farmers the tools to create or revise business plans for an economically sustainable farm enterprise.

1/20 Self & Farm Assessment
Allows participants to better understand themselves and their potential as entrepreneurs. Identify strengths which enhance chances for business success and weaknesses, which challenge success. Discuss the methods of analyzing sites for agricultural purposes, including assessing the existing and needed infrastructure and equipment and the site’s proximity to markets.

1/27 Marketing and Market Feasibility
Learn the value of a marketing plan including identifying and accessing your markets. Learn how to research similar or comparable businesses and market demand for products.

2/3 Intro to Business Operations
This seminar will help participants be specific and detailed about the “meat and potatoes” of their business, how it will be run to serve customers effectively, and how it will be organized to operate efficiently and profitably. We will have experts on business legal structure and other legal requirements.

2/10 Business Operations
During this seminar we will work on a break even analysis, while also discussing the legal and tax requirements for an agricultural business. This seminar will have experts on business legal structure and other legal requirements that will give insight regarding decisions that need to be made by entrepreneurs and the financial implications of these decisions going forward.

1/17 Intro to Business Financials
Understanding financial terminology is a very important first step in determining how much money you need for your business to run smoothly. You will get down to the financial facts for your proposed business by using cost estimates and financial projections that will provide you with an accurate picture of the business operations for your agricultural business.

2/24 Business Financials
This seminar will teach you how to understand financial terminology, identify your farm business’ break even, and determine how much money you need for your business. Instructors will teach you how to use cost estimates that will provide you with a reasonable picture of the business/operations and run a cash flow projection for your farm business.

3/2 Pulling It All Together
Participants will have the opportunity to present their business plan while getting feedback on how to move forward with their business idea.

GUNS, GOALS, & GRIT BUSINESS SUMMIT
2/17 | M | 9A – 5P | FREE
Interested in experiencing a day full of gun business? Experience a one-day business summit specifically designed to address needs and challenges faced by current and prospective gunsmithing business owners. Gun-based businesses are unique ventures that require special business planning methods to operate successfully. Take this opportunity to network with fellow gun enthusiasts and experience the power of collaboration along the way!
CONTINUING EDUCATION SCHEDULE

HOW TO START AN INTERNET RETAIL BUSINESS
3/10 | T | 6-9 PM | FREE
Learn the logic and step-by-step tasks - details about how to create and run a business on the internet. Basic, easy to understand, workshop format for beginners. Start writing a sample business plan. The goal is to have your business start making profitable sales the first day you go online. Various products are available now to help jump start your business. The presenter is a North Carolina pioneer marketer with a long history of large-ticket items and selling all over the World Wide Web. He’ll be sharing value strategies and methods to help protect your security, profits and reputation.

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How to Find Your Customers
Marketing Your Business
Your Small Business Taxes
Basics of Bookkeeping
Financing Your Business
For information contact Savannah Heath in the Small Business Center at 910-898-9682 or heaths@montgomery.edu.

TAXIDERMY
MAMMAL TAXIDERMY
1/6-2/11 | MTW | 8:30 AM-5 PM | $206.60
An introduction to mounting game heads and life-size mammals. Emphasis is on proper measuring, skinning, form selection and mounting procedures.

DEER TAXIDERMY
2/12-3/24 | MTW | 8:30 AM-5 PM | $206.60
A closer look into mounting deer heads and life-size deer bodies to build skills and achieve a natural likeness.

SMALL GAME TAXIDERMY
3/25-5/4 | MTW | 8:30 AM-5 PM | $206.60
Emphasis on detail and life-like reproduction of small game mammals including construction of habitats.

WELDING
BASIC WELDING PROCESSES
1/6-5/4 | MTWTH | 6-10P | $201.60