it’s true!
tech grads
GET THE JOBS

ONLINE
DEGREES
open doors

remembering
ALUMNUS
PHILIP SORENSON
Accelerated Degree Completion Program features:

- Degrees in accounting, management and entrepreneurial studies
- Management degree also offered completely online
- Flexible class schedule one night per week
- Affordable costs-per-credit
- Summer, fall and spring start dates

For more information:
usiouxfalls.edu/dcp
1-800-888-1047 » 1-605-331-6735 » dcp@usiouxfalls.edu

Next on-campus cohort begins June 2013
Next online cohort begins September 2013

Shanna Von Holtum » Business Management
“I’m able to relate to the DCP curriculum, my professors and my classmates. This rich learning experience has provoked my inner strength and motivation to excel in all that I do, even beyond my schoolwork.”

It’s that time of the year again and I’m very pleased to once more be sending off some of Sioux Falls’ freshest new workforce recruits. It is with the greatest confidence that I believe not only will our graduates be able to find successful employment, but that our industry partners will also be able to fill technical positions that are so critical to their bottom line.

Please take a moment to read through the newest issue of Tech Times to see how the power of technical education is impacting our community every day!

Jeffrey R. Holcomb
President, Southeast Technical Institute
ON THE COVER

10  making it work
Professional, student and mother juggles it all.

13  remembering philip
Terry and Cleo Sorenson create endowment in memorial.

INSIDE

4  fred finch
Fascination leads to opportunity.

5  new programs
Medical Coding and Plumbing launch Fall 2013.

6  jeff boldt
Alumnus of the year excels at Sayre Associates, Inc.

11  megan jansma
Upholding the law as Deputy Sheriff.

12  training solutions institute
Online careers, classes and certifications.

14  diversity fair
Students explore other cultures, disabilities and social groups.

FEATURE

7  competitive advantage
Southeast Tech grads get noticed and hired.
Fred Finch finds the good life with a new career.

Fred Finch spent 13 years working as a cook, attempting to provide for himself and his family. However, limited opportunities and a hectic schedule made it difficult for him to share quality time or offer financial security for them. He shares, “I knew I wanted to make a change in my life, and ever since I can remember, I have always had a fascination with electronics and how they work. I wanted something where I could start my field quickly and affordably. That’s why I chose to enroll at Southeast Tech.”

A non-traditional student, Fred flourished at Southeast Tech, attaining his Electronics Technology degree in just two years. “Southeast Tech offers a great hands-on learning environment, with small affordable classes. The teachers interact with the students providing answers and assistance quickly. I didn’t feel like a number to hurry and get through… I felt like there was a place for me there.”

Before Fred even graduated, he had secured a job as an Electronic Technician with Raven Industries in Sioux Falls. Just three years later, he accepted a position as an Engineering Technician as a member of the Raven Industries steering team designing steering kits for tractors and sprayers.

“If you have a passion or curiosity for how and why electronics work then this field is perfect for you. Getting your degree with Southeast Tech means hands-on training and application in the field you are going into, at a price that is worth every penny.”

Fred doesn’t regret making the change or making the choice to return to school. “This has meant job assurance and stability for my family. I know day to day I have a job to go to and that I can find another job if I would ever need to with ease.”

Fred Finch
Engineering Technician, Raven Industries
Class of 2008
Degree: Electronics Technology

CLICK HERE to check out Fred’s video!
new for fall 2013!

Southeast Tech works hard to meet our community’s needs with new career-focused degrees and diplomas. These high-demand programs are all-new for Fall 2013 and are anticipated to fill quickly so call today to save your seat!

Medical Coding, AAS degree

The demand for Medical Coding professionals is heating up!

Medical Coders assign codes to classify and index diagnoses and procedures for the purpose of reimbursement, standardization, retrieval and statistical analysis using nationally recognized coding systems.

Become knowledgeable in medical insurance, reimbursement systems and their relationship to coding as well as proficient in the use of coding systems in clinics and hospitals.

Upon completion of this degree, you may apply to sit for the certified examination sponsored through AHIMA and AAPC.

Get in on one of Southeast Tech’s newest programs and get on track to a rewarding career.

Plumbing, diploma

With an improving economy construction is booming!

The plumbing trades are an integral component of the construction and housing industries. Plumbers support the infrastructure necessary for economic development. In addition, plumbers support residential and commercial users for remodeling, emergencies and service calls.

Plumbers may work on residential and commercial projects. They may do new installations as well as service calls to repair existing systems.

Learn plumbing codes, plumbing theory and experience significant hands-on laboratory experiences including blueprint reading, materials planning and utilization, tool usage and pipe joining methods.
Growing up in Dell Rapids as a farm kid, Jeff knew he loved to build. On top of that, he enjoyed drawing, math, fixing and organizing... all perfect attributes for the career field he would one day enter. He remembers, “I chose Southeast Tech because it was close to home, family and my job.” In 1983, Jeff earned a diploma in Architectural & Civil Drafting Technology. “I feel I was very marketable with my diploma from Southeast Tech, in fact, I was working at my first job prior to graduating.”

Jeff returned to Southeast Tech a decade later to earn his Associate’s in Applied Science degree in Civil Engineering Technology as a part-time student while working full-time at Sayre Associates, Inc. Not ready to finish his education, Jeff went on to further his degree at South Dakota State University. “After learning that a large majority of my credits from Southeast transferred to SDSU, I began part-time enrollment until I graduated with a Bachelor of Science Degree in Civil Engineering.”

A career plan that has paid off, Jeff now leads Sayre Associates Inc. as the President/Inside Operations Manager in Sioux Falls. “Civil engineering is a challenging and very rewarding career field. When you see a completed project and know that you had a part in the success of a project that the public needs and uses daily, you can take pride in what you do on a daily basis.”

He credits Southeast Tech for giving him a strong foundation to build his very successful career on. “I use the knowledge gained at Southeast Tech on a daily basis, whether that is through communication skills or technical duties. The instructors at Southeast Tech have real-world experience and know what the student needs to be a valuable asset to an employer.”

Jeff Boldt, the President/Inside Operations Manager of Sayre Associates, Inc., has been honored as the 2013 Southeast Tech Alumnus of the Year. This award is presented annually through the Southeast Tech Foundation. The recipient is selected from nominations submitted from outside sources based on success in their career, community involvement and involvement with Southeast Tech as a volunteer and/or financial donor.
In a technology driven culture, more and more businesses are looking toward skilled technical graduates to help move their company successfully forward. This fact is obvious looking at the numbers for Southeast Tech’s graduates. Out of more than 800 graduates, 95% are employed within six months and an astounding 91% have found careers in their field of study! Read on to see why the new technology generation is good news for our grads.
3 out of 4 southeast tech grads stay in South Dakota!
Exciting things are happening for South Dakota, and job outlook is definitely topping off the list. According to Sioux Falls' Mayor Mike Huether, “There are so many opportunities in our town right now. Whether it’s in healthcare, financial services, retail, research or Information Technology, there is so much going on in our city.” He shares, “The opportunities are really unlimited. Southeast Tech comes into play by helping us educate young people, as well as those nontraditional individuals that are out there. We must educate them for roles that are so desperately needed in our town.”

The good news for Southeast Tech grads is that they are exactly the type of workforce that is currently in critical demand. Southeast Tech President Jeff Holcomb shares, “The success of our graduates is really a tribute to our partnership with industry. We have been able to craft degrees and diplomas for career fields that exist in our local economy. Our goal has always been workforce development for South Dakota and I think our numbers prove that we’re doing just that.”

Because Sioux Falls and the surrounding communities are so anxious to find well-educated and qualified applicants, Southeast Tech alongside the South Dakota Department of Labor recently hosted two Career Fairs for more than 40 area employers. Students in both second and first years of study were encouraged to attend as well as the general public. Southeast Tech Student Success Advisor Chelsea Reisch says, “It was a great opportunity for our students to explore potential full- or part-time employment as well as internship opportunities. The more we can help them find excellent positions, the more we feel we’ve done our job.”

“The demand for a skilled, qualified and educated workforce has maybe never been this high. The education people can get, whether it’s at Southeast Tech or elsewhere, is just so critical for prospective employers in our town and to me as well.” –Mayor Mike Huether, City of Sioux Falls

91% of Southeast Tech grads are employed in their field within 6 months!
Like many young women in Sioux Falls, Savannah Holloman keeps busy as a working wife and mother. What makes her unique however, is that while she works full-time as an office assistant at SMG Sioux Falls, which manages the Sioux Falls Arena, Convention Center and Orpheum Theater as well as the Denny Sanford PREMIER Center, she is also taking classes online to earn her Marketing Design degree from Southeast Tech.

According to Savannah, “I started working full-time at Citibank and bought a house two months after high school graduation. My husband and I have a daughter, Madilyn, who will be four in May.” And although she already has a great career started, Savannah is looking forward to giving herself and her family more opportunities in the future. “Someone once told me that success isn’t a final destination. I’m not going to stop trying to improve myself just because I achieved one goal. Earning a degree is an excellent way to help me grow both personally and professionally.”

Business focused but with a love for creativity, Savannah chose to enroll in the Marketing Design program. She laughs, “It took me awhile, but I finally figured out what I want to do when I ‘grow up’. Marketing Design offers a good balance between developing marketing skills and fostering creativity.”

Now, in the homestretch of earning her two-year associate’s in applied science degree, Savannah couldn’t be happier with her choice to earn her degree. “The Marketing Design program is new and unique to Southeast Tech. The admissions process was incredibly easy, even for a non-traditional student like me. My advisor has proven to be an invaluable resource when I have questions or need help and the instructors are flexible and accommodating.”

“I like the flexibility of being able to rearrange my schedule to accommodate work and family life. I don’t have to make plans around being at school at a certain time. It’s easy to get distracted, and there’s usually at least one other thing I could be doing, but I have to keep the ‘big picture’ in mind. My daughter is old enough now to remember me going to school; I don’t want her to remember me quitting. I’m excited for her to see me graduate!”

Check out all of the online options available at Southeast Tech!

Accounting
Business Administration
Business Administration: Human Resources Emphasis
Business Administration: Management Emphasis
Computer Programming
Entrepreneurship
Financial Services
Insurance & Financial Services
Marketing
Many high school students are uncertain about their future. It’s understandable, considering choosing what to major in can determine the direction of their lives after school. But for Megan Jansma, the decision was clearly made as early as when she was in middle school.

Not just a pipe dream, Megan committed to her decision serving in the Minnehaha County Explorers Program and also working as a Security Guard. She notes, “I went to Southeast Tech right after high school because it’s affordable and gave me every skill that I needed to be successful. My older sister was an engineering student there and she always talked about what a great school it was.”

After just two years, Megan had graduated and successfully passed a reciprocity test that allowed her to opt out of South Dakota’s mandatory 13 week Law Enforcement Academy. “Being able to take the reciprocity test helped me get my career started without have to go through the Law Enforcement Training Center in Pierre. Having a degree that is specific to Law Enforcement was important to the departments because they know I had all the knowledge and skills to be able to do my job competently.”

Today, Megan is right where she wants to be, out patrolling McCook County and the five towns that are located there. “Being able to help the community members and keep them safe is the most rewarding feeling. I love my job, I couldn’t imagine doing anything else.”

Megan Jansma finds personal reward in serving and protecting others.

“The education I received gave me everything I needed for my career in law enforcement. The classroom time helped me gain knowledge of the law and all the hands-on classes got me ready for everything else. It also helped me pass the reciprocity test so I could begin my law enforcement career faster.”

Megan Jansma
Deputy Sheriff, McCook County
South Dakota
Class of 2008
Degree: Law Enforcement Science

“The education I received gave me everything I needed for my career in law enforcement. The classroom time helped me gain knowledge of the law and all the hands-on classes got me ready for everything else. It also helped me pass the reciprocity test so I could begin my law enforcement career faster.”

Megan Jansma finds personal reward in serving and protecting others.

“Being able to take the reciprocity test helped me get my career started without have to go through the Law Enforcement Training Center in Pierre. Having a degree that is specific to Law Enforcement was important to the departments because they know I had all the knowledge and skills to be able to do my job competently.”

Today, Megan is right where she wants to be, out patrolling McCook County and the five towns that are located there. “Being able to help the community members and keep them safe is the most rewarding feeling. I love my job, I couldn’t imagine doing anything else.”

CLICK HERE to check out Megan’s video!
Training Solutions offers a wide variety of online education and training options that can fit your schedule and your needs no matter the time or place. Participate anytime day or evening, and from any computer. Whether you are looking for a new career, additional skills, or a certification, we have a class for you.

Online learning is easy and fun, and the best part is that you do it from virtually anywhere as long as you have access to the internet! Our online education and training is provided in partnership with quality colleges and associations with instructors that are experts in their fields.

Worried about going it alone? Don’t be! You are never alone when taking classes online because you will be taking a class with an instructor that is online and talking with you real-time or with an instructor that can address any question through emails and discussion forums. There is always help available.

We know it’s challenging to find time for additional training and skills that can move you along on your career path. Online options can make the difference for you, so enroll today and make the step toward a better future. Take a look at all our online opportunities at [www.trainingsolutionsinstitute.com](http://www.trainingsolutionsinstitute.com) and get skills for the 21st century. Demonstrate your knowledge. Boost your productivity!

“I have taken several of the Ed2Go classes this year and have found them to be very beneficial to advancing my career. The instructors have designed the classes in a format that is easy to follow. The quizzes are set up for the student to find out their results immediately and, if necessary, retake after reviewing any topics that were missed on the quiz. For a busy person, the online format is very easy to fit into my schedule!” – Georgina D Cavin, Southeast Tech Accounting Instructor
Phil and some of his instructors at Southeast Tech’s graduation.

Phil with his beautiful niece, taken a few weeks before his death.

Last July, Cleo Sorensen received a phone call no mother wants. It was from Avera McKennan Hospital & University Center informing her that her only son, Philip, had been injured in a serious accident on Minnesota Avenue.

“I had no idea that Phil had ridden his cycle that day. I had no idea what was going on because I didn’t have the news on so I didn’t know a horrific accident had happened at 26th and Minnesota Avenue, or I would have probably assumed that’s where he was.” Her husband Terry was traveling for work and was six hours away when Cleo called him and asked him to come home.

They later learned that a 20-year-old man driving 50 miles an hour down Minnesota Avenue while texting had caused an accident that affected five cars and Philip, who was driving his motorcycle.

For the next agonizing day, the Sorensen’s prayed for their son’s recovery. Terry remembers, “We met with the doctor but he had nothing good to say, the impact was just too much. We knew what the outcome was going to be.” The evening following the accident at 11:59 pm Philip’s parents pronounced him dead and allowed his organs to be donated.

Today, Terry and Cleo are working to continue Philip’s kindness by establishing the Philip Lowel Sorensen Memorial Scholarship Endowment at Southeast Tech as well as lobbying for a state-wide texting and driving ban. “Phil was always a giving person and this is one way we can help other kids in his memory,” shares Cleo.

“I had no idea that Phil had ridden his cycle that day. I had no idea what was going on because I didn’t have the news on so I didn’t know a horrific accident had happened at 26th and Minnesota Avenue, or I would have probably assumed that’s where he was.” –Terry Sorensen

Ironically, Philip rarely texted, preferring to speak to his friends and had the mantra of ‘take your time, it will still be there.’

“Phil had an infectious smile that could light up a room. He was loving, kind, thoughtful and selfless. He enjoyed life’s smallest and biggest moments. He influenced the people that were around him to be better citizens, to live simpler and find joy in the little things of life.

He was killed in July 2012 due to someone texting while driving. In his compassion for life and helping others he gave the gift of life as an organ donor. We want to continue his love of helping others in establishing this scholarship in his honor.” –Terry and Cleo Sorensen
More than 23 vendors representing religious, cultural, social and disability groups were on display at Southeast Tech on Wednesday, April 3. Business Administration instructor Pat McGee shares, “The students were very engaged in speaking with the vendors, and the vendors were so excited to be there and share information it helped our students to be excited about the event. One of the vendors told us they had participated in many diversity events, and this was by far the best.”

The objective of the fair was to introduce and educate Southeast Tech students, faculty and staff to individuals and groups that may be different than themselves. Entertainment was provided by Woody Baybridge-Pipe Major Norwood BayBridge, FSA 99th Scots Guards Regimental Pipes & Drums.

McGee who helped spearhead the event, along with Business Team colleagues Jean Rose and Karen Winter, was pleased with the turnout. “Our initial plan is to hold the event every other year so it doesn’t get old, but gives our students a chance to attend one fair during their two-year degree that exposes them to things and people outside their normal day-to-day life.” At least 500 students attended the fair.

“The students were polite and engaged. I must have spoken with at least two hundred of them during the time I was there. A dozen or so students were interested enough to return individually for further conversation. It was also my first visit to your campus. I was quite impressed. We’d gladly participate in something like this again, given the opportunity.”
– Father Sava, Greek Orthodox Church
congrats!

We are extremely proud of our Spring 2013 graduates. We wish you the best of luck, and a big congratulations!

new recruit

Southwest Tech is proud to welcome our newest employee.
Custodian Timothy Lemke

PROVEN RESULTS

our grads get great jobs in their chosen career field. in fact 91% have started their careers within 6 months of graduation.
we don’t offer degrees in career fields that don’t exist in the region.
all degrees relate directly to industry or we don’t offer them.

INDUSTRY-RELEVANT DEGREE

OUTCOMES

every degree from Southeast Tech can be completed for <$25,000 with most for considerably less.

AFFORDABLE EDUCATION

a good rule of thumb when choosing to invest in your education to cap your total student debt to your first year expected earnings.

www.southeasttech.edu
Ready to get outside and make something beautiful? Join our lawn and garden experts as they share the following tips and techniques!

- Lush Lawn Care – be the envy of your neighborhood.
- Birds of Paradise – make your garden a bird haven!
- Edible Container Gardens – grow a beautiful container garden that serves double duty as fresh produce.

Grab some free BBQ while enjoying a walking tour of our beautiful horticulture facilities.

can’t wait to see you here!