

Joseph M. Demma

Vice President

Student Affairs and College Relations

Mountainland Technical College

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OVERVIEW

Vice President and chief legislative strategist at Utah's largest and fastest-growing technical college with a record of securing over \$400M in higher education funding. Expert in transforming institutional finances and performance, demonstrated by increasing Mountainland Technical College's (MTECH) annual ongoing legislative appropriation by 130% in eight years, from \$18M to over \$41M, while also driving enrollment expansion, record-setting graduation rates, building a student success infrastructure, and advancing multi-campus development.

EDUCATION

Doctor of Education, Higher Education Administration (Expected May 2026)

University of Wyoming | Laramie, WY

Dissertation: Bridging the Gap Between Articulation and Action: Predictors of Postsecondary Career and Technical Education Student Transfer Intent

Master of Arts, Higher Education Administration – 4.0 GPA

Louisiana State University (LSU) | Baton Rouge, LA

Bachelor of Science, Educational Sciences – *Summa Cum Laude*, 4.0 GPA

State University of New York, Empire State College | Saratoga Springs, NY

Major: Curriculum, Instruction, and Assessment

Minor: Early Childhood Literacy

EXECUTIVE LEADERSHIP EXPERIENCE

Vice President, Mountainland Technical College, Utah | 2018 – Present

MTECH is a Utah System of Higher Education institution serving 7,000 students in 43 certificate programs across six campuses in three counties.

Executive Scope:

Chief strategist for enrollment management, government affairs, student success infrastructure, communications, and workforce development; Manage a comprehensive \$11M divisional portfolio and five departments serving 7,000 students across six campuses; Supervise 4 Associate Vice Presidents and 93 employees; and serve as chief advisor to the president and Board on fiscal strategy, performance alignment, capital development, and statewide policy engagement.

Selected Accomplishments:

Institutional Transformation and Fiscal Leadership

- Recruited to restore legislative confidence and fiscal stability; doubled annual state appropriations from \$18M in 2018 to over \$36M in 2026, leveraging 57.5% enrollment growth to secure over \$188M in new funding for programs, facilities, and operations.
- Successfully advocated at the Utah System of Higher Education and the Utah State Legislature for a record two new campuses (Payson & Heber Valley) in three years (2021 & 2023).
- Used process improvement strategies within the college's marketing and communication efforts to realize over \$1.2M in annual savings.
- Led a \$5M capital campaign and cultivated industry partnerships to sustain program growth.

Enrollment Growth and Student Success Architecture

- Directed enrollment strategies that expanded access and grew FTE headcount by 57.5% (2018–2025).
- Established the college's first Student Affairs division, increasing enrollment and retention rates while expanding wraparound support services.
- Facilitated historic K–16 course articulations and stackable credentials, improving pathways to higher degrees.
- Chaired cross-departmental committee that secured an enterprise solution for Student Information System (SIS) replacement, Customer Relationship Management (CRM), accounting, scholarship management, and alumni relations.

Governance, Crisis Leadership, and System Influence

- Co-chaired Utah's Higher Education COVID-19 Task Force, ensuring continuity of statewide operations; Chaired MTECH's COVID-19 response.
- Served on the executive committee for two straight 'no-finding' accreditation visits.
- College liaison to the Utah Board of Higher Education, the Commissioner of Higher Education, the college's Board of Trustees, and legislative leaders to advance institutional priorities.
- Organized and led regional K–16 strategic planning with education and industry leaders.
- Rebranded the college, producing a nationally recognized, award-winning website and digital engagement strategy.

Assistant Commissioner, Utah System of Technical Colleges | 2015 – 2018

- Created and led statewide fiscal and legislative strategies that secured over \$215M for technical colleges.
- Co-chaired Utah's first statewide Education Summit with the governor, focusing on workforce development and career readiness through the first-ever designation of a "Year of Technical Education."

- Oversaw systemwide communications, student affairs, and government relations for 8 technical colleges serving 25,000+ students.
- Expanded statewide access to higher education technical education through the creation of a \$1 million annual scholarship program for post-secondary career and technical education students.
- Enhanced public perception of technical education through strategic branding and outreach campaigns.
- Successfully lobbied the State Building Board and the Utah State Legislature for two buildings (MTECH's Trades & Technology building & Davis Tech's Allied Health building) in one legislative session (2017).
- Helped draft, and lobby for, historic legislation that created the Utah System of Technical Colleges ensuring each technical college became a body-politic and body-corporate.
- Served as the system's chief spokesperson and confidential advisor to the Commissioner.

Earlier Executive Leadership Roles | 2005–2015

- **Director of Communications**, Utah Dept. of Workforce Services (2011-2015)
- **Campaign Manager**, Utah Governor Gary R. Herbert (2009–2011)
- **Chief of Staff**, Gary R. Herbert, Lieutenant Governor of Utah (2005–2009)

GOVERNANCE & POLICY LEADERSHIP

- Liaison to the Utah Board of Higher Education and college Board of Trustees, supporting budget, policy, and program approval processes.
- Chief legislative strategist for MTECH's state appropriations requests and public policy efforts.
- Co-chair, Utah Higher Education COVID-19 Task Force (2020–2022).
- College policy lead for all state and federal legal compliance requirements (e.g., Title IX, ADA, HB261, and Due Process).
- Worked with all employees to develop and deploy the college's only departmental strategic plan that connects all staff to mission-driven goals and metrics.

FUNDRAISING & EXTERNAL RELATIONS

- Cultivated public and private partnerships contributing to over \$400M in capital and operational investment across Utah's higher education system.
- Chaired the successful \$5M 'On the Rise' capital campaign for Mountainland Technical College's campus expansion (2023–2025).
- Facilitated strategic industry partnerships leading to a named college (first in state technical college history), sponsored programs, and improved graduate hiring pipelines.

LEADERSHIP & SERVICE

- Executive Legislative Committee, Utah System of Higher Education (2024–Present)
- Community Council Vice-Chair, Park Lane Elementary School (2023–Present)
- Regional K–16 Alliance, Executive Committee (2018–Present)
- Mountainland Technical College Accreditation Committee (2018–Present)
- Planning Commissioner, Cottonwood Heights City (2013–2018)
- Board Member, Utah Refugee Advisory Council (2011-2015)
- Board Member, Family Promise (2010-2015)
- Governor of Utah’s Executive Cabinet (2005-2011)

CERTIFICATIONS

- Leadership Academy, University of Utah (2023)
- Cultural Competency, Utah Valley University (2022)
- Emergency Management for Higher Education, U.S. Dept. of Homeland Security (2022)

SELECTED AWARDS & HONORS

- **Six-Time Best of State Technical College Award** (2018–2021, 2023, 2025), Utah ‘Best of State’ Committee
- **National DAVEY Award** for Website Redesign and Digital Marketing (2023), U.S. Academy of Interactive & Visual Arts
- **President's Excellence Award** (2021), Mountainland Technical College
- **Distinguished Service Award** (2017), Utah System of Technical Colleges
- **Outstanding Partner of the Year** (2019), Lehi Area Chamber of Commerce

PROFESSIONAL ASSOCIATIONS

- American Association of Community Colleges (2022 – Present)
- American Council on Education (2022 – Present)
- Association for Career and Technical Education (2022 – Present)
- National Association of Student Personnel Administrators (2020 – Present)
- Public Relations Society of America (2016 – Present)

SELECTED PRESENTATIONS

- Strategic Planning in Higher Education, University of Wyoming Doctoral Forum (2025)
- Cross-Departmental Collaboration, Utah System of Higher Education Leadership Forum (2024)
- Strategic Planning in Higher Education, Utah Valley University (2022)
- Technical Education Best Practices, National Governors Association (2019)