BUILD DAKOTA
$50 Million for Tech Ed

RURAL HEALTHCARE
Education Goes Mobile

TWO DAYS YOUR WAY
Business Administration Degree

WWW.SOUTHEASTTECH.EDU
So many exciting things are happening in the technical education realm and I’m so proud to be part of it. Southeast Tech is once more making an incredible impact on our community and economy by providing education that meets our local and regional industry needs. Ultimately what that means is that our graduates are enriching the fabric of our community with their expertise and ability to provide the workforce that is critical for South Dakota’s continued success. I am proud to announce that 796 new graduates are preparing to enter the workforce in May and I would like to congratulate them for their hard work and dedication to education!

Take a moment to read through Tech Times to learn more about the groundbreaking Build Dakota Scholarship Fund as well as other great things happening at Southeast Tech!

Jeffrey R. Holcomb
President, Southeast Tech

CONGRATS TO THE 796 STUDENTS THAT ARE GRADUATING THIS SPRING!

SOUTHEAST TECH TIMES

SOUTHEAST TECH STARTED IT.
USF WILL FINISH IT.

Accelerated Degree Completion Program
• Bachelor degrees in accounting, business innovation and marketing, management, project management and social work
• Flexible class schedule one night per week or online

RN-to-BSN
• Completely online

80+ Undergraduate Academic Programs
• You CAN afford a private, Christian education at USF.
• As a Southeast Tech student, you’re eligible to receive:
  ➤ $3,000 Southeast Tech Scholarship (if you have an associate’s degree)
  ➤ Academic Scholarships
  ➤ Federal Aid

Isis Miller  |  Southeast Tech Graduate
USF Degree Completion Program, Business Management
“The Degree Completion Program gave me the confidence I needed to fulfill my career goals. The caring, dedicated professors and staff made my experience more enjoyable and dynamic.”
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Southeast Tech has created a cutting-edge mobile Licensed Practical Nurse/Certified Nursing Assistant Simulation Lab that headed on the road the week of March 9 to serve students in the Chamberlain area. The lab, located at the Avera Clinic in Chamberlain, is outfitted in a wi-fi enabled semi trailer custom designed for LPN and CNA lab experiences as well as testing.

From March through July the Simulation Lab will be in Chamberlain as an LPN lab. In addition, it will be utilized throughout rural South Dakota to offer CNA training from August through next March. The Mobile Simulation Lab will enable Southeast Tech to provide the same quality of education for rural South Dakota residents as students that experience education on campus. Funding for the Mobile Simulation Lab as well as the LPN and CNA training were funded by a federal TAACCCT Grant.

ABOUT THE TAACCCT GRANT
The South Dakota Allied Health Training Consortium (SDAHTC), a Southeast Tech led consortium group of the state’s four technical schools, Oglala Lakota College, and Sinte Gleska University, was awarded a $16.2 million U.S. Department of Labor grant to maximize the development and expansion of innovative training programs in partnership with local health care employers. This award provides the SDAHTC with the funding to expand and enhance 25 training programs over the next two years. Over that period, the consortium will implement strategies to expand and enhance education and training opportunities in health care courses and programs. Emphasis will be placed on serving rural communities and Native American reservations by increasing the number of adults earning certificates, degrees, and diplomas in two years or less; replicating innovative and effective methods for designing and delivering instruction that addresses specific industry needs; and improving the learning outcomes of participants.

The federal TAACCCT grant program provides Southeast Tech and the South Dakota Allied Health Training Consortium with funds to expand and improve their ability to deliver education and career training programs that can be completed in two years or less, are suited for workers who are eligible for training under the TAA (Trade Adjustment Assistance) for Workers program, and prepare program participants for employment in high-wage, high-skill occupations.

This workforce product was funded by a grant awarded by the U.S. Department of Labor’s Employment and training Administration. The product was created by the grantee and does not necessarily reflect the official position of the U.S. Department of Labor. The U.S. Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including any information on linked sites and including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability, or ownership. Southeast Tech’s individual grant of $5,349,726 funds 100% of their portion of the South Dakota Allied Health Training Consortium project.

www.sdalliedhealth.com
In an effort to prepare students for the newest systems and diagnostic challenges that automotive technicians face in today’s industry, Southeast Tech has expanded its fleet of vehicles. These new vehicles include:

- Two 2013 Toyota Prius
- Two 2014 Toyota Camrys
- Two 2014 Dodge Chargers
- Two 2015 RAM 2500, Diesel
- One 2015 Chevy Malibu

The entire fleet of twenty-six cars and trucks, twelve plated for road testing diagnoses, are utilized to train students with hands-on instruction. In addition, dealer level scan tools and diagnostic service manuals are also employed. This diverse fleet of vehicles allows students at Southeast Tech to have the ability to work on a wide range of complex systems that each manufacturer uses.

Southeast Tech has invested in the exact scan tool that dealers use for Chrysler, Ford, GM and Toyota as well as several generic scan tools such as E Scan Pro, Snap On, and Genesis. This allows students the opportunity to work with multiple levels of diagnostics, and prepare them for dealership and independent repair facilities. Students utilize the same repair manuals that the dealers have for their technicians. Identifix and ALLDATA is used for repair information.

According to Automotive Technology instructor Jason Merritt, this approach gives students a superior training opportunity. “By removing the limitations of training for one manufacturer or one type of scan tool, students can complete tasks on most major manufactures on the road today and working on systems that are the latest in 2015.” Funding from federal and state grants have helped make this expansion a possibility.

WHAT AUTOMOTIVE TECHNICIANS DO
Automotive technicians may work on many types of vehicles and perform various types of repairs ranging from transmission overhaul to computer systems diagnosis. Some technicians may specialize in certain areas of repair such as drivability or engine repair; others prefer to work with customers, parts or sales.

WHAT DOES PLATED FOR ROAD TESTING DIAGNOSES MEAN?
With a large fleet of vehicles, not all can be licensed for student driving. Newest cars are used for road testing, and instructors are able to install bugs and have students test drive to feel symptoms and diagnose real world problems.
Ryan Nolte spoke at Southeast Tech’s Fall 2014 graduation last December.

For Ryan Nolte, a passion for biology, anatomy and physiology drove him to pursue a career in healthcare. Originally from Sioux Falls, Ryan attended Roosevelt High School. He became intrigued with the field of cardiac ultrasound after talking with a McKennan Hospital employee about the specialty, and was then further interested after a Southeast Tech high school visit.

In 1999, Ryan graduated from Southeast Tech with a Cardiac Ultrasound degree and has been working in the field ever since. Ryan notes, “I’m a Regional Education Specialist and Key Account Clinical Specialist for Biosense Webster, which is a Johnson and Johnson Medical Device Company. We make capital equipment and disposable catheters that focus on assisting heart rhythm procedures.”

After 17 years of working in the cardiac field, Ryan is still happy with his choice to attend Southeast Tech and how it helped launch his career. According to Ryan, “A degree from Southeast Tech gives your career a booster shot and puts you right into real work experience. It takes the best of your knowledge, builds on it then rewards you in so many ways when you do it well. You can’t ask for more in a career than that.” He adds, “When you graduate don’t stop learning. Southeast has a great way of getting you out into the field fast but what you continue to learn after you graduate will determine how you grow as a professional.”

“Passion in its truest form can only be seen when it’s being shared with others. That kind of passion is contagious. Choose to be contagious!”

–Ryan Nolte
South Dakota’s critical need for a skilled workforce has not only gained state and national recognition, it has also captured the notice of T. Denny Sanford, South Dakota businessman and philanthropist. With an extraordinary investment of $25 million matched by an additional $25 million from the South Dakota Future Fund, all four South Dakota technical institutes have been granted approximately $1 million to award in full-ride scholarships for students seeking degrees in high-need technical workforce positions for the next five years.
For 64 students, attaining a degree from Southeast Tech has become a whole lot easier, at least financially. After the announcement of the Build Dakota Scholarship Fund last December future students were given the opportunity to apply for a full-ride scholarship in designated high-need workforce programs. The scholarship covers 100% of tuition, fees, books and tools.

The lure of becoming a member of the skilled workforce is compelling, even without the extra enticement of getting a free education. According to Carnevale, A. P., Rose, S. J., & Cheah, B. (2011) The college payoff: Education, occupations, lifetime earnings. Washington, DC: Georgetown University Center on Education and the Workforce, 22 percent of workers with associate’s degrees earn more than median bachelor’s degree holders, and 14 percent earn more than median graduate degree holders.

And while South Dakota boasts one of the lowest unemployment rates in the nation, it comes at a price. In his 2015 State of the State address Governor Daugaard shared, “For most of the past year, South Dakota has had the second lowest unemployment rate in the nation. We can be proud of that, but it’s a double-edged sword. Many business owners struggle to find qualified workers, and this shortage makes it difficult for businesses to expand. The establishment of this scholarship (Build Dakota) will mean that each year hundreds of our young people, and young people from other states, will have the opportunity to enter high-demand fields without incurring debt, and that more of them will choose to stay in South Dakota after they graduate. The impact of this will be...
We are very thankful for the confidence given and put into Everett. He is a hard working, dedicated person and when he starts something he will work until it is completed. The investment in Everett from T. Denny Sanford, the State of South Dakota, and Southeast Tech is an amazing compliment. I am confident Everett will make us even more proud in the years to come. A sincere heartfelt thank you to all!”

–Alahna Johnson, mother of Build Dakota Scholarship recipient Everett Johnson
Healthcare is a rewarding career field, and with the aging of the population the demand for services is on the rise. For students entering the highly sophisticated cardiovascular area high-demand and high-satisfaction top the list of reasons to enter the field. In addition, starting pay is excellent with the opportunity to advance even better because the demand for services is escalating at such an incredible pace.

The added allure of working in a field that is highly specialized and challenging is another factor in attracting high-achieving students who enjoy fast-paced critical situations.

According to Cathy Miller who directs the Vascular Ultrasound Technology program, “Vascular sonography requires a highly independent skilled sonographer to accurately acquire data used in patient management. Because of that, we can help change the outcome of patient lives. Between the classroom and live scanning here on campus and during clinical internship, vascular sonography students are prepared for these challenges.”

Students, who are required to wear scrubs for classes, are immersed into their programs as soon as they step onto campus. Taught by faculty who have done the job, instruction is practical and hands-on in labs that are outfitted with cutting-edge technology. Pam Boyd who heads up the Cardiac Ultrasound Technology division shares, “Customized, live scanning on campus enhances student skills and prepares them for clinical internship. At the end of the term, students are able to execute a typical adult echocardiography protocol with a wide variety of hemodynamic measurements.”

By 2029, when the last round of boomers reaches retirement age, the number of Americans 65 or older will climb to more than 71 million, up from about 41 million in 2011, a 73 percent increase, according to Census Bureau estimates.*
SOUTHEAST TECH OFFERS THE FOLLOWING CARDIOVASCULAR PROGRAMS:

**Cardiac Ultrasound Technology, AAS Degree**
6-Month Graduate Placement Rate: 100%
6-Month Graduate Average Hourly Salary: $22.67/Hour

**What They Do:** Echocardiography is an imaging technology that plays an important role in the diagnosis of all forms of heart disease. The cardiac sonographer obtains structural, functional and hemodynamic information about the cardiovascular system for interpretation by a cardiologist. This program provides hands-on scanning with an academic curriculum in echocardiographic principles, technology, ultrasound physics and instrumentation. This degree is a Bring Your Own Laptop (BYOL) program, meaning students may purchase a laptop on their own or from the Southeast Tech Support Center.

**Career Opportunities**
Cardiac Ultrasound Techs work in hospitals, specialized health facilities, clinics, laboratories and outpatient care centers.

**Vascular Ultrasound Technology, AAS Degree**
6-Month Graduate Placement Rate: 100%
6-Month Graduate Average Hourly Salary: $27.04/Hour

**What They Do:** Vascular Ultrasound Technologists perform various non-invasive diagnostic medical procedures through the use of high frequency sound waves to produce dynamic visual images of organs, tissues, or blood flow inside the body. Technologists obtain accurate patient history, analyze technical information and summarize technical findings to the physician and collaborative health team members to help determine a diagnosis. This degree is a Bring Your Own Laptop (BYOL) program, meaning students may purchase a laptop on their own or from the Southeast Tech Support Center.

**Career Opportunities**
Vascular Ultrasound Techs work in hospitals, specialized health facilities, clinics, laboratories and outpatient care centers.

**Invasive Cardiovascular Technology, AAS Degree**
6-Month Graduate Placement Rate: 100%
6-Month Graduate Average Hourly Salary: $18.88/Hour

**What They Do:** Invasive Cardiovascular Technologists assist physicians with invasive diagnostic, interventional and electrophysiology procedures in a surgical setting such as a heart catheterization lab. Technologists are part of a healthcare team that conducts cardiac catheterizations and coronary angiograms. This degree requires the use of an iPad.

**Career Opportunities**
Invasive Cardiovascular Techs work in hospitals, specialized health facilities, clinics and outpatient care centers.

As fulfilling as it is for students to successfully complete these programs, it may be even more rewarding for the faculty members who are preparing a new generation of cardiovascular techs to enter the fields they are so passionate about. Patrick Hoier who leads the Invasive Cardiovascular Technology program notes, “It’s rewarding to see students become medical practitioners that can make differences in patient’s lives. I do miss working in the field, but I can help more patients through teaching students than doing the procedures myself.”

For more information about these programs or any other healthcare majors, call Southeast Tech’s Admissions Office at 605.360.6040 to talk with an Admissions Representative or to set up a tour of Southeast Tech’s state-of-the-art facilities.

*Taken from http://www.hhnmag.com
To succeed in business, you need to know about financial management.

No matter how skilled you are at creating a product, providing a service, or marketing your products, the money you earn will slip through your fingers if you don’t know how to efficiently collect it, keep track of it, save it and spend or invest it wisely.

Poor financial management is one of the leading reasons that businesses fail. In many cases, failure could have been avoided if the owners had applied sound financial principles to all their dealings and decisions. Financial management is not something that you can leave to your banker, financial planner or accountant – you need to understand the basic principles yourself and use them on a daily basis, even if you plan to leave the more complicated work to hired professionals.

Keeping track of your finances through proper bookkeeping and accounting is crucial to the growth and survival of your business. Here’s why:

- Proper accounting helps you plan ahead for your business.
- It helps you meet deadlines.
- It helps you monitor and manage your cash flow.
- It helps you evaluate the performance of your business.
- It helps you set projections and goals for your business.
- It helps you prepare for business growth or downsizing.
- It helps you maintain accurate records for preparation and filing of taxes.

Training Solutions Institute is now offering a new Small Business Financial Series that will help you become familiar with the terminology and processes to intelligently analyze and make sound financial decisions. This class will benefit the owner and managers and also serve as a refresher for bookkeepers and office managers or the business student. Knowledge is power and we have the tools to get you there!

**NEW! SMALL BUSINESS FINANCIAL SERIES $950**

Register & pay for all four Financial/Accounting classes and save $166!

Save money by learning the ins and outs of bookkeeping in your business. Perhaps you rely on a professional to handle your bookkeeping or you have muddled through and made it work. Knowledge is power. By being in control of your finances, you can detect waste and potential fraud by daily monitoring. A little basic bookkeeping can go a long way in keeping your business organized and profitable. Learn what you’ll need to know to be successful.

This four-part Small Business Financial Series includes:

- NEW! Accounting Basics
- NEW! QuickBooks 2015 Level I
- NEW! Payroll Accounting
- NEW! QuickBooks 2015 Level II

To register or learn more about this series check out our website at trainingsolutionsinstitute.com or call 605.367.7619.
COMMUNITY COLLEGE STUDENTS ARE UNSTOPPABLE WITH BELLEVUE UNIVERSITY

Maximizing previously-earned credits is a primary goal for virtually every community college student who wants to earn a bachelor’s degree. Offering one of the most generous credit transfers in the nation, Bellevue University prides itself on providing a smooth path for students to transfer credits into the career-relevant degree of their choice.

Bellevue University is a fully accredited, private non-profit institution founded nearly 50 years ago. Its expert faculty have helped over 40,000 graduates – people with hectic schedules and many daily commitments – earn a high quality degree so they can move up in their careers. Students choose from over 70 bachelor’s, master’s and Ph.D. degrees designed for the real world. Classes are offered online and on Bellevue University’s beautiful campus located near Omaha, Nebraska, as well as in many regional locations including Southeast Tech.

Bellevue University believes that what you know is more important than where you learned it. That’s why they strive to award credit for the college credits already earned from accredited colleges and universities, and for military and corporate training.

With a reputation as one of the most affordable private, non-profit schools in the country, Bellevue University’s financial aid staff is knowledgeable about loans, grants, employer tuition reimbursement and other payment options to help students meet their goals.

Bellevue University offers a broad selection of career-relevant majors in business, healthcare, public safety, security management, IT, and more. The University is ranked #1 in the nation for military-friendliness by Guide to Online Schools. In addition, Bellevue University also has been designated a National Center of Academic Excellence in Information Assurance Education by the National Security Agency (NSA) and the Department of Homeland Security (DHS).

Students can continue their journey at Bellevue University and prove how unstoppable they are by contacting Stacey Halverson on the Southeast Tech campus at 605-335-8010 or visiting SmootherstTransfer.com.
If you’re considering pursuing a degree in business, but don’t think you have the time to fit classes into your busy schedule think again. Southeast Tech has designed a brand-new Business Administration degree schedule that’s just two days a week!

In addition to many convenient, entirely online programs at Southeast Tech, the all new two day Business Administration model blends daytime and online classes. The result is a degree that still allows students to graduate in two years while opening up their schedule for work or other commitments.

According to Stacy Pilgeram, a two day Business Administration student, “If it hadn’t been for Southeast Tech’s wonderful hybrid program, I would have never been able to attend school full-time and still continue to work a full-time job. The hybrid program is very flexible, affordable and convenient. The classes are fun, hands-on and small enough that you get plenty of personal one-on-one time with your instructors. And it’s these instructors who have given me such a rewarding experience at Southeast Tech. They are kind, helpful and truly care about your success in and outside of school.”

Classes are scheduled on-campus Tuesdays and Thursdays from eight until noon for accelerated instruction with skilled instructors. Then, when it’s convenient for them, students will be able to view course materials and complete most of their assignments online, making it the perfect pairing.

To save your seat for this fall, contact Admissions at 605.367.6040 today!

I would highly recommend this excellent and unique two day hybrid program to anyone who is looking to continue their education with courses that are relevant to today’s business world. Southeast Tech is one of the best decisions I’ve ever made and I am looking forward to starting my second year!”

-Stacy Pilgeram, Two Day Business Administration Student

**BUSINESS ADMINISTRATION, AAS DEGREE**

Gain solid based, career-specific skills that will power you to the top of the pack with a Business Administration degree. Broad training in key business areas includes management, marketing, accounting, communication and computers. Our faculty all possess a background in the business world and teach with real-world experience. You’ll develop skills in effective decision making, problem solving, organizing and planning. This degree is a Bring Your Own Laptop (BYOL) program, meaning students may purchase a laptop on their own or from the Southeast Tech Support Center.

**CAREER OPPORTUNITIES**

The Build Dakota scholarship is available for both in-state and out-of-state applicants. Those who are awarded the scholarship will commit to stay in South Dakota to work in their field of study for at least three years. “This award means that we will be able to continue to financially support our family, continue to give to our church and continue to donate to our community. This award also helps us plan and save for our other son Dawson, a freshman in high school, and his college,” shares Alahna.

PROGRAM DETAILS, TAKEN FROM BUILDDAKOTASCHOLARSHIPS.COM

• Both in-state students and out-of-state students are eligible for the scholarships.
• The scholarships will support tuition, fees, books and other required program expenses in the eligible technical institute programs.
• Recipients of the scholarships will commit to living and working in the state, in their field of study, for three years following graduation.
• In the first five years, a projected 300 scholarships will be awarded annually. Beyond the first five years, the endowment will support approximately 50 full-ride scholarships.

Patrick Hoier, who leads Southeast Tech’s Invasive Cardiovascular Technology program has always been passionate about his work. Now, he has been recognized by www.medicaltechnologyschools.com as one of the top 20 instructors in the nation for his expertise and ability to guide successful students into the career field!

Want to assist during open-heart surgery or be involved in the insertion of a pacemaker? Of course, these are sophisticated procedures typically carried out by a cardiologist or other physician, but cardiovascular technologists (CVTs) may be right there in the room with them, providing sterile tools or needed monitoring. According to the Bureau of Labor Statistics, CVTs can be involved with a variety of responsibilities that range from analyzing diagnostic information to monitoring the performance of the heart or even doing cardiac catheterization. The field is expected to grow much faster than average from 2012 to 2022, and the demand for trained and well-educated cardiovascular technologists is expected to be very strong. If you’re considering a career in cardiovascular technology, and wondering where and from whom you might learn to excel in the career, then look to these 20 top cardiovascular technology instructors, providing exceptional instruction and guidance to students to prepare them to enter one of the fastest-growing fields in healthcare.

Patrick Hoier, an instructor at Southeast Tech, in Sioux Falls, South Dakota, has credentials including Registered Cardiovascular Invasive Specialist (RCIS) and Registered Cardiovascular Specialist Assistant and is a fellow with the Society of Invasive Cardiovascular Professionals (SICP). A former student of the school, he returned to Southeast Tech in 2006 to become director of the program from which he graduated. He holds a bachelor’s of science degree in Allied Health and is also working toward completion of a master’s degree.

Southeast Tech is proud to have Patrick on staff leading the Invasive Technology Program!

For more information about this honor, visit www.medicaltechnologyschools.com

Students work on projects in a Mechatronics lab.
TWO DAYS YOUR WAY
EARN A BUSINESS ADMINISTRATION DEGREE IN TWO YEARS, TWO DAYS A WEEK!

If you’re considering pursuing a degree in business, but don’t think you have the time to fit classes into your busy schedule, think again. Southeast Tech’s new two day Business Administration model blends daytime and online classes. The result is a degree that still allows you to graduate in two years while opening up your schedule for work or other commitments.