

MINNESOTA STATE COLLEGE

SOUTHEAST
TECHNICAL

2012 Annual Report



Passion. Purpose. Focus.

CONTENTS

- 3** **President’s Message**
- 4** **Relevancy**
Program updates
- 5** **Efficiency**
Southeast Technical took a proactive approach to deal with recession
- 6** **Responsiveness**
Concurrent enrollment option for high school students
Online offerings at Southeast Technical
- 7** **Global Awareness**
Quzhou, China update
- 9** **Foundation President’s Message**
Save the date for the 2013 Golf Tournaments
Foundation board listing
- 10** **Institutional Advancement Message**
Foundation financials
- 11** **Engagement**
Seeing the need
- 12-13** **Donor List**
FY 2012
- 14** **Alumni**
- 15** **Business Development**
Collaborating with local business

Our Vision

Shaping the workforce by providing quality education for today and tomorrow.

Our Mission

Minnesota State College-Southeast Technical is dedicated to providing education for employment, skill enhancement and retraining. The primary focus is to anticipate and meet the educational and training needs of students and employers.

Southeast Technical provides students with a strong foundation of general and technical education and opportunities for acquiring knowledge, skills, and attitudes for a lifetime of learning. The college anticipates and responds to global, technological and social changes.

Southeast Technical provides equal opportunity and recognizes individual needs in its education, service and employment practices. Certificates, Diplomas, Associate in Science, and Associate in Applied Science Degrees are awarded upon successful completion.

Our Values

IDEALS:
Integrity
Diversity
Excellence
Access
Learning
Stewardship



A MEMBER OF THE MINNESOTA STATE COLLEGES AND UNIVERSITIES SYSTEM



Message from the President

I am pleased to present to you our 2012 annual report. As you read through this document you will see themes of responsiveness, relevancy, collaboration, efficiency, sustainability, engagement, stewardship and global awareness. The embodiment of these themes in the daily work at Southeast Technical is paramount to our success and when coordinated through a dynamic and cohesive strategic plan allows faculty and staff of this great college to accomplish its primary mission of “regional workforce education and life-long learning.”

Minnesota state higher education continued to be adversely impacted by declining state legislative support in 2012 thus perpetuating a trend toward a state funding model of low state support and as a result difficulty in keeping tuition affordable. Even so, you will see throughout this report the continued pursuit of excellence by Southeast staff, faculty, students and volunteers. While the cuts to higher education in Minnesota have been in the range of 48 percent since 1999, Southeast Technical’s enrollment has increased by 64 percent causing a significant stress on the development of programming for our regional constituents and students. It has been imperative that we pursue strategies of alternative funding resources, nurturing new business partnerships, grow foundation programming and strive to keep tuition increases modest in order to maintain our competitiveness.

On a more encouraging note this annual report will highlight new programs that have grown out of the successful pursuit of alternative funding streams, approximately 4 million dollars,

through the National Science Foundation and Department of Labor. We also highlight other programs developed through close alliances with regional business sectors. The regional business alliances help us recognize critical labor shortages, develop appropriate training programs, support us with program resources and eventually hire our graduates. You will also learn about collaborations with regional high schools that have grown significantly over the last few years as we have increased sections of college courses offered within those school districts.

As I have interacted with regional industry leaders over the last few years, one theme I have heard repeatedly is the globalization of their businesses and the need for our students to be aware of this dynamic and prepare them to be part of it. This is why we are so excited with the progress of our emerging relationship with Quzhou College of Technology in Quzhou, China. That relationship will be highlighted in this report.

Again this year the annual report will reveal the successes of the Southeast Technical Foundation and their support of our students, struggling to deal with rising tuition costs, closely tied to dwindling state support. The dedicated volunteers of the Southeast Technical Foundation lead by President Dan Matejka are to be commended for awarding over \$108,000 in scholarships for 2012.

I hope you enjoy reading through our 2012 annual report as much as we enjoy serving our students and constituents.

A handwritten signature in black ink, appearing to read "James J. John". The signature is fluid and cursive, with a long horizontal line extending to the right.

RELEVANCY

Program News

Medical Laboratory Technician

Employment of the medical laboratory technician is expected to grow 16 percent this decade. This program launched in the fall of 2012 to meet the needs of a changing society. Increased demand for healthcare services and increasing complexity will increase the demand for lab personnel.

MLTs work as members of the healthcare team performing laboratory procedures that aid in diagnosis and treatment of diseases. MLTs perform blood collections, analyze blood and other body fluids, match blood for transfusions and examine specimens for bacteria, parasites and other microorganisms. This program allows for hands-on practice through clinical experiences at laboratories off campus as well as extensive state-of-the-art simulated clinical laboratory experience. Upon successful completion of the program the student will be eligible to sit for the national certification examination. Job opportunities for MLTs are in clinics, hospitals, and other healthcare settings.

Nursing

In 2012, the Practical and Associate Degree Nursing programs underwent significant curriculum revision, incorporating competency-based curriculum taught in a concept-based format. The program changes occurred to better prepare students to meet ever-changing healthcare demands. The program continues to be based on standards and requirements from a variety of professional organizations. Additionally, the Nursing Programs maintain approval from the Minnesota Board of Nursing.

The program changes are part of the Continued Quality Improvement process to align with the standards and requirements of the National League for Nursing Accrediting Commission. Curriculum taught in a concept-based format decreases the need for large amounts of content, teaches application of material to better prepare students for the National Council Licensure Examination and reflects contemporary nursing practice.

Network Administration and Technology

The Network Administration Technology program provides students with learning experiences to meet the challenges of an ever-changing computer-networking environment.

Students are trained on the various ways to design, plan, implement and manage network systems with an emphasis in the hands-on applied approach to learning. Stressed throughout the program, this approach adds a dimension necessary to acquire practical problem-solving and troubleshooting skills to function efficiently in this complex computer field.

Individualized Studies

The Individualized Studies program is designed for students who intend to focus on a specialized interest, those who wish to combine and integrate multiple areas into a single degree, those who would like to complete the Minnesota Transfer Curriculum Package (liberal arts and science courses that transfer to any MnSCU institution) and/or those who wish to build on current areas of expertise. Students have some flexibility to tailor the program to suit their educational and professional needs through a career and educational planning course. In addition, each student in this program is assigned an advisor to assist him/her in the successful completion of the program requirements.

The A.S. degree in Individualized Studies can lead directly to employment; it is also a transferable degree accepted at other institutions of higher learning. Earning an A.S. degree in Individualized Studies allows a student the opportunity to either begin a career or to begin a baccalaureate degree here at Southeast Technical and complete it at a four-year university. This program is currently one of Southeast Technical's largest majors with approximately 350 students enrolled.

Biomedical Equipment Technology

Biomedical equipment technician training gives students the skills and knowledge needed to maintain, adjust, calibrate, and repair a wide variety of electronic and electromechanical, as well as computerized and networked equipment used in hospitals. These machines are being connected in complex, computerized networks giving the students a solid foundation as they start their career. Students acquire the skills needed to work on equipment used in practitioners' offices such as monitoring equipment, ultrasound equipment, electric wheelchairs, and sophisticated dental, optometric and ophthalmic equipment.

This up and coming occupation is in high demand due primarily to the increasing demands for healthcare services and increasingly complex medical equipment. The medical equipment repair field is expected to grow 31 percent nationally this decade.



Being Proactive Improves Financial Health

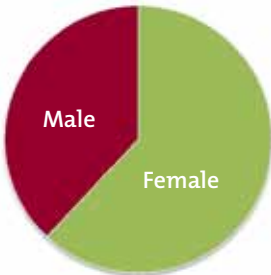
Minnesota State College - Southeast Technical took a proactive approach to dealing with the recession of the last four years. The college established a committee comprised of individuals representing all areas of the college to work on cost saving measures through continuous quality improvement or CQI. This group identified areas of duplication of services and expenses in various areas and put plans into place to reduce costs accordingly. The group was successful in reducing operational costs by more than \$250,000 annually.

During this same period the college sold the Airport Campus and replaced the space with an addition to our truck driving building consolidating two Winona sites into one and reducing square footage by 45,000 square feet.

This rightsizing of the college reduced utility and personnel costs and put students back on one site, reducing unnecessary travel for employees and students. Consolidating sites also allowed students to access student services and learning resource areas more readily.

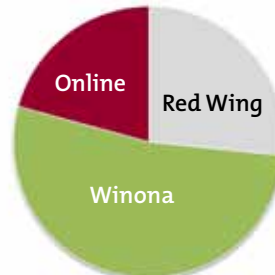
Financial health of colleges and universities is measured by financial ratios that are compiled into a Composite Financial Index. The CFI moves up or down based on how efficiently the college manages its resources. In the last four years Southeast Technical has increased its CFI from .68 to 3.27 while the system average went from 1.91 to 2.78 over the same period of time.

OPERATIONAL COSTS REDUCED BY \$250,000+



Gender

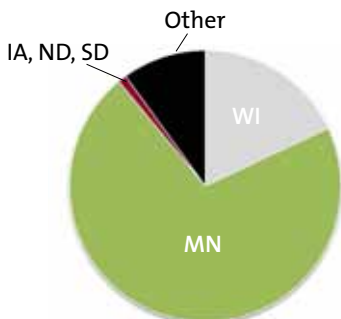
- 38%, 1,204 Male
- 62%, 1,948 Female



Credits Sold

- 14,130 Online
- 35,798 Winona
- 18,083 Red Wing

OUR POPULATION



State Origin

- 71% Minnesota
- 18% Wisconsin
- 1% IA, ND, SD
- 10% Other

Faculty Profile

Full-Time	71
Part-Time	32
Adjunct Faculty	28
Master Prepared	53%
Total Faculty	164
Average Student-to-Teacher Ratio	20:1

RESPONSIVENESS

Flexibility in Learning

Minnesota State College - Southeast Technical offers a variety of flexible programs which can be completed online, hybrid or in a traditional classroom setting. Online medical coding alumna, Bethany Holtegaard was glad that she didn't have to sacrifice time with her family to get her degree. She recalls, "My daughter went to bed about 8 or 8:30 and I would do my homework then."

Thirty-one percent of all higher education students now take at least one course online, according to the Babson Survey Research Group's annual survey of more than 2,500 colleges and universities. Unlike many web-based learning programs, Southeast Technical online learners have instructors who are right here in southeastern Minnesota. Students can connect with instructors via e-mail, phone, online discussions or in person. "Whether in the classroom or online we are here for students," said Jill Halverson, accounting instructor. Resources for online students are the same as those for classroom students. In addition, faculty utilize a variety of tools such as discussion boards, video and audio lectures, additional computer software and service learning projects to provide a sense of community and enhance the e-learning environment.

This year marks the start of the online Computer Aided Drafting program. "I am really excited about this online program," said CAD Instructor Jim Ziegler, adding, "It really provides a lot of flexibility for non-traditional students and part-time learners while still functioning as a two-year A.A.S. program for traditional students."

Flexibility is a consistent message associated with on-line learning at Southeast Technical. Online accounting student, Bethany Ensminger notes, "Online learning is the only thing that would work with my schedule since I work full-time."

Southeast Technical offers a number of online majors in several program areas, including:

- Accounting
- Administrative Support
- Computer Aided Drafting (CAD)
- Computer Majors
- Early Childhood Education
- Individualized Studies
- Legal Assistant Careers
- Medical Support Careers

To learn more about online learning, go to www.southeastmn.edu/StudyOnline



College Credits in the High School

In a continuous search for opportunities for students who excel academically in high school, schools in Minnesota State College - Southeast Technical's region are increasing their collaborative efforts. One of these collaborative efforts is the college's Concurrent Enrollment Program—Connect to College. A C2C course is one of Southeast Technical's courses taught by a high school teacher for college credit that also fulfills a student's high school curriculum.

High school teachers must meet the course's credentialing requirements just as the college faculty. These teachers are paired with a college faculty collaborator in their area and attend an annual professional development opportunity through the college. These requirements ensure that the course offered at the high school meets the college standards in depth and rigor.

This offers high school seniors who are in the upper 50 percent and juniors in the upper 33 percent of their class the opportunity to complete a college course and receive a Southeast Technical transcript with all the benefits of remaining in their high school.

Southeast Technical is proud to offer several C2C courses in regional high schools and work with high schools regularly to expand the offerings. This partnership began in 2003 with only two sections in one high school, since then offerings have increased 800 percent in five high schools. This year high school students will earn more than 750 college credits through Southeast Technical, resulting in a significant savings as students begin their college career. In 2012, the college began the process to receive accreditation through the National Alliance for Concurrent Enrollment Partnerships. Accreditation ensures that the college standards are being met—results of this application will be received in April 2013.

Moving Forward with Quzhou Exchange

In an increasingly global economy, individuals with experience working and interacting with people from other cultures will have an edge in the workforce. “The ability to have experiences in understanding another culture is valuable not only in values learned, but also in technology,” said James Johnson, Minnesota State College - Southeast Technical president.

The college continues to move forward in its exchange with the Quzhou College of Technology, born from Red Wing’s sister city relationship. The vision is to offer student and faculty exchanges both in person and online to allow opportunities for more students and staff to benefit. Under the direction of Jo Poncelet, Dean of Academics, three members from last fall’s delegation will return to Quzhou this spring with very specific objectives.

Southeast Technical IT Specialist, Tao Peng will travel in the beginning of April to explore and help them develop the technical capabilities to allow online exchanges between Southeast Technical and Quzhou College of Technology. “If all goes smoothly we could see online exchanges as early as this fall,” said Peng.

Becky Alsop, Associate Dean of Academics, will coordinate student exchanges. The goal is to have students exchanging in person by summer 2014. “To be able to share culture and experiences will be a huge benefit to students at both schools,” Alsop says. She is heading to Quzhou in April to work with the administration at the Quzhou College of Technology to plan the details of student exchanges.



Biology instructor Brad Alsop is currently in Quzhou as the college’s first faculty exchange member, “I hope to get into the classroom as much as possible to convey to them our ability to use technology and showcase what technology we have access to, including lecture recording software (Tegrity) and our course management platform (Desire 2 Learn) and more.” Alsop is laying down the foundation for the upcoming exchange. He will be working with students, faculty and community members. This fall a faculty member from Quzhou will stay with the Alsop family while teaching here at Southeast Technical.

**Southeast Technical faculty and staff returning to Quzhou.
Left to right - Brad Alsop, Tao Peng and Becky Alsop.**

President Johnson expresses the importance of these exchanges, “As a college we train people for our regional workforce, yet many of our local businesses are global. This dynamic requires that our graduates understand and are prepared for the global impact to their occupation of choice.”

SAVE THE DATE!

ALUMNI AND FRIENDS REUNION



From Vo-Tech to Southeast Tech - Each year and program in between - you're invited to join us for an afternoon of fun, food, family and reconnecting with friends!

WINONA CAMPUS
SATURDAY, JUNE 22, 2013
11:00 a.m. - 2 p.m.

RED WING CAMPUS
SATURDAY, OCTOBER 12, 2013
Time : TBD



Like us on facebook for updates
www.facebook.com

Connect with Casie Johnson cjohnson@southeastmn.edu 877.853.8324 ext. 6773
www.southeastmn.edu/alumnireunion to sign up.

From the Foundation President



**Foundation President
Dan Matejka**

As President of the Southeast Technical Foundation Board of Directors, I am privileged to work with a group of volunteers who are committed to helping Southeast Technical College deliver a quality education to students faced with increasing costs and expectations. We do this in a variety of ways: serving as a conduit for regional businesses to donate state-of-the-art equipment to the college ensuring a relevant training experience for students; we offer opportunities for our alumni, communities and business

leaders to provide input and expertise for our programs; but most importantly providing increased opportunities for scholarships to help students.

As you see in this Annual Report, we have much to celebrate. This past year the Southeast Technical Foundation awarded \$108,700 in scholarships to 115 students. We received almost \$67,000 worth of goods and supplies for programs from individuals and businesses, and contributions of more than \$191,000 to support the work of the foundation and build our endowment.

Now is not the time however to rest on our laurels. We are working hard to respond to the needs of the college and its students. We cannot do this alone. As you look at the Foundation section of this Annual Report, you will see there are many opportunities for you to connect with the college and the foundation. I hope you take the opportunity to join us for one of the upcoming "friend-raising" activities. Whether it is one of the golf outings or the Alumni and Friends Reunions, your support and involvement in these activities will help us help our students.

Thank you for the role you played in making 2011-2012 a successful year, and I look forward to your continued support in 2012-2013 and beyond!

Dan Matejka
President, Southeast Technical Foundation



2013 Golf Tournament Dates

Golf Tournament, Dinner and Auctions
Mount Frontenac Golf Course, Frontenac
THURSDAY, MAY 23

Golf Tournament
Winona Cedar Valley Golf Course, Winona
MONDAY, AUGUST 5

Board Officers

Dan Matejka, President
City Administrator, City of Goodview

Tedd Morgan, Treasurer
VP of Operations/COO, Thern, Inc.

Board Members

Pam Horlitz
Business & Community Development,
Community Health Outreach, Mayo Clinic

Philip McNairy
Community Volunteer, Episcopal Priest
(Retired)

Charles Richardson
Attorney, Richardson and Richardson

Jack Richter
President, Winona National Bank

John Riester
Owner, Riester Refrigeration

Tom Schooley
Community Volunteer, Traveler's
Insurance Co. (Retired)

Terri Sim
Owner, Sim Sound and Video

Nancy Braschler
Owner, Braschler Bakery & Coffeeshop
(Retired)

Nick Lundquist
Executive Vice President, Fastenal

Sue Hovell
Senior Vice President, Merchants Bank

SUSTAINABILITY

From the Office of Institutional Advancement



It is hard to believe that it has just been over a year since I joined the Advancement Office at Southeast Technical. In my role as the Institutional Advancement Officer I supervise a great team of professionals in three departments: Marketing and Communications; Business Development and Financial Development. The Southeast Technical Foundation is a part of the Financial Development department.

Institutional Advancement Officer Cheryl Hancock

Highlights of the first year include organizing the Development office into a more traditional structure, with Chris Mart being named the Director of the Annual Fund

and Chris Schabow joining the organization just this March as the Director of Major Gifts/Special Projects. Casie Johnson is leading the Alumni Association initiative, in addition to our two successful golf outings she has reunions planned in Winona this summer and Red Wing this fall. With the good work of Chris Mart, we were able to increase the Faculty Staff Campaign to 67 percent participation. We have added scholarships to be disbursed to students this fall and an active and generous board of directors to help guide the way.

Hats off to the rest of the Advancement Office team. Jen Olson, Katie Hardyman and Calli Ekblad have brought numerous partnerships and in-kind contributions to the college through their work in Business Development, and Joanne Thompson and Heather Dutcher from our Communications department have produced great materials, including this Annual Report, telling the Southeast Technical story every chance we get.

Outside of my Division I have been so impressed by the dedication of the **people**. Whether it is our faculty members in the classroom, our support staff professionals or one of our financial benefactors, it is clear that they understand that they can positively impact the educational experience of our students and enhance it in some way. That is the kind of organization you want to be a part of and it is what has made this year such a pleasurable one.

As we look forward we know we have much work to do. To be successful we need your help to meet the needs of our students, our staff and our region. Please feel free to reach out to any member of the advancement office to see how you might become a member of the team. Be well,

Cheryl Hancock

Financial Position

	<u>2012</u>	<u>2011</u>
Assets		
Cash	\$ 167,375	166,361
Investments	1,230,654	1,209,395
Receivables:		
Contributions	45,000	33,000
Related party, lease		307,239
Loan fees, net	23,711	183
Investments, beneficial interest in funds held by Minnesota		
Community Foundation	791,445	785,440
Land	510,599	
Property and equipment, net	563,539	6,000
TOTAL ASSETS	\$ 3,332,323	2,507,618

Liabilities and net assets:

<i>Liabilities:</i>		
Accounts Payable	\$ 7,240	8,110
Note payable, bank	850,960	307,239
TOTAL LIABILITIES	858,200	315,349

Net assets:

<i>Unrestricted</i>		
Board Designated	46,370	31,505
Undesignated	405,409	157,489
Total Unrestricted	451,779	188,994
Temporarily restricted	1,491,981	1,507,262
Permanently restricted	530,363	496,013
TOTAL NET ASSETS	2,474,123	2,192,269
	\$ 3,332,323	2,507,618

Office of Advancement

Cheryl Hancock
Institutional Advancement Officer

Chris Schabow
Director of Major Gifts/Special Projects

Nicole Sawyer
Customer Support Specialist

Casie Johnson
Executive Assistant to the President & Alumni Director

Joanne Thompson
Director of Publications

Jen Olson, Katie Hardyman and Calli Ekblad
Business Relations Directors

Chris Mart
Director of the Annual Fund

Heather Dutcher
Interim-Director of Communications

Seeing the Need

At Minnesota State College - Southeast Technical faculty and staff see first-hand on a daily basis what a difference scholarships can make in the lives of their students. Many, like Karen Fettig and Greg Cady, step up to the plate.

Karen Fettig learned very young about the importance of education. "My mother always told me that it is everyone's responsibility to support education," she said.



**Roxy Lemmerhirt
Scholarship**

When Fettig's dear friend, Roxy, passed away she knew that creating a scholarship in her name was the right thing to do. "A mutual friend of ours told me that shortly before her passing Roxy talked about how she wished she had gotten schooling beyond high school," said Fettig.

As a faculty member in the nursing department at Southeast Technical, Fettig sees first-hand what kinds of obstacles many of her students face. She felt it was important that

the scholarship go to a nursing student who had overcome adversity in their efforts to get an education.

Greg Cady rose to the challenge when Hiawatha Valley Family - Beyond the Yellow Ribbon asked for help. "As a service member of over 20 years to include a combat tour in Baghdad, I have a greater appreciation for those that have gone before me and whom currently serve in our United States Armed Forces. They are the heroes that defend our freedom for us and our families," said Cady.



As an active member of the committee Cady helped lead a holiday tree event in December. In the end, the decorated tree was auctioned off and the auction winner then donated it to a deployed service member's family. Money raised from this auction resulted in two \$500 scholarships to be awarded to a local veteran/guard/reserve member. Cady added, "Our committee is dedicated to offering support to those that support our freedom."

These are just two of the most recent examples of Southeast Technical staff doing their part to meet the need. Many more have stepped up to the plate over the years.

Faculty and Staff Campaign

This past fiscal year, the Southeast Technical Foundation challenged faculty and staff to increase their participation in supporting the foundation - and they came through with an overwhelming response!

In the previous year 51 percent of full-time faculty and staff had made a gift to the foundation but at the conclusion of this year's campaign - a 15 percent increase was experienced resulting in 67 percent participation.



Contributions to the Faculty and Staff campaign help fund the efforts of the foundation in its goal of supporting students. The foundation does this through making technical education accessible by enhancing scholarship opportunities and providing financial and other resources to assist the college.

Fiscal Year 2012 Giving

(Cash gifts given between
July 1, 2011 – June 30, 2012)

Visionaries

(\$5,000 and above)
Dahl Automotive
Eastwood Bank
Merchants National Bank
Miller Felpax Corporation
Fred and Dianne Morgan
John and Vicki Riester
Thern
Treasures Galore, Inc.
Winona National Bank
Wm. Miller Scrap Iron
& Metal Company
Xcel Energy Foundation
C. Nick and Yonok Zeller

Innovators

(\$1,000 - \$4,999)
Norris & Rhoda Abts
Todd Hawkinson
HBC, Inc.
Marlene Hemsey
Hiawatha HomeCare
James and Mary Johnson
Steve and Candi Kohner
Lewiston Auto
Nicholas and Maria Lundquist
Minnesota State College-
Southeast Technical
Motor Parts and Equipment
Dave and Jean Munson
Jerry and Pat Papenfuss
RTP Company
Terri and Dean Sim
Sugar Loaf Ford-Lincoln-Mercury
Walz Buick-Pontiac-GMC
Wells Fargo
Winona Community Foundation
Winona Rotary Club
Winona Senior Friendship Center

Pacesetters

(\$500 - \$999)
Baird Foundation
Maura and Stephan Boesch
Anne and David Dahlen
DS & B
Hiawatha Valley Marines
Thomas and Cecilia Hoffman
Marty Knauer
Ron and Kay Kuhlmann

Erik Sigurd Lee
Minnesota Elks Association, Inc.
Don and Donna Peterson
Ronald Sellnau
Jessica Stumpf

Investors

(\$250 - \$499)
Acelectric of Red Wing
Laurel Benedict
Arne Dufseth
James and Mary Eddy
Betty Elsen
Nate and Sherry Emerson
Kari Everson
Buck and Joan Foot
Sara Freeman
Michael and Jill Halverson
Dennis and Joni Lynch
Helene Olson-Reed and John Reed
Robert Raasch
Lisa Robertson
Leah Schnaith
Tim and Rita VanLoon
Patty and Ed Watson
Alice Zimmer

Sustainers

(\$100 - \$249)
Brad and Becky Alsop
Automated Equipment, LLC
Laurie and Bill Becker
Greg Beckwith
Bradley Benke
Peter Beurskens
Randel and Ann Blaser
Samantha Braschler
Barbara Burchill
Chet and Neva Burdick
Gregory and LeAnn Cady
John Campfield-Huth
William and Judy Christianson
Robert Cisewski
Dennis and Karen Cleveland
Muriel Copp
Dennis Earney
Brenda Edwards
Daren Engler
Colleen and Richard Fain
Karen Fettig

GIFTS IN-KIND

In FY 2012, our in-kind contributions were valued at \$66,942.11

William Fitzgerald
Tony and Terri Fritz
Joseph and Barbara Goggin
Jerry and Sherry Haines
John and Margaret Hale
Cheryl and Victor Hancock
Katie Hardyman-Morem
Roger Holland
Susan Hovell
John and Lynda Kern
Chris Kiecker
Mike and Nancy Kroening
Jerry Lunde
Keith Mann
Chris and Peter Mart
Jeannette and Ron Matuska
Phil and Linda McNairy
Fred Mercord
Richard Nahrgang
Jennifer and Ryan Olson
Amber Oshan
Jo and Joe Poncelet
Rose Riesgraf
Ralph Roemer
Garry Schindler
David Schwantz
Gayle Scott
Slaggie Family Foundation
Patricia Sobieski
Paul Sorenson
Kent Spaulding and Naznin Nelson
Mary and Gary Stoos
Chris Stout
John and Barbara Tibor
John Tittle and Jean Egbert
Keith and Jill Tutewohl
Sandra VerBout
David Vincent
Deanna and Larry Voth
Evelyn and Pete Wedde
Peggy and Richard Whalen
Kristina Wright
Edward Zachary
Cynthia Ziegler
Steve Zmyewski

Friends

(\$25 - \$99)

Nicki and Ben Adank
Carrie Allen
Antonio Alonso

Robert and Donna Andraschko
Harley and Chris Antoff
Megan Ask
Paul Berhow
Binner Appliance Inc.
Pete Boggs
Cindy Brady
Tom Brandt
Jackie Briggs
Wendy and Tom Bublitz
Richard and Karen Budahn
Troy and Lauri Buhr
Mark Bushman
Patricia Buxengard
Gary and Christine Cameron
Karen Clements
Ramona Coron
Holly Daley
Mary Donlin
Thomas Doyle
Thomas Dreas
Stacy Evenson
David Felten
Laura Foss
Jody Freij-Tonder
Sarah Gatzlaff
Michael Gorden
Terry Greene
Patrick Gregory
Gerald Haessig
Eileen Halls
Vanessa and Steve Harstad
Richard and Marilyn Hemsey
Steve Herman
Allan Hines
Mark Hoffman
Kathryn Holthe
Hormel Foods
Jim and Barb Jacques
Scott Jensen
Torry Jeranek
Casie and Bradford Johnson
Dale Johnson
Tracy Kirchner
Robert Koch
Terri Korsten
Jon and Carolyn Kosidowski
Cindy Kottke
Steve Kunde
Edward Kvestad
Ron and Sandra Lande
Michael Larson

Gary and Barb Marg
Donald Mikitta
John Montet
PEO – Chapter ET of Red Wing
Lisa Pozanc
Susan Priem
Susan Reed
Shaun Rindels
Lori Rother
Mark and Kari Rud
Anthony Russell
Julie Schladweiler
Kerri Schmidt
Robert Schultz
Roger Sobeck
Sorensen Flexible Benefits, Ltd.
Kent Speltz
Larry Speltz
James Steffenhaugen
Mark Swanson
Joanne and Jamie Thompson
Roger and Marilyn Tomfohrde
Janine Troke
Mary Turner
Danin Weltzein
David Wickstrom
Michael Wolfe
James Ziegler
Pamela Zimmerman

Lifetime Benefactors

(Cumulative Giving over \$10,000)

Dahl Automotive
Eastwood Bank
Fastenal
John and Barbara Hanson
Elizabeth Helmholz
James and Mary Johnson
Robert Kierlin and Mary Burrichter
Lewiston Auto Co.
Nick and Maria Lundquist
Jerry and Pat Papenfuss
Sugar Loaf Ford-Lincoln-Mercury
Thern, Inc.
Wm. Miller Scrap Iron &
Metal Company
Xcel Energy Foundation

Medical Support Careers - Every Student has a Unique Story

There are currently more than 7,000 medical secretaries in the State of Minnesota, with over 28 percent of them in the southeast. The need for medical secretaries is expected to grow by 34 percent this decade. Minnesota State College - Southeast Technical offers a variety of nonclinical medical careers in the Medical Support Careers program of study.

Patty Watson, Becky Korder and Brenda Edwards make up the team of instructors who teach Medical Support Careers at Southeast Technical and all have had a very positive impact on their students. Watson has been teaching at Southeast Technical for 23 years, and in that time, she has clearly made a big impression on her students. When Watson recently visited Winona Health, Sarnia Square, which houses the Center for Rehabilitation and Urgent Care units, a variety of her former students excitedly stopped to say hello. She remembered each of them in detail, asking specific questions about their family and personal life. What is strikingly obvious is that Watson truly cares about her students and their success; they in turn remember her as a fantastic instructor.

Medical Support Careers alumna, Beth Wolfe, Lori Kokinos and Cathy Stark are just three of the hundreds of students Watson has worked with over the years.

Beth Wolfe graduated from the Southeast Technical Medical Administrative Secretary A.A.S. program in 2012. "It really helped to be known as a person and not just another student," remarked Wolfe. She credits – in part – small class sizes with getting her prepared to be successful in her career, "I was able to ask questions and really be involved in the learning process." Students in this and a variety of other programs have the flexibility to choose online, hybrid or classroom learning opportunities. Wolfe completed three semesters in the classroom and one semester online.



Watson says, "In this market, graduates need to be the best they can be – Beth is one of the best!" The Medical Secretary training Wolfe received at Southeast Technical started her on her career path. It will not end here; she plans to continue her medical education in preparation for future opportunities in the medical field.

Lori Kokinos graduated with a Medical Secretary Diploma in 2008 and now works in Urgent Care at Winona Health. Kokinos found herself without a job after 20 years when the company she worked for closed. She worked with the counselors at Southeast Technical to find the right path and



found that she was really interested in the medical field, but knew that nursing was not right for her. "There are a variety of different roles in the field," she said. That is how she settled on Medical Secretary. Kokinos remembers thinking that "something bad became something good." When another unforeseen disaster occurred, the flood of 2007, and even the books she purchased were destroyed, she found continued support from the college.

This experience made her even more determined to complete college, find a job, and move on with her life. She has very fond memories of her time in school. "Patty took time out of her schedule one day to take me home to see my new house being delivered after the flood! I was very honored for the care and concern that was given to me by the instructors; they really went above and beyond."

Cathy Stark graduated from the Medical Secretary program in 2003 and now works in the Center for Rehabilitation with Wolfe. Stark was a non-traditional student. She remembers, "The instructors treated me like there was no age difference." Also, being a displaced worker, Stark says, "It was the best thing that ever happened to me." Her advice to others thinking about a career change, "Go for it! You are never too old to learn." Graduation ceremonies were especially gratifying for Stark. "I was 47 when I went back to school at Southeast Technical. My children and grandchildren were at my graduation. Walking across the stage was amazing," recalls Stark.



The Medical Support Careers instructors all agree that, "Every student has a real-life story which makes them unique. We try to enhance their natural abilities and talents to create well-rounded students who will be prepared for their next career step."

Taking Nominations for 2013 Outstanding Alums

Each year, the Southeast Technical Foundation and Alumni Association honor an outstanding alumnus from the Red Wing and Winona campuses. The outstanding alumni are selected for personal or professional achievement and service to the community and the college.

Submit nominations for the 2013 Outstanding Alum by calling the Alumni office at 507-453-2663.

Strengthening Our Community through Business Development

Donna Anderst moved her company, SCS-AIM, to Red Wing six years ago. Founded in 1976, the company supplies plastic injection molding; die cast; and metal stamped products, with special emphasis in elevator products and signage.

As the economy started to pick up and business began to grow the company noticed they were having a difficult time finding skilled workers to meet their needs. When Anderst met Minnesota State College - Southeast Technical President James Johnson at the local Red Wing 2020 meeting she realized that there were services available they hadn't utilized yet. President Johnson put her in contact with Katie Hardyman, Director of Business Relations at Southeast Technical.

Anderst says she moved the company multiple times before settling in Red Wing. She'd worked with other technical colleges and never found any with the same energy, open mindedness and community involvement as she saw at Southeast Technical. "Katie is a golden nugget. She takes the problem and runs with it. She doesn't run away from you, but with you to find a solution," says Anderst.



SCS-AIM - Red Wing, Minnesota

Hardyman worked with SCS-AIM to introduce them to the college's CNC (Machining/Tool & Die) program instructors from the Winona campus. The groups met multiple times on both campuses and most recently, several SCS-AIM managers made a presentation to the CNC students to educate them about their company and future careers in the industry. A potential internship program is now in the works. "The payback will be much greater than the small amount of time we spent honing these relationships," said Anderst, adding, "Other businesses in the region may have the same needs. Our synergy will grow and these collaborative efforts will create a collective impact."

"They had a need and we reacted," Hardyman said, adding, "All I really did was listen and think outside the box." Hardyman is part of the Southeast Technical Business Development team. This team works with businesses in the region to help them to develop training solutions that will advance their workforce and create a stronger community.

For more information on how Southeast Technical's Business Development team can help your business call 877-853-8324 and ask for Custom Training.

Welding Short Course

This 8-week program, funded by a federal grant from the Department of Labor, provided no-cost welding training for individuals in and around Winona. The program was aimed at people who are looking to follow a career path in welding or would like to add welding skills to their resume to advance in their current career path, especially those who lack the financial means to do so on their own. As a part of this program students not only receive abbreviated welding training, but also receive OSHA safety training and other instruction to help them prepare for the workforce.

This special welding session developed as a result of a partnership between Minnesota State College – Southeast Technical, Minnesota Department of Workforce Development and the Winona Workforce Center.

Minnesota State College - Southeast Technical Directors of Business Relations

We are proud to deliver training and education solutions that help your organization succeed in a rapidly changing world. Let us put our collaborative power to work for you! We guarantee a solution that's as one-of-a-kind as your business - and one that drives results. That is what the right fit is all about.



Katie Hardyman
Red Wing Area

651-267-7706
800-657-4849 ext. 7706
khardyman@southeastmn.edu



Calli Ekblad
Red Wing Area

651-385-6320
800-657-4849 ext. 6320
cekblad@southeastmn.edu



Jen Olson
Winona Area

507-453-2724
877.853.8324 ext. 2724
jolson@southeastmn.edu

MINNESOTA STATE COLLEGE
**SOUTHEAST
TECHNICAL**

P.O. Box 409, 1250 Homer Road
Winona, MN 55987



Southeast Technical top programs allow you to reach your goals, boost your career and follow your passion—in two focused years.



877.853.8324 | www.southeastmm.edu

MINNESOTA STATE COLLEGE
**SOUTHEAST
TECHNICAL**

Red Wing/Winona

Red Wing Campus
308 Pioneer Road Red Wing, Minnesota 55066
651.385.6300

Winona Campus
1250 Homer Road Winona, Minnesota 55987
507.453.2700

Winona Campus - Tandeski Center
1200 Storr's Pond Road Winona, Minnesota 55987
507.453.2740

Accredited by The Higher Learning Commission and a member of the North Central Association. Southeast Technical is an affirmative action/equal opportunity employer/educator. This document can be made available in alternative formats to individuals with disabilities by calling:

877.853.8324, TTY-507.453.2758