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• Flexible class schedule one night per week
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• Apply anytime

Abby Thiry » bachelor’s degree in management
“I graduated from STI with an associate’s degree in business administration, took a year off and then decided to complete my bachelor’s degree at USF. The class schedule worked perfectly with my work and personal schedule.”

As we embrace 2013, things are looking better than ever for technical education and our graduates! I’d like to congratulate one of our largest fall graduating classes on record this past December. It is always a great moment to see our students and their families earn this ultimate reward for their hard work and sacrifice over the past few years.

We’re working harder than ever to share the impact Southeast Tech and our graduates are having on our region. Please take a moment to read through this issue of Living Blue Southeast Tech Times to see for yourself.

Thank you for your continued support of Southeast Tech!

Jeffrey R. Holcomb
President, Southeast Technical Institute

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Next on-campus cohort begins June 2013
Next online cohort begins September 2013
ON THE COVER

5 leaders on campus
Industry professionals experience Southeast Tech first-hand.

6 medical coding
New degree in demand.

INSIDE

4 kim scheetz
Finds the good life right at home.

11 jason bortnem
Protecting hard-earned assets.

12 CNA grants
New funding puts training in reach.

13 guest column

15 SHRM student professional of the year
Southeast tech students and alumni excel!

FEATURE

7 technology skills gap
Local leaders discuss how Southeast Tech is addressing the issue.
Kim Scheetz had no desire to attend a traditional college, but she was driven to find a career that challenged her. Her quest to find this opportunity brought her to Southeast Tech. “I was looking for something that was close to home, yet not in the same town. Also, I didn’t feel like the whole dorm living university school option was right for me. I discovered Southeast Tech by researching alternative options.”

A fiercely independent young woman, Kim chose to pursue a career in computers even thought it was a non-traditional field for women at that time. She earned her Computer Technician diploma from Southeast Tech and followed it up with a Network Administrator degree a few years later. “I was a little bit worried about getting a job since this had been such a booming industry at the time but I was very lucky and got a job right away. The second time I went back to school I got a job within two weeks of graduation.”

Today, Kim happily works for Wells Fargo from her home in Sioux Falls. “Production Management Technologies is the name of the team I work on. We do enterprise monitoring, which means we make sure that all of the devices within the enterprise including routers, switches, servers and applications, are running like they’re supposed to. We notify people if they’re not.”

 Completely satisfied with the non-traditional path she has chosen, Kim knows the choices she made more than a decade ago have helped her attain her professional success. “There are so many different opportunities in technology, so many different directions you can go. So once you get started you decide where you want your career to go and you take it there. I love my job! I’ve been with Wells Fargo for 10 years. And working from home doesn’t hurt.”

“So many people are confused about what kind of education a technical school provides. You get similar general courses that a traditional college provides, but it’s just at a faster pace and you get the hands-on experience you need in the specific field of study to prepare you for the real-world workforce. The education I received at Southeast Tech was invaluable.”

Check out Kim’s video at http://tinyurl.com/kimscheetz
Southeast Tech invites industry leaders to experience technical education on campus.

Technical education, or vo-tech as some of us remember it being called in the good old days, is often a misunderstood and under-valued form of education. In the past, industry relied heavily upon ‘college graduates’ as the mainstay of their workforce. However with the advent of ever-evolving technology, an increasingly competitive global marketplace and the need for speed at a premium, technical education is finally getting its fair share of recognition.

The dreaded ‘skills gap’ that is being touted on national television isn’t a fluke or an exaggeration. The fact is that many technically skilled professions are woefully understaffed and poised for massive workforce shortages once the current workforce retires. In addition, new positions that have been created due to technological advances often need professionals educated for a specialized focus. Gone is the day of the successful ‘well-rounded but non-specialized’ professional.

Southeast Tech has worked for more than 40 years to bring education that responds directly to regional industry demands. Fighting the old-fashioned vo-tech stigma has always been a challenge and one that the Southeast Tech Foundation proposes to rise above. To this end, President Holcomb in partnership with the Southeast Tech Foundation Board has scheduled multiple meetings to expose area industry leaders to the reality of modern technical education.

According to Southeast Tech’s Institutional Advancement Officer Nancee Sturdevant, “The purpose is to update industry leaders about what Southeast Tech has to offer through its educational programs. It’s really an excellent method to illustrate what a vital role Southeast Tech plays in economic development for the region by providing a skilled workforce for industry. By bringing industry leaders to campus and telling our story, we can build partnerships which create a win-win for industry, Southeast Tech and the region.”

The initiative has been a phenomenal success so far. Nancee shares, “The Industry Leader Meetings give area leaders the opportunity to learn about the growth and opportunities at Southeast Tech, hear in-depth conversation about industry relevant programs, and see how our region’s future workforce is trained by touring the related program areas. I hope to continue to add industries and continue to share Southeast Tech’s impact on our regional workforce.”

“Partnerships are Southeast Tech’s strength. We seek to expand partnerships with area industry by strengthening existing partnerships and cultivating new ones. We recognize that one of the most important components of our mission is to provide a well-trained workforce to meet our regional economic development needs.”

–Nancee Sturdevant, Southeast Tech Institutional Advancement Officer
introducing medical coding

With a steady demand for qualified professionals in the billing and coding areas of the healthcare industry, Southeast Tech is pleased to announce they will offer a Medical Coding, AAS degree in the Fall of 2013.

After earning their degree, students will possess the knowledge to perform the following duties:

- Protect the security of medical records to ensure that confidentiality is maintained
- Review records for completeness, accuracy, and compliance with regulations
- Retrieve patient medical records for physicians, technicians, or other medical personnel
- Release information to persons or agencies according to regulations
- Plan, develop, maintain, or operate a variety of health record indexes or storage and retrieval systems to collect, classify, store, or analyze information
- Enter data, such as demographic characteristics, history and extent of disease, diagnostic procedures, or treatment into computer
- Compile and maintain patients’ medical records to document condition and treatment and to provide data for research or cost control and care improvement efforts
- Process and prepare business or government forms
- Process patient admission or discharge documents
- Assign the patient to diagnosis-related groups (DRGs), using appropriate computer software
- Verify accuracy of billing data and revise any errors
- Operate typing, adding, calculating, or billing machines
- Prepare itemized statements, bills, or invoices and record amounts due for items purchased or services rendered
- Review documents such as purchase orders, sales tickets, charge slips, or hospital records to compute fees or charges due
- Perform bookkeeping work, including posting data or keeping other records concerning costs of goods or services or the shipment of goods
- Keep records of invoices and support documents
- Resolve discrepancies in accounting records
- Type billing documents, shipping labels, credit memorandums, or credit forms
- Contact customers to obtain or relay account information
- Compute credit terms, discounts, shipment charges, or rates for goods or services to complete billing documents

For more information regarding the Medical Coding degree, contact Admissions at 605.367.6040. 

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introducing medical coding

“An economy needs more than engineers and doctors to flourish. We need skilled and trained technicians who know how to make things, we need more training for those skilled jobs. Our technical institutes provide graduates that our state needs and I want to see technical education in South Dakota expand.” –Governor Dennis Daugaard, State of South Dakota

Taken from the 2012 State of the State Address.
Southeast Tech has always worked a little differently than most other higher education institutions. With a focus on employment after graduation, meeting the region’s workforce needs has always been a priority. Every degree offered at Southeast Tech has been researched thoroughly to determine if it’s going to strengthen the local workforce and economy as well as lead graduates to successful and rewarding careers.

The new buzzword, ‘technology skills gap’ has recently gained national attention for one reason. There aren’t enough technologically skilled workers to fill the nation’s workforce needs. With the advance of technology, many jobs that didn’t require a degree or a high level of training now do. And with that advent of technology, industry is often offering better working conditions and better pay for the individuals who come to the table with the skills they need.

Southeast Tech sat down with three leaders; Mark Mickelson, Mary Medema and Catherine E. Clark, to discuss how they see the ‘technology skills gap’ affecting the region and what role they feel Southeast Tech is filling to address the issue.

Southeast Tech: Mark, do you see Southeast Tech as a workforce solution for local industry?

Mark Mickelson: “Southeast Tech is a first class educational organization that’s very responsive to the market. The investment in the education is reasonable, and the programs are tailor-made for employers.”

Southeast Tech: Mary, has Southeast Tech played a role in meeting local industry need?

Mary Medema: “Southeast Tech is absolutely one of the things that is most critical for its direct impact on workforce training, creating workforce solutions. All kinds of workforce solutions are taking place at Southeast Tech everyday and contributing to the growth of this community.”

Southeast Tech: Catherine, is the ‘technology skills gap’ a critical issue for local industry, and is Southeast Tech addressing that?

Catherine Clark: “Well certainly if you look at the dynamics of the workforce and our low unemployment the need for those necessary skill sets is just that much more necessary. As you look at the demographics and as you look at our future and what you hear from futurists, that is an area that will continue to expand and grow. We have seen many four-year degree students who have a great degree from a great institution but they don’t possess the appropriate skills for the job opportunities out there. Southeast Tech allows for flexibility and speed in getting individuals to the front line so they can be
working to solve the ‘technology skills gap’

Southeast Tech partners with local industry leaders to further develop a viable workforce.

a great asset to the community and to the employer that much quicker.”

Southeast Tech: Mark, is Southeast Tech a factor when it comes to maintaining and growing a viable workforce important for industry?

Mark: “When you look at Southeast Tech and the partnerships they have with the healthcare and financial services industries as well as leading manufacturers, it’s critical. What I have always enjoyed about Southeast Tech is their responsiveness as an educational institution. If an employer says they need something, Southeast says, ‘alright let’s figure out how to make it work’. Sioux Falls is already a great place to do business, but the number one thing for every employer is having available employees that have the skills and attributes that their company needs.” -LB

“In many respects Southeast provides a skilled labor force in a short term two-year or less environment. That being said, we need more individuals involved in this so that we can feed the workforce that is growing every year, and the need for those particular labor skills continues to be more and more intense. The impact of the technical institute continues to be under scored by this need for labor and for the time frame we are looking at.”

–President Jeff Holcomb, Southeast Tech

Mary Medema, Director of Workforce Development, Sioux Falls Development Foundation

Mark Mickelson, Chairman, Sioux Falls Development Foundation

Catherine E. Clark, Senior Vice President, Wells Fargo Regional Commercial Banking

http://tinyurl.com/WhyGiveToSoutheast

see the video here!
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Intrigued by the activity of the brain and nervous system? At Southeast Tech you can enter the elite neuroscience career field as an ElectroNeuroDiagnostic Technologist in just 24 months!

As more and more research is being done on our most vital organ, the demand for this technologist is soaring. Now is your chance to be on the forefront of an exciting up and coming medical field.

For more information, contact Admissions at Southeast Tech at 605.367.6040.

don’t wait...start in MARCH!
Jason grew up learning that helping people is a good thing. As the son of a healthcare professional, teacher and a member of a farming family; it was only natural that he chose to pursue a field that he could ensure fiscal security for his clientele.

After a brief interlude as a traditional college student following high school, Jason enlisted in the US Army where he spent three years as an active duty soldier. He shares, “It was the right choice for me at the time because I just wasn’t ready for college.” After completing his service however, he was ready to move forward with furthering his education and his career.

“I had previously spent three years in the military in which I had become accustomed to an income with great benefits, and I felt the need to get my career started to maintain my lifestyle. I thought Southeast was the perfect choice to obtain a degree with only a two-year commitment. In addition, it gave me a chance to ‘catch up’ with other people my age who were pursuing their bachelor’s degrees.”

Today, Jason has established his career with DAKOTACARE in Sioux Falls as an HMO Product Manager. “I’m able to assist people with selecting benefits that will cover any potential medical situations and protect the assets they have worked so hard to obtain. It’s a very rewarding career.”

And catch up he did. After earning his Financial Services Associates in Applied Science degree, he accepted a full-time position with Wells Fargo. He remembers, “I felt this urge to go back to school and complete my bachelor’s degree. It was something I always wanted to do and I was happy to discover it was a very easy process. I enrolled in the University of Sioux Falls and they took all my Southeast credits and it was a smooth transition. In another two years I was able to complete a bachelor’s degree in Business Administration.”

JASON BORTNEM
HMO Product Manager,
DAKOTACARE
Class of 1999
Degree: Financial Services

Jason Bortnem works to help others protect their hard-earned assets.

“ I had great instructors, most of which had direct experience in the subjects they taught. This provided valuable and usable information that has helped me succeed. I was looking for a fast and affordable way to enter the workforce and Southeast provided the answer.”

Check out Jason’s video at http://tinyurl.com/jasonbortnem
This can be your key to that door! Training Solutions Institute, a division of Southeast Tech, has had a Certified Nurse's Assistant (CNA) program since Fall 2008. The CNA program is taught by knowledgeable professionals with a state-board-approved curriculum. Not only does this program teach the skills needed to be a qualified Certified Nurse's Assistant, the program also focuses on the emotional needs of the patient.

Thanks to funding made available by the Governor's Office of Economic Development (GOED), Minnehaha County and the Southeastern Council of Governments (SECOG) in coordination with Training Solutions Institute, grant money is now available for those that qualify for a rewarding career as a Certified Nurse's Assistant.

The class involves lecture and hands-on lab instruction as well as a 16-hour clinical component (clinical time may vary). Emphasis is placed on working with patients in the long-term care setting. Upon successful completion of this program, students will be eligible to take the Nurse's Assistant Certification Exam.

“This is a great opportunity for people in the Sioux Falls area to take the first step towards a career in the medical field. CNAs are always in demand and this grant allows people the opportunity to gain critical care-giving skills.”

–Lon Hird, Director of Training Solutions Institute

For more information or to register for classes, visit www.trainingsolutionsinstitute.com or call us at 605.367.7619. You can also check us out on Facebook!
Each year a group of elected representatives and senators gather to serve in the South Dakota Legislature. These honorable folks are elected by the citizens to draft legislation that hopefully improves the lives of the people they represent. Prior to the start of each legislative session, the Governor delivers his or her recommended budget to this elected body for review, discussion, and potential revision. As an entity that receives partial funding through the legislative process, Southeast Technical Institute has a keen interest in the final budget numbers.

Civics lesson aside, like all others that receive funding through this process, Southeast Tech works to promote the importance of our mission. In doing so, we are hopeful that the results of these efforts will be additional funding to support and expand our programs. The legislature has the very difficult task of objectively reviewing all requests and prioritizing the allocation of a finite set of resources to their best ends.

The complexities of our appropriation and funding formula are not always apparent in the published budget document. Funding from the state legislature is provided based upon a per student allocation that is taken times the projected number of students. Additional details of the recommended budget are still coming, but it is our understanding that the FY14 per student allocation is increasing by 3% over the FY13 per student allocation.

Overall, the recommended budget for post-secondary technical education is increasing by $157,685; which is approximately a 0.7% increase over the FY13 appropriation. The reason why the recommended budget is only increasing by seventy basis points and not 3%, has to do with the FY14 projected number of students for the four post-secondary technical institutes. In order to receive additional dollars, the technical institutes as a system must continue to work to increase our student enrollments.

Between FY07 and FY12, student numbers at Southeast Tech increased annually by 4.2%. However, during this same period of time, the total revenue attributed to state support has declined from $3,784 per full time equivalent (FTE) student in FY07 to $2,852 per FTE during FY12.

During this same period of time, tuition and fees paid by students has grown from $3,428 per FTE in FY07 to $4,878 per FTE in FY12. On the expenditure side of things, we must continually weigh the costs and benefits of providing additional services to our students. Oftentimes, this means doing more with less or looking at new or innovative ways of delivering needed resources and programs. In FY07, Southeast Tech operating expenditures, exclusive of capital expenditures, was $7,598 per full time equivalent student. In FY12, the amount expended per full time equivalent student was $7,443.

At this point we do not know what the upcoming legislative session holds for us or what our FY14 budget will look like. Will there be greater pressure on students to fund a larger share of their education? Will there be pressure on us to continue to provide new or expanded programs with limited resources? Will the South Dakota Legislature be able to identify additional dollars to increase state support for the four technical institutes? Over the next several months the answers to these questions will become more apparent and we are ever hopeful for a positive outcome.

Rich Kluin, Vice President, Finance/Operations; Southeast Technical Institute
the power of internships

An internship, or formal temporary on-the-job training, may not just help students gain valuable experience but it can often open doors for them.

The benefit? Coupled with knowledge earned in the classroom, students have the opportunity to practice their craft first-hand before they are officially employed. Students often feel more comfortable in a workforce atmosphere and are frequently more prepared to ‘do the job’ once hired. Internships can be paid or unpaid.

Southeast Tech requires internships or encourages students to participate in internships for many degrees or diplomas including the following:

**Degrees/Diplomas that Require Internship or Clinical Experience:**
- All Health Programs
- All Horticulture Programs
- Biomedical Equipment Technology
- Collision Repair & Refinish Technology
- Office Assistant

**Degrees that Provide Internships as an Elective:**
- Graphic Media Design Technology
- All Business Programs

Taya M Nelson says, “I’m a 2011 grad and my internship opportunity was at my current job location. They were in a hurry to find a new Office Manager/Secretary, and I happened to be the lucky one. I waited a little bit for myself to get used to the surroundings and learn a little about the business before I started my internship with them. I will never regret this opportunity that was given to me through the career center at Southeast Tech. I work at a small family owned business with just five total workers, a great environment and great customers. Thanks Southeast Tech for a great learning experience!”
Congratulations to the following Southeast Tech students/graduates! All were nominated for the 2012 Society for Human Resource Management (SHRM) Student Professional of the Year Award. What an honor!

Nora Haigh graduated December 7, 2012, with degrees in Business Administration and Human Resource Management. She has been employed with DaVita Dialysis since 2008 in various roles. Nora also represents the SESHRM Student Chapter within Southeast Tech.

Tim Stanga is the current SESHRM Student Chapter Secretary and Newsletter Editor and a current student at Southeast Tech. Tim will graduate in May 2013 with his degrees in Business Administration and Human Resources. He is employed with Southwest Office Solutions in Pipestone, MN, and is a member of SHRA, the Southwest Human Resource Association of Minnesota.

Shanna VonHoltum is a recent (May 2012) graduate of Southeast Tech and is currently pursuing her bachelor’s degree at the University of Sioux Falls. Shanna is the Vice President of the SESHRM Student Chapter and is currently employed as an HR Assistant at Minnehaha County and as Head Administrative Support with Reformed Church in Dell Rapids, SD.

**new recruits**

Southeast Tech is proud to welcome our newest employees.

Math Instructor Fenecia Foster
Custodian Robert Johnson
Scarborough Center Program Assistant Julie McAlister
LPN Instructor Anne Peterson
Nursing Programs Secretary Kari Quall
Custodian Troy Scott
Business Office Administrative Assistant Christa Sites

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Shanna VonHoltum is a recent (May 2012) graduate of Southeast Tech and is currently pursuing her bachelor’s degree at the University of Sioux Falls. Shanna is the Vice President of the SESHRM Student Chapter and is currently employed as an HR Assistant at Minnehaha County and as Head Administrative Support with Reformed Church in Dell Rapids, SD.

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Be A Hero.

Thanks to the new PulsePoint app, you have the power to save lives in Sioux Falls. When a cardiac arrest occurs, seconds count. And with hundreds of Automated External Defibrillators (AEDs) located in public areas around the city, chances are you’ll be near one every day. The simple, easy-to-use app alerts you when a cardiac arrest is happening and where the closest AED is...

allowing you to Be a Hero.

Download the app from your Apple and Android stores.
Sioux Falls’ best choice for a career-building education!

did you miss Spring Semester?

don’t worry start in MARCH!
classes starting March 11