NEW PROGRAMS
Southeast Tech Introduces Insurance & Financial Services and Land Surveying Technology

GREEN TRAINING
Free! Compliments of the SD Department of Labor

STI + USD
A Groundbreaking Agreement That's Great for Students on BOTH Sides

www.southeasttech.edu
Moving Upward with New Opportunities

A new year has brought great things for Southeast Tech and our students. Over the past several months, we have rolled up our sleeves to work on improving our services and our programming. I’m pleased to report that we have added five new exciting programs since the Fall of 2009, in addition to the monumental groundbreaking for our new Student Success Center.

We have also entered into an agreement with the University of South Dakota that will revolutionize the opportunities for not only our healthcare students, but USD’s students as well.

And we’re not done yet. The staff at Southeast Tech is working hard to continue on with our commitment to quality education delivered at a price that’s affordable. We look forward to what the new year brings and the opportunities we can provide for our community.

Please take a minute to look through this issue of Living Blue Tech Times to see how our graduates, partners and students are making an impact every day!

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Groundbreaking agreement with USD is great news for both sides.
Not a traditional student by a long shot, Josh Wipf came to Southeast Tech from England. Originally from Brookings, he wasn’t ready to do ‘the college thing’ straight out of high school so he chose to learn through work experience first. “The group I worked for had a location in England so after moving there, I managed to travel around Europe a bit and complete a semester of electronics engineering courses at Canterbury College. After a few years, I decided to move back and eventually ended up traveling all over the US doing IT consulting work even though I didn’t have a degree at that time.”

Determining that he needed to dig in and get his degree, Josh chose Southeast Tech because he could finish in just two years and it was an affordable choice for him. He shares, “Cost was important to me plus the technical, hands-on learning was great because I didn’t have time for all those electives at traditional universities. I also didn’t care for a ton of debt to finish, and this was the best path toward an undergrad degree. Southeast’s program taught me what I needed to know fast, so I could get out the door onto a successful career.”

After finishing not just one degree but four including Network Administrator, System Administrator, System Security Technician and Computer Technician; Josh was hired by Missouri River Energy Services before even graduating from Southeast Tech. “I worked pretty hard, but I was thrilled that I had enjoyed school so much plus I learned a lot in just two years. I started working at Missouri River Energy the Monday following graduation in 2009. Just 12 months later I received my bachelor’s degree from Bellevue University through online courses.”

“The one thing I really liked about the technology programs at Southeast is that they map to IT certifications. Certifications measure up your skill set in the IT field; they’ll boost your pay scale, and force you to become an expert in various areas, which make you very valuable to an employer.”

Today, Josh is passionate about his career as an IT Engineer. “My company’s headquarters are here in Sioux Falls, where I manage the networking and security operations at their datacenter. I’m currently working on implementing a number of technology solutions including a server virtualization solution, a VoIP system, and a Cisco MPLS solution for our national WAN infrastructure. I love the great teamwork in our IT department and doing what I enjoy makes the days go by so fast.” Not satisfied with stopping his educational goals yet, Josh is currently enrolled at Bellevue University to earn his Master’s Degree in Management of Information Systems.

As to whether the courses and degrees he earned at Southeast helped him on the path to success, Josh shares, “They most definitely did. The one thing I really liked about the technology programs at Southeast is that they map to IT certifications. Certifications measure up your skill set in the IT field; they’ll boost your pay scale, and force you to become an expert in various areas, which make you very valuable to an employer. These certifications allow you to walk in and start working with many companies.” Josh has earned a number of certifications, including Cisco’s CCNA and is finishing studies for the CCNP and Microsoft MCITP.  

Josh Wipf  
IT Engineer  
Missouri River Energy Services; Sioux Falls, SD  
STI Class of 2009  
Degrees: Network Administrator, System Administrator, System Security Technician and Computer Technician

Josh Wipf settles down to a successful career in IT.
Insurance & Financial Services, AAS Degree

Love working with people? Are you a self-starter that enjoys discovering solutions for others? As an insurance & financial services professional, the sky is the limit for career potential. Either as an entrepreneur or as an agent of an established firm, insurance & financial services professionals work with products that everyone relies on. Strong sales and interpersonal communication skills are essential for this career field.

Students begin by gaining a solid foundation in business administration principles including courses in Accounting, Business Law, Microsoft Office and Business Communications. In the second year of study, there will be specific courses in insurance & financial services areas including Property Casualty, Commercial Insurance, Claims, Life Insurance, Health Insurance and Operations and Regulations.

Get your degree for under $15,000 including laptop!

Land Surveying Science Technology, AAS Degree

Have you ever dreamed of a career that combined your love for technology with your passion for working outdoors? If so, Southeast Tech’s Land Surveying Science Technology program was designed with you in mind.

Land surveying is the technique and science behind determining specific points on a plot of land to help show the boundaries for construction, or to help develop land maps. Surveyors use both math and specialized equipment to help determine the points of a plot. Land surveying also includes inspection, information gathering, research and data analysis to help determine the points and property boundaries.

Land surveyors utilize a Global Positioning System (GPS) where satellites and a total station containing an electronic distance measurement device (EDM) determine precise measurements.

Graduates of our program will have the opportunity to become a registered land surveyor.

Get your degree for under $15,000 including laptop!
extending a helping hand

Freiborg Emergency Retention Fund helps students in need.

An initiative that was put in place through the STI Foundation to assist Southeast Tech students with Emergency Retention Funds has been successful. To date, 90 students have benefited from an emergency loan since Fall of 2009.

The Freiborg Emergency Retention Fund was established to assist students who have an unforeseen financial emergency, which would otherwise prevent them from continuing their education at Southeast Tech. Funds are available through investments in the STI Foundation.

The mission of the STI Foundation is to obtain, manage and allocate contributions to support STI students as they reach their potential and achieve their goals for employment, professional growth and lifelong learning.

ELIGIBILITY REQUIREMENTS

1. Southeast Tech students registered for at least 6 credits in the semester or full-time in a BIT program when the loan would be applied.
2. The Southeast Tech student’s current financial need for these funds cannot be met by other means. (A student’s application for federal aid is required.)
3. The student must be making academic progress as determined by Southeast Tech.
4. A maximum of $500 total per academic year may be awarded. Once a student has paid back the loan, the student may re-apply for another loan not to exceed the total maximum of $500.
5. Loans are not available for tuition payments, book purchases, or housing damage deposits.
6. A completed Freiborg Emergency Retention Fund Loan Application form must be returned to the Southeast Tech Student Success Center.

REPAYMENT

Southeast Tech students receiving emergency loans are expected to pay back the loan amount in full by the date indicated on the Note for Repayment.

For more information regarding the Freiborg Emergency Retention Fund, contact the Student Success Center at 367.7466.
For Pat Bortnem, Director of Health & Human Services at Southeast Tech, a groundbreaking agreement with the University of South Dakota has been one of the most rewarding moments of her 21-year career at Southeast. “I’m excited for our students, I’m excited for our school, I’m excited for healthcare and for our state! We have had articulation (transfer) agreements in place, but we haven’t ever had reverse agreements. I’m hoping this will open the door for other programs in other majors... to remove the obstacles that have been put in place for students who want to further their education. When you give students opportunities for more education, they pass it on by influencing their departments, facilities and their communities.”
Healthcare is a booming industry, so it only makes sense that the healthcare programs at Southeast Tech are as well. The reasons? Excellent pay, stable positions and especially rewarding career tracks for many. However, a question for many healthcare students has been, ‘Now that I have my associate’s degree, what can I do to get my bachelor’s degree?’

Unfortunately in the past, the options were fairly limited for Southeast Tech students to pursue higher degrees without losing multiple credits upon transfer to other public colleges or universities. However, an innovative agreement between Southeast Tech and the University of South Dakota is about to change all that.

The agreement with the University of South Dakota will revolutionize the opportunities for not only Southeast Tech’s healthcare students, but USD’s students as well. Through a forward and reverse articulation agreement between the two institutions, Southeast Tech students who have attained a two-year associate’s in applied science degree in any healthcare program, will now be able to transfer into a Bachelor of Science in Health Sciences degree. USD students will be able to transfer into Southeast Tech as well, completing both degrees while at Southeast.

According to Southeast Tech Health & Human Services Director Pat Bortnem, “This agreement really started because of our Nuclear Medicine program. The Society of Nuclear Medicine has been promoting requiring a bachelor’s degree versus an associate’s degree and there is a trend nationally to up the degree requirement in a lot of these professional programs. Once we had started this conversation with USD, we realized that we should open this up to all of our health programs to offer the same opportunity for our other students, so we did.”

The new degree that USD is offering is the Bachelor of Science in Health Sciences, and can be completed in Vermillion, Sioux Falls or completely online. Pat notes, “USD will accept 46 credits of our major programs as well as the general education credits which can be completed in either place. It may take four to five years to earn an associate’s and bachelor’s degree, which is pretty typical.”

**HEALTHCARE DEGREES at Southeast Tech**

- Cardiac Ultrasound Technology
- Diagnostic Medical Sonography
- Electroneurodiagnostic Technology (ENDT)
- Invasive Cardiovascular Technology
- Nuclear Medicine Technology
- Vascular Ultrasound Technology
"I’ve been at Southeast Tech for 21 years and I never thought I’d see the day that this type of agreement would happen. I’m thrilled because although we have sent our students off to pursue a bachelor’s degree with our private university partners, now they have the choice to pursue a degree through a state school as well.

Southeast Tech students with a 2-year health degree are eligible to start the Health Sciences program immediately, while USD students will be able to enroll at Southeast Tech in the Fall of 2011. Pat smiles, “This relationship has so much potential for more. It really focuses on the students and meeting their needs. It’s as if all these separate camps came together to offer more opportunities for these students. It’s so exciting to be a part of it and we’re grateful that the Board of Regents really looked at and supported these concepts.”

Pat Bortnem
Director of Health & Human Services
Southeast Technical Institute; Sioux Falls, SD
The Smoothest Transfer from Associate’s to Bachelor’s Degree

Bellevue University accepts ALL the credit in Southeast Tech associate’s degrees – so you can earn your bachelor’s degree in as little as 12 months.

No other accredited university offers Southeast Tech grads a faster, more affordable, and convenient way to earn their bachelor’s degrees.

Bellevue University accepts ALL the credit earned with every Southeast Tech Associate of Applied Sciences degree. This means you don’t have to repeat courses you’ve already taken and paid for. And it means you start with more credit – and finish sooner.

Bellevue University’s accelerated bachelor’s degrees can be completed in as little as a year.

Best yet, you attend class conveniently right here on the Southeast Tech campus, or from anywhere in Bellevue University’s award-winning online classroom. With both options you learn with other career-minded adults from professors with real-world experience in engaging, interactive classrooms. The class curriculum covers lessons and case studies applicable to the marketplace today, and you are encouraged – and expected – to add to the discussions and learning with perspectives from your experiences.

A leader in adult learning, Bellevue University offers more than 20 career-relevant majors in healthcare, business, security management, IT, and more.

In addition to the major courses, you’ll take the Kirkpatrick Signature Series, a unique nine-credit hour cluster of courses on American Vision & Values considered essential learning for all Bellevue University students.

Bellevue University is accredited by The Higher Learning Commission of the North Central Association of Colleges and Schools. This regional accreditation assures you that the University maintains standards that qualify you for professional application of your learning in the world.

To learn more about how Southeast Tech associate’s degrees transfer smoothly into Bellevue University bachelor’s degrees, contact Jessica Bivens at 335-8010 or see bellevue.edu/siouxfalls.
When Jessica DeJong graduated from Mitchell High School, she was ready to spread her wings and embark on her new college career at the University of Minnesota in Minneapolis. However, after just one year she knew it wasn't for her. “I realized it was a large college, but I didn't really know what it would be like to have 500 people in class. You kind of get lost.”

After deciding to put her education on hold, Jessica spent two years in California before returning back to Minneapolis when she was 21. She notes, “I moved back for eight or nine years until I got sick of the cities and decided to move back here and go back to school. That's how I ended up in Sioux Falls.”

No longer an inexperienced teen but a young married woman ready to start a family, Jessica was determined to select a school that would get her into the workforce quickly and offer her professional opportunity. She remembers, “At the time, I didn't know if I wanted to commit to four years of college, but I knew I wanted to commit to two years knowing I could continue on with my degree if I wished. A couple of my mom's friends had kids who went to Southeast Tech and loved it. I decided to look into Marketing because it's always interested me. I'm really glad I chose the route I did because the expense was great, the campus is fairly new and the people are great. When you have a family and you need to worry about paying it off, it makes a difference.”

After finishing her Marketing Degree with honors at Southeast Tech, Jessica decided to move forward to earn her bachelor's degree at the University of Sioux Falls immediately after graduation, and she didn't stop there. Today, Jessica has earned her Bachelor's Degree in Business Management and is now on track to receive her Master's in Business Administration, as well as working full-time as a Marketing Coordinator at Lodgenet in Sioux Falls.

Jessica smiles, “I'm glad I did everything the way I did it. I have two great kids, a great husband and a great job. I'd take the same path because it brought me to where I am today.”

“The instructors are fantastic and they’re great to talk with and work with you. They know what they’re talking about. Take some time to check out Southeast Tech, it won’t take very long to discover that it’s a good basis and foundation for your career.”

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As with any other industry, ‘green’ methods have become an extremely important focus for construction professionals. Of course, along with that focus comes the need for training to certify a skilled workforce necessary to compete in a Green Economy. Today, that training and certification is not only available at Business and Industry Training at Southeast Tech, it’s also free!

This fall, BIT has been offering Green Certification Training in partnership with CleanEdison, Inc. the nation’s leading energy efficiency and renewable job-training firm. According to BIT Director Lon Hird, “I’m pleased to be able to offer this wonderful training opportunity at no cost for the participants, thanks to the SD Department of Labor. Our classes have been full and the program has been very successful.”

Classes Offered Include:

**ENERGY AUDIT TRAINING** – As a Certified Building Analyst you will contribute to environmental sustainability and safety by identifying problems and solutions to home energy efficiency, air quality, safety and durability.

**WEATHERIZATION CERTIFICATION** – Participants will gain an understanding of the science behind weatherization and home energy retrofits as well as the cost savings that implementing these techniques will produce.

**LEED CERTIFICATION TRAINING** – LEED is an internationally recognized green building certification system, providing third-party verification that a building or community was designed and built using strategies aimed at improving performance across all the metrics that matter most: energy savings, water efficiency, CO² emissions reduction, improved indoor environmental quality and stewardship of resources and sensitivity to their impacts.

For more information or to register for classes, contact Business & Industry Training at 605.367.7619 or visit www.trainsiouxfalls.com.
While still under construction, the new Student Success Center is starting to take shape. Slated to be completed by the Summer of 2011, the new area will be focused on providing better customer service through a larger and more comprehensive student services area. The following services will be located in the Student Success Center:

- Career Placement
- Counseling
- Disability Services
- Library
- Non-traditional Student Services
- Registrar
- Student Activities
- Student Government Association
- Success Advisors
- Tutoring

The new Student Success Center is emerging. Natalie is one of the newest additions to the Southeast Tech staff as an Admissions Specialist and Student Recruiter. She obtained her BS in Health Administration from the University of New Hampshire in 2001 and was commissioned in to the US Army as a 2nd Lieutenant upon graduation.

She served her country as an Army officer in the Medical Service Corps with the 101st Airborne Division (Air Assault) for four years and is a combat veteran of Operation Iraqi Freedom. After finishing her tour of duty Natalie joined her mother, Natalie Manor, in the family business in 2005. She has spent the last five years as the Chief Operating Officer of Natalie Manor & Associates (NMA). NMA is a small, executive level consulting firm that serves a national client base.

Natalie shares, "I look forward to serving our incoming students as their admissions process navigator." Look for Natalie at college fairs and high schools throughout eastern SD and southwest MN. She is available to answer your questions about Southeast Tech in general or if you are specifically interested in the following programs:

- Accounting
- Animation Technology
- Biomedical Equipment Technology
- Business Administration
- Computer Information Systems
- Electronics Programs
- Financial Services
- Graphic Communications
- Insurance & Financial Services
- Marketing
- Office Assistant

To reach Natalie email natalie.hoffmann@southeasttech.edu or call 605.367.6111.
Whether you love it or hate it, Facebook has irrevocably changed the way we communicate with one another, truly introducing social networking to the mainstream population. To find out how the students at Southeast Tech feel about it, we launched a short survey to get their opinion. Take a minute to read through the stats we gathered along with some strong comments on both sides of the fence!

FACEBOOK FACTS
Facebook first launched on February 4, 2004 and was limited to Harvard students. On September 11 2006, it was opened up for anyone 13 and older to join. Today, the site has more than 64 million active users.

QUOTES
“I’m always on it! So I put off studying and such. It’s just that addicting!” – Ashley

“It has helped me to type faster.” – Bradley

“Facebook is the lamest thing I have ever seen on a computer.” – Curtis

“It’s my one and only addiction. Not sure if that’s a good or bad thing yet.” – Cassandra

“I’ve found great friends I’ve lost over the years.” – Kylie

“If you don’t take care of what you post or others post, Facebook could get you into trouble with work, family or friends.” – Chelsea

“It’s just gossip central.” – Lindsay

“I wouldn’t know what to do without it.” – Megan

“I LOVE FACEBOOK. It’s so much easier to meet new people from Southeast.” – Cloe

“I use it for spying.” – Gary

“Heck yes I’m a Southeast Tech Facebook fan!” – Jamie

“I’m addicted like a child. But I do watch what kind of things I put on there. There are some really weird people out there.” – Heather

“I avoid Facebook games like the plague.” – Aundrea

STATS
Number of students who responded ................120
Average number of hours logged on per day ...2.3
Average number of photos .........................559
most ........................................4,022
least ........................................ 2
Average number of friends .......................392
most .........................................2,487
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Kristin Possehl, Southeast Tech LPN Program Director, was appointed to the South Dakota Board of Nursing by Governor Mike Rounds. She will serve a three year term from July, 2010 until June, 2013 and may serve three consecutive terms total. As a board member, Kristin attends five 2-day meetings per year at the board office. She serves with other registered nurses, licensed practical nurses, and public members on the board. The mission of the Board of Nursing is to safeguard life, health, and the public welfare, and to protect citizens from unauthorized, unqualified, and improper application of nursing education programs and nursing practices.

USF won’t meet you halfway towards your bachelor’s degree. We’ll meet you THE WHOLE WAY.

Phil Amor graduated from STI in 2009. Now he’s pursuing his bachelor’s degree through the Degree Completion Program at the University of Sioux Falls. Go the whole way towards your bachelor’s degree with two options tailored to your goals.

USF’s Degree Completion Program:
- Acceptance of 64 STI transfer credits after receiving AAS degree
- Degrees in accounting, management and entrepreneurial studies
- Convenient class schedules for working adults one evening per week, online and hybrid
- Affordable costs per credit
- Hands-on learning and real-world experience

USF’s undergraduate programs:
- Thirty-four undergraduate degrees
- Seven pre-professional degrees
- Guaranteed scholarship to every qualifying STI graduate
- Convenient transfer of credits
- Affordable costs per credit
- Hands-on learning and real-world experience

For more information: usiouxfalls.edu
(800) 888-1047
(605) 331-6600
admissions@usiouxfalls.edu

Mandy Hagen

Mandy has joined Southeast Tech’s staff as an Admissions Specialist and Student Recruiter. A Sioux Falls native, Mandy graduated from Roosevelt High School in 2004. In 2007, she earned her Bachelor’s of Arts in Business Administration with an Operations Management concentration from the University of Sioux Falls.

Mandy began her career at USF working in Accounting, but determined a few years later that she wanted to work with students more closely. She then had the opportunity to assist with a new USF nursing program and went on to recruit students and assist with their development in the program.

Mandy will specialize in one-year health programs and have a recruiting territory of southeast SD and northwest IA. Mandy shares, “I look forward to assisting prospective students with their college search. I hope to provide assistance to recent high school grads who wish to continue on with their education to adults who are looking for a career change.”

To reach Mandy email mandy.hagen@southeasttech.edu or call 605.367.4236. LB

Kristin writes

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did you miss FALL SEMESTER?

Now’s your chance to jump in and get started on your degree at Southeast Tech. Choose from more than 40 programs that can be completed in 24 months or less! Plus, Southeast Tech still offers the area’s best tuition rates by a long shot – nearly $100 less per credit hour than any of our competitors in Sioux Falls. That adds up to $6,000 in savings! Call or stop in today to get your life on the Fast Track.

apply for SPRING 2011 today!

2010 – 2011
FRIDAY FYI VISITATION DAYS!
Grab some free pizza, explore campus and meet our awesome staff!
October 22, November 19, January 28, February 25

www.southeasttech.edu • 605.367.6040 • 800.247.0789