



ANNUAL REPORT

Cohort 8 | 2022-2023

Created for T. Denny Sanford and Governor Noem
March 2023





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ADMINISTRATION BOARD

The Build Dakota Scholarship administration board was appointed by Governor Noem. In 2021, it transitioned from a 7-member board to a 5-member board. The board consists of community leaders with diverse backgrounds in targeted, high-need industries:

CHAIR

Dana Dykhouse
Chief Executive Officer
First Premier Bank
Sioux Falls, SD



VICE CHAIR

Diana VanderWoude
VP of Academic Affairs
Sanford Health
Sioux Falls, SD



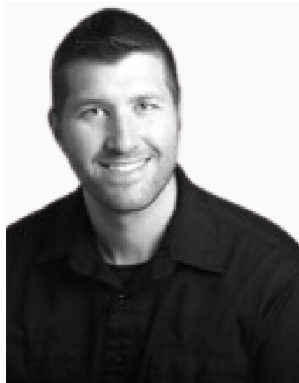
Scott Knuppe
Facility Manager
Catepillar, Inc.
Rapid City, SD



Greg Carmon
Owner
Midwest Railcar Repair, Inc.
Brandon, SD



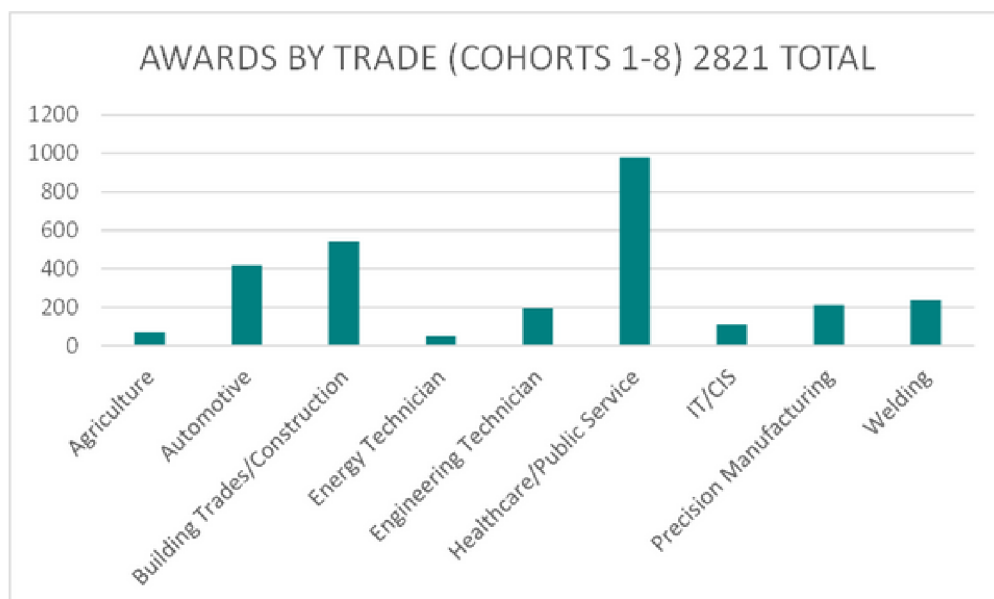
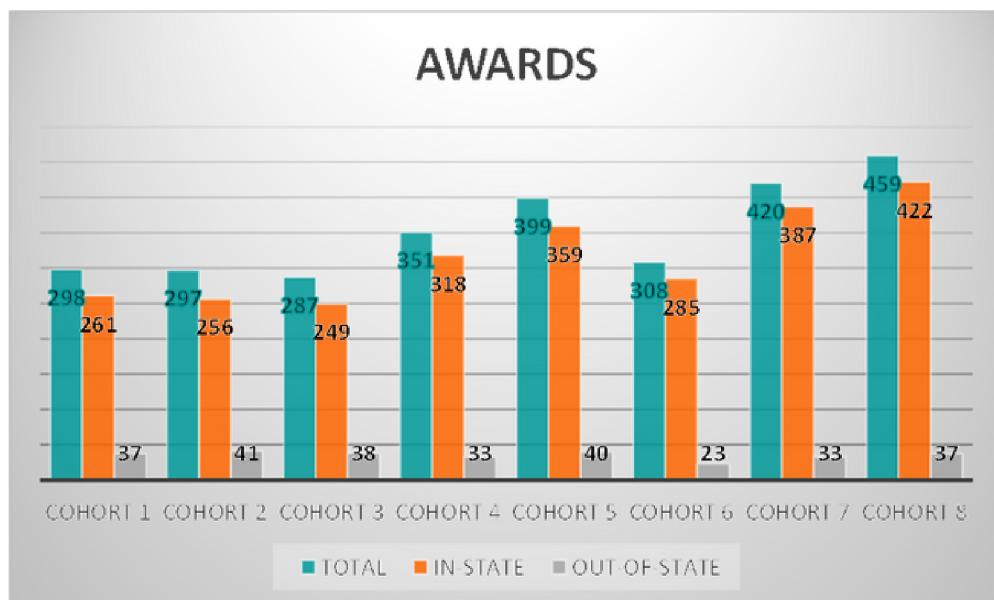
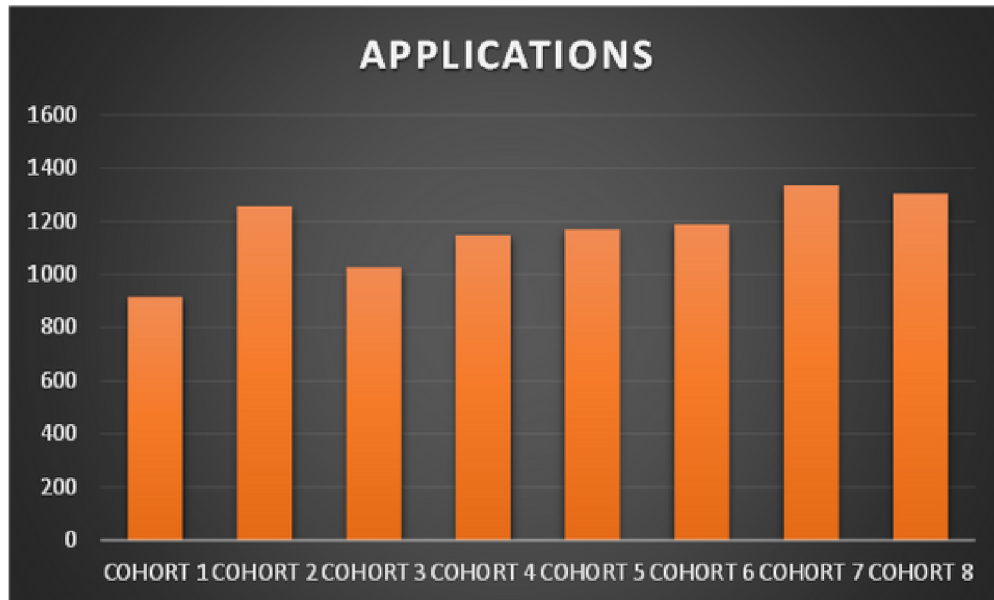
Derek DeGeest
President
DeGeest Corporation
& LestaUSA
Tea, SD



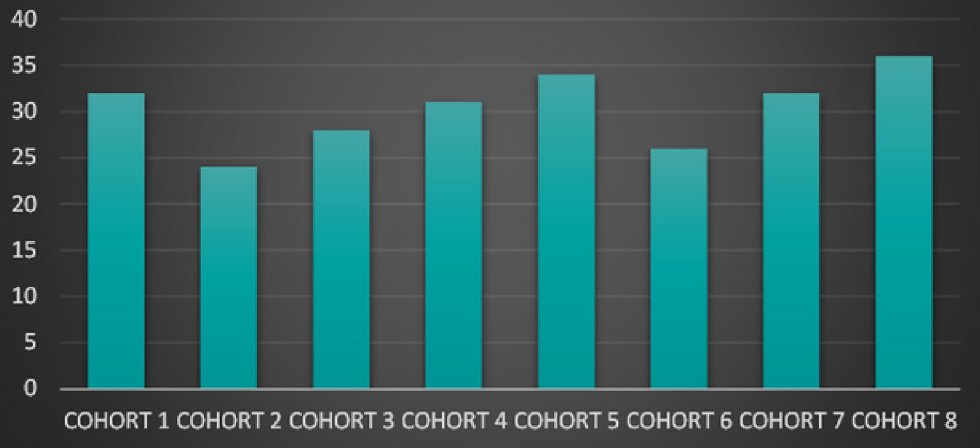
Deni Martin
Program Manager
Build Dakota Scholarship
Wall, SD



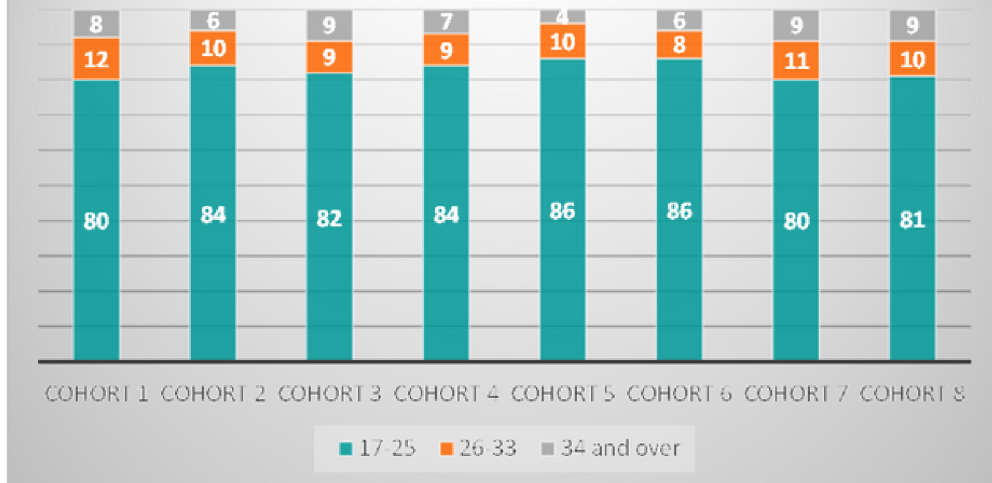
TARGETED AREAS OF STUDY



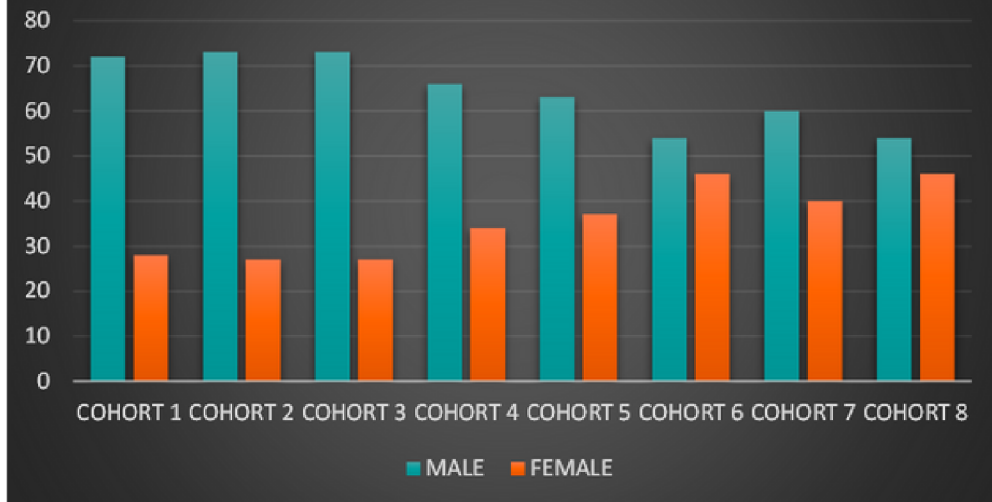
Percent of Applicants Receiving Awards

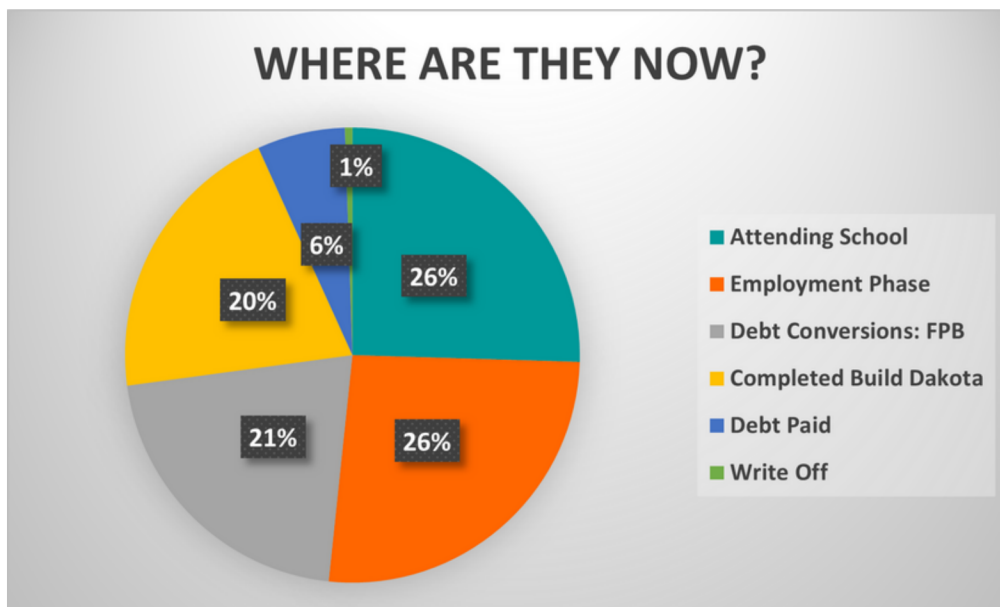
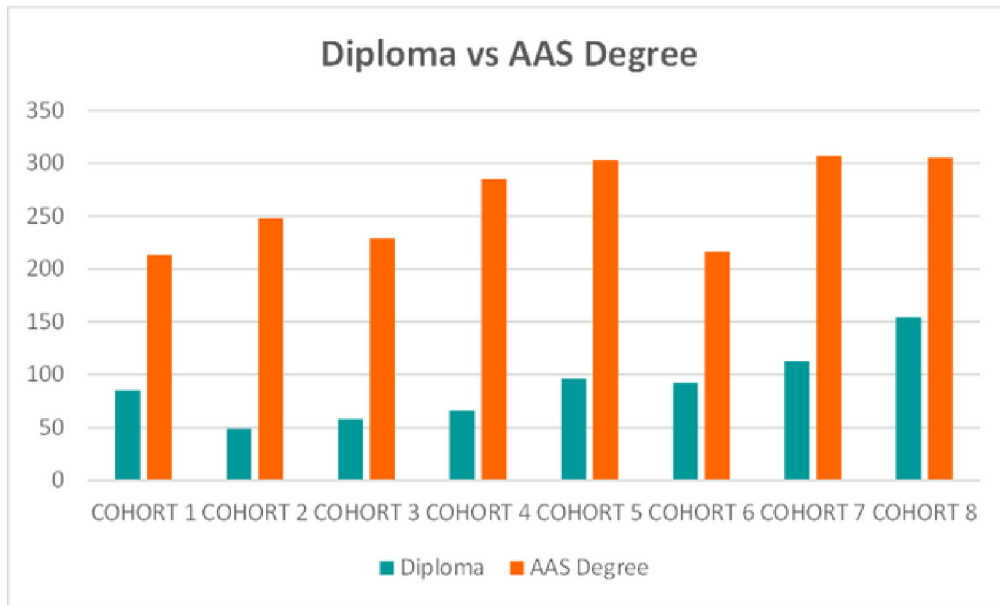


Age of Recipients



Gender of Recipients

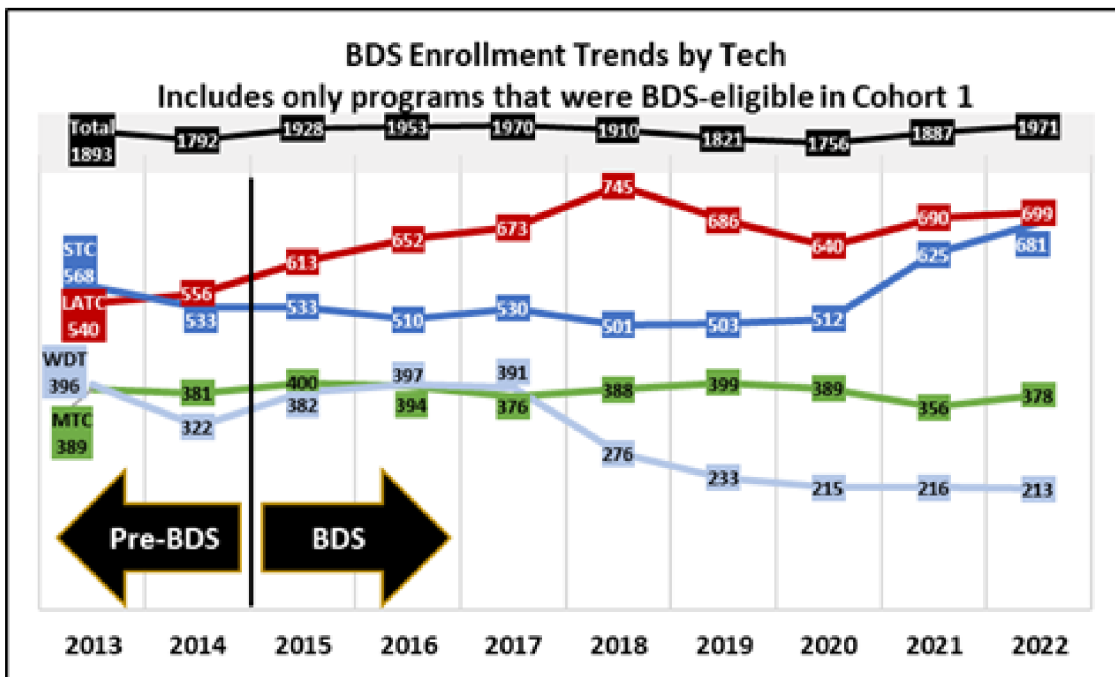
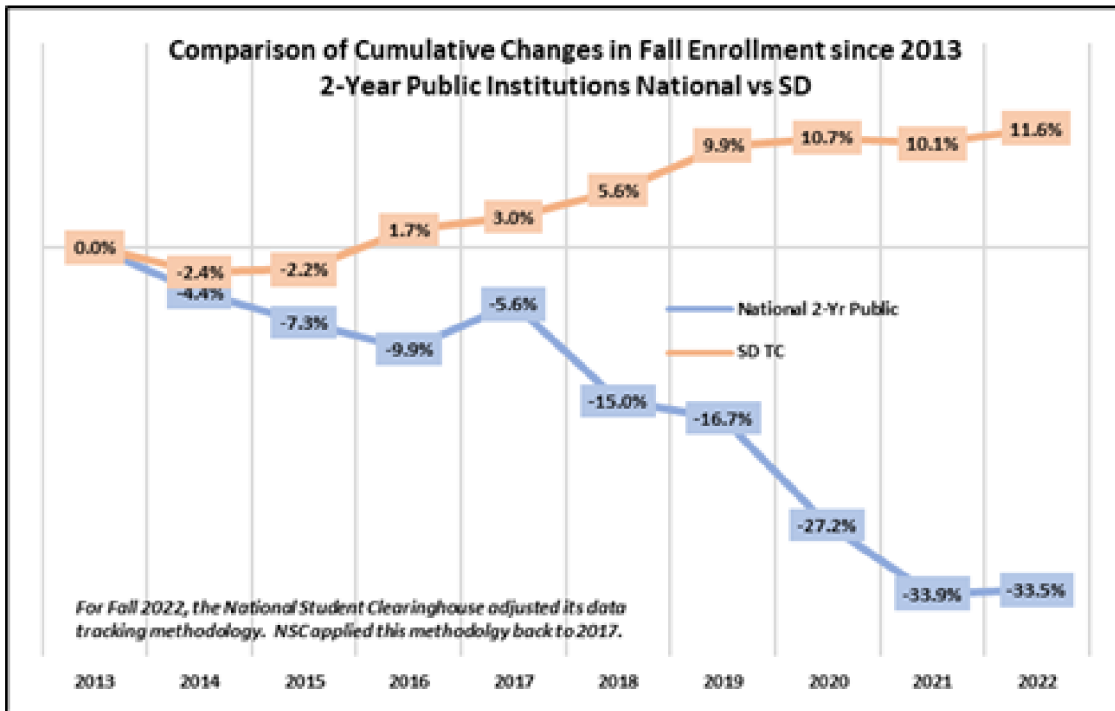




LOOKING AHEAD: NEW PROGRAMS FOR COHORT 9

- LATC: Agri-Production- AAS Degree
- LATC: Law Enforcement- AAS Degree
- MTC: Agronomy- AAS Degree
- STC: Horticulture- AAS Degree
- STC: Law Enforcement Science- AAS Degree
- STC: Sports Turf Management- AAS Degree
- WDTC: Criminal Justice Law Enforcement- AAS Degree
- WDTC: Environmental Engineering Technician-
Controlled Environment Agriculture- AAS Degree

ENROLLMENT IN TARGETED AREAS OF STUDY



Comments from technical colleges regarding enrollment, programs, and general school updates



LAKE AREA TECHNICAL COLLEGE

BUILD DAKOTA SCHOLARSHIP IMPACT

The Build Dakota Scholarship has accelerated the re-imagining of technical education in State of South Dakota. This Scholarship has helped to reach more students and business/industry each and every year! We see an increasing number of students applying to Lake Area Tech in both eligible and non-eligible Build Dakota Scholarship programs.

The impact of Build Dakota extends beyond the actual scholarships given. Through the Build Dakota audience, we've been able to demonstrate the fact that in South Dakota, **two-year technical degree holders' average salary is higher than many four-year degree graduates' salary.** Because of this fact and information sharing, we are seeing enrollment growth in technical programs across the institution. And, Lake Area Technical College is seeing industry provide scholarship dollars far beyond those provided in Build Dakota eligible programs. The **Build Dakota Scholarship has set a model for industry** members statewide to follow.

LAKE AREA TECH CAMPUS UPDATE

Lake Area Technical College is currently in the midst of phases three, four and five of the I'm IN Capital Campaign. Phase three includes a **Diesel Technology** addition which will add 28,625 sq. ft. Phases four and five of the **Archway Complex** add 57,900 sq. ft to campus and includes the **Advanced**



Manufacturing center, space for the **Business** program and **General Education** courses, and ties together the north and south ends of campus. The Diesel Technology addition is approximately 70% complete and the Archway project 30% complete. All projects and additions through the I'm IN Capital Campaign have been funded through industry and individual contributions, along with state funding; this alleviates need for bonds and prevents current and future college students from bearing any debt load.

Additionally, Lake Area Tech was granted a \$3.5 Million cooperative agreement to operate **South Dakota Manufacturing & Technology Solutions (MTS)** starting January 1, 2023. MTS provides manufacturers with resources and services to help them prosper and grow by reducing costs, increasing revenue, developing their workforce, and optimizing for automation. The services for manufacturers will help address workforce needs in the industry, in addition to the participation of manufacturers in the Build Dakota Scholarship.

ELIGIBILITY UPDATES

- Starting in Cohort 8, Lake Area Tech was pleased that BDS eligibility was expanded to include **Dental Assisting**, which offers both a 1-year diploma and 2-year A.A.S. degree. Our Dental Assisting program is nationally accredited by the Commission on Dental Accreditation.

In its first year of eligibility, three dental offices secured partnerships with seven incoming students (two sponsored multiple students). Two additional students were awarded full scholarships without a partner to kick off their eligibility year.

- The full-time online option for **Registered Nurse** officially started in Fall 2022. The Nursing Department was met with an overwhelming response. This hybrid e-degree allows students to complete coursework online and come to campus periodically for lab and skills check-offs. The Nursing department now has both part-time and full-time, on-campus and online options for both Practical Nursing and Registered Nurse programs in order to meet the growing demands of the industry. Nursing is always one of the top areas with Stretch the Million (STM) partners. In Cohort 8, all of the Build Dakota scholarship awards were committed to an STM partner – 24 in LPN and 13 in RN.
- Cohort 8 was also the first without the **High-Performing Engine Machining** (HPEM), which sunset after the program’s final graduates in May 2022. Over the summer, the HPEM shop and classroom space transitioned to benefit another BDS-eligible program, **Custom Paint & Fabrication**, which needed the additional space.



MITCHELL TECHNICAL COLLEGE

Mitchell Technical College is breaking ground on a 35,332 sq. ft. addition to the Nordby Trade Center. Groundbreaking will be April 18th at 2 P.M. The new space will allow MTC to bring our Diesel Technology program under one roof. The light truck portion of the Diesel program is currently not located on MTC’s main campus.

Increased enrollment and lengthy wait lists have led to the need for more lab space in the Diesel Technology area. The Build Dakota Scholarship can be credited with why we have had such a significant increase in our program numbers.



Construction on an additional Radiologic Technology Lab will begin on campus in early May. The new lab is being built in partnership with Avera Health. Mitchell Tech’s Radiologic Technology program has expanded enrollment from 20 to 24.

Mitchell Tech has started an Entrepreneurship program to assist aspiring business owners. This program is a great addition to many of our highly skilled Build Dakota programs. Students accepted to MTC’s new Entrepreneurship program will need to have viable skills in a trade they would like to grow into their own business. The Entrepreneurship program was developed in partnership with former Build Dakota Board Member Terry Sabers.

Mitchell Tech has increased enrollment to capacity in several Build Dakota programs: Agronomy, Architecture Design and Building Construction, Electrical, Diesel, Welding, Radiologic Technology.

Mitchell Technical College is continuing our Build Dakota partnership with the Yankton Sioux Tribe. MTC will partner with Sinte Gleska University in 2023.



SOUTHEAST TECHNICAL COLLEGE

BUILD DAKOTA BOLSTERS MISSION – Throughout Southeast Technical College's (STC) 55-year history, regular review of the Mission, Vision, and Core Values by the college's governing structures, the South Dakota Board of Technical Education (BOTE) and the Sioux Falls School Board (SFSB), have ensured their relevance, most recently with the adoption of Strategic Plan: Vision 2025. Since 2015, the Build Dakota Scholarship Program has bolstered STC's workforce Mission "to educate individuals for dynamic and rewarding careers that promote lifetime success and meet the workforce needs of our region." Therefore, on behalf of STC's employees, and, most importantly, Build Dakota alumni and current students, President Griggs extends a sincere thank you to Governor Kristi Noem and Mr. T. Denny Sanford for their ongoing support of technical education in South Dakota.

ENROLLMENT – For Cohort 8, STC received 378 Build Dakota Scholarship applications and awarded 138 total scholarships, 105 (76%) of which were sponsored by 44 industry partners. For Fall 2022, our total headcount was 2,453 compared to 2,381 in Fall 2021, so STC experienced a 3% enrollment increase, and Build Dakota always positively impacts recruitment.

NEW PROGRAMS – For Cohort 7, STC added a new program to help meet the workforce needs of our region: Paramedic Science. In November 2021, the college received approval from The Higher Learning Commission to add the Sanford Stevens Center, where Paramedic Science courses are taught, as an additional location. Also, for Cohort 8, STC awarded 5 Paramedic Science students Build Dakota Scholarships, and, new in Cohort 8, was Dental Assisting and 4 students received scholarships. For Cohort 9, currently being awarded for the 2023-2024 academic year, Horticulture, Sports Turf Management, and Law Enforcement have been added as Build Dakota-approved programs.

LEGISLATIVE SUPPORT & HEALTHCARE SIMULATION CENTER – When the 2023 state legislative session ended, STC had received broad support, as follows: (1) a 7% increase to the Per Student Allocation; (2) a 7% increase in salary support in exchange for FY24 tuition freeze; and (3) an additional \$141,266 commitment to Maintenance and Repair funding. Last year, the legislature awarded STC \$4.5 million to renovate, starting in March 2023 and slated for completion in January 2024, an existing building located adjacent to STC's campus that formerly served as the home for Startup Sioux Falls (formerly Zeal). In partnership with the City of Sioux Falls, the Sioux Falls Development Foundation, the Sioux Falls Chamber of Commerce, Forward Sioux Falls, Sanford Health, Avera Health, and the State of South Dakota, this STC facility will house a high-tech healthcare simulation center, allowing Build Dakota healthcare programs to expand, including Licensed Practical Nurse (LPN), Registered Nurse (RN), and Surgical Technology. To date, STC's Sioux Falls partners and the state have donated more than \$10 million to this project.



WESTERN DAKOTA TECHNICAL COLLEGE

Our newest Build Dakota Program, Law Enforcement, earned CALEA (Commission on Accreditation for Law Enforcement Agencies, Inc.) Accreditation on Nov. 19, 2022. This makes the Law Enforcement Program at Western Dakota Tech one of 54 fully accredited training academies in the United States and one of two in South Dakota. A student from the Law Enforcement program also won the American Technical Education Association's 2023 Outstanding Technical Student Award.

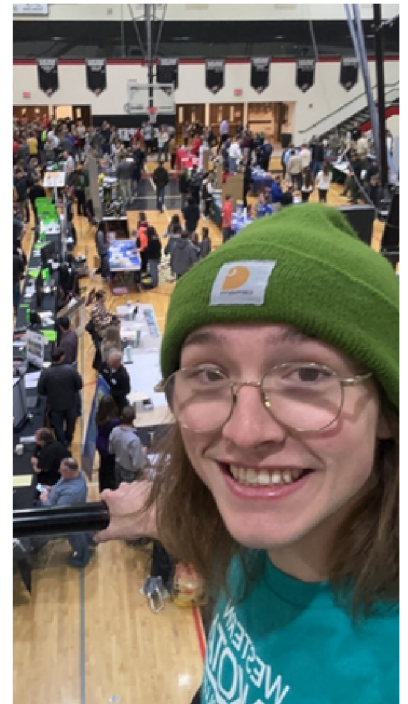


Our Nursing Programs have successfully launched the off-site Phillip, SD (see photo below) this year in addition to continuing the Whitewood, SD off-site location. Another possible off-site expansion to Hot Springs is currently being explored as this high-need career has increasing demand by communities seeking LPNs and RNs. Our Practical Nursing Program also won the American Technical Education Association's 2023 Outstanding Program Award.



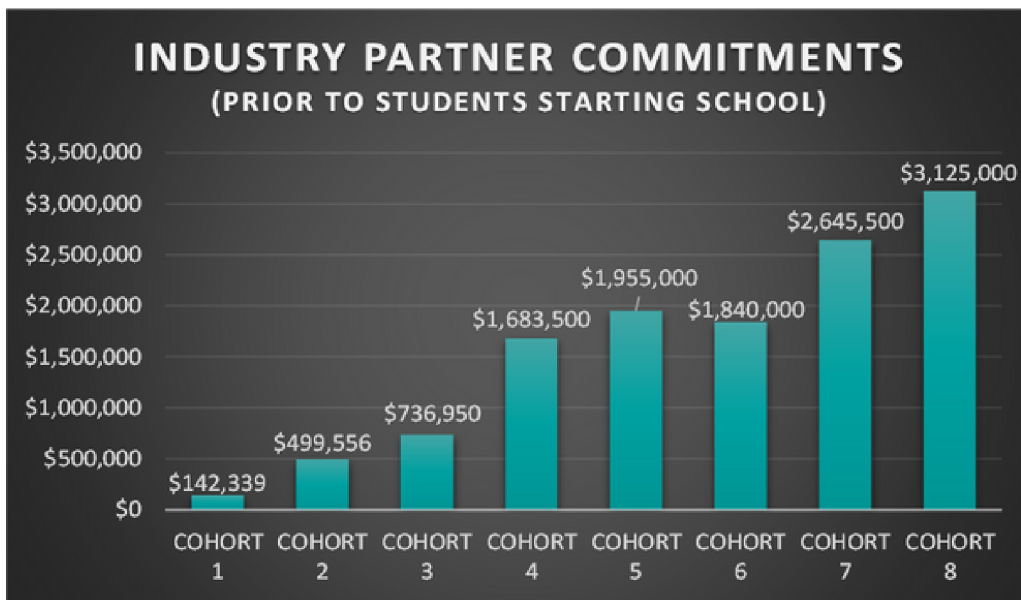
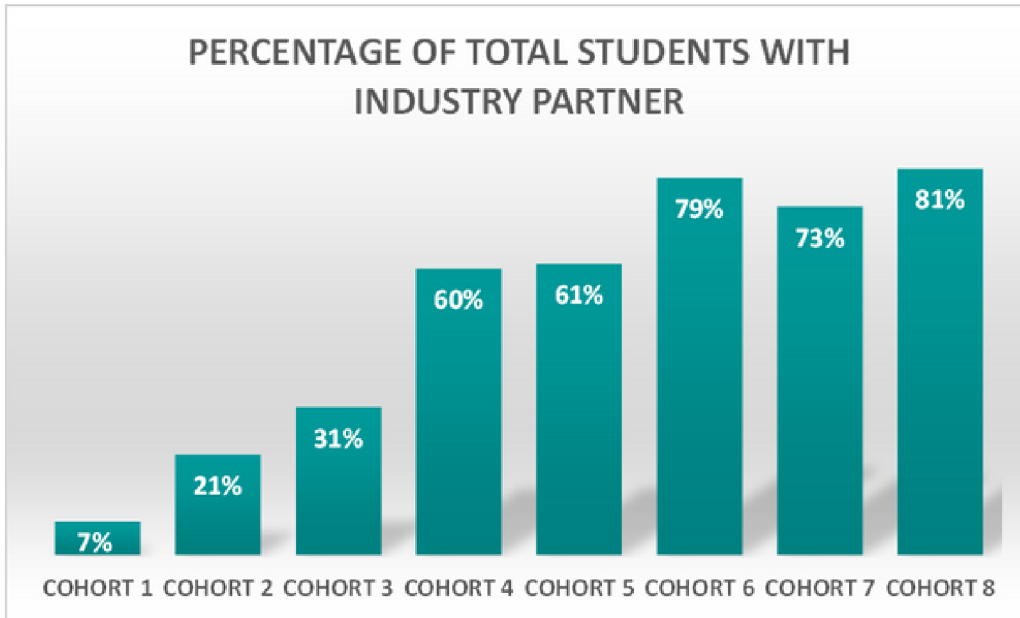
Our Build Dakota Brand Ambassadors this year have gone above and beyond their requirement of monthly posts. They have attended events at high schools, such as the Career Fair at Sturgis Brown High School, and our Foundation's annual gala to share their Build Dakota experiences.

Outside of the Build Dakota Scholarship Program, WDT Foundation Scholarships have grown as well. In 2020-2021 academic year, there were 25 available scholarships. This grew to 31 in 2021-2022 and to 41 for this academic year. The 41 scholarships have allowed over 325 awards amongst 197 students. In analyzing data from our scholarship program, we found that if a student receives any scholarship amount during their program, they are 20% more likely to graduate than those that do not receive scholarships. Students receiving \$10,000 of scholarship during their program, of which a vast majority are Build Dakota recipients, are 50% more likely to graduate than those that do not receive any scholarship.



RECRUITMENT OF INDUSTRY PARTNERS

The technical colleges have developed industry partner programs to maximize the Build Dakota Scholarship funds and offer more scholarships than are otherwise available through Build Dakota specific funds. The industry partner programs assist students by working with businesses willing to pay a portion of the full-ride scholarship and again an employee who will fulfill their scholarship work commitment following graduation.



Comments from technical colleges regarding success and challenges of recruitment and retention of industry partners



LAKE AREA TECHNICAL COLLEGE (STRETCH-THE-MILLION)

It was another record-breaking year – 139 scholarships were awarded to LATC students pursuing high-demand careers in South Dakota. Healthcare programs topped the award list with 54 awards, followed by Automotive (39), Construction (15), Precision Manufacturing (13).

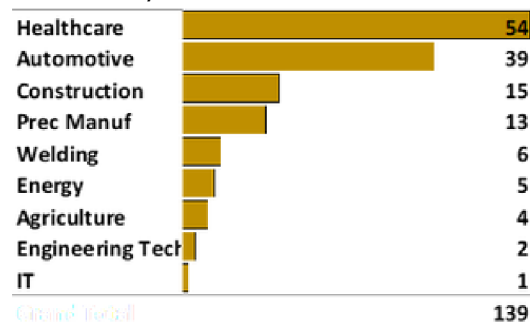
Industry participation increased as well with 96 companies signing up. Of those, 66 had previously participated and 30 were new. Overall, 78 STM partners were successful in finding a match (many with two or more). Of these, 42 were returning partners and 34 were STM partners for the first-time.

In addition to the typical company/student partnership, we were also pleased to receive \$12,000 from South Dakota 811/One Call specifically for Heavy Equipment Operator students in Cohort 8. We also appreciated the additional support from the South Dakota Community Foundation (\$10,000) and the Gail & Delores Miller Fund (\$12,500).

In the past few years, we have noticed more students are applying with a partner already in place. In Cohort 7, we had approximately 15 “recruits” but the number was more than 30 in Cohort 8 where students had secured a partner prior to the spring interview phase. Oftentimes, a “recruit” has a previous connection with the company, such as a part-time job, internship, or job shadow.

Overall, 328 applications were received. It continues to be a very competitive process. Lake Area Tech promotes Build Dakota as both an amazing opportunity and responsibility. We encourage students to review their contract with the STM partner in detail as well as with trusted advisers such as a parent, spouse, or mentor.

Awards by Trade Sector



MITCHELL TECHNICAL COLLEGE (DOUBLE-EDGE)

Mitchell Tech continues to see many new employers wanting to partner with the Build Dakota Scholarship. The past success of the Double Edge program has led new partnering businesses to Mitchell Tech. We continue to see increased partnership growth in the construction, manufacturing and medical areas.

MTC has retained nearly all our larger industry partners and continues to have strong support from our smaller businesses. We continue to assist in filling a high need for many small businesses in our smaller communities in South Dakota. MTC continues to have a significant number of industry partners seeking one student to fill their company’s need.



Mitchell Tech's biggest challenge is making strong partnership matches in a limited amount of time. The time from the application deadline (March 31st) to the time high schools host award ceremonies (early May) is short. In that time employers must review, interview and agree to an industry partnership student. This has led to some industry partnerships ending prior to the 3-year work commitment.

MTC continues to promote the Build Dakota Scholarship at all levels. Marketing material, social media, direct digital, presentations, virtual scholarship advising sessions, Build Dakota Road Shows along with recruiter/student interaction have all been utilized to promote the scholarship. The focus for cohort 9 has been placed on quality applications.



SOUTHEAST TECHNICAL COLLEGE (SPONSOR-A-SCHOLAR)

SUCCESSSES WITH INDUSTRY PARTNERS – As Build Dakota continues to evolve, STC has seen an increased interest from industry partners, especially in our health and trades-related programs. STC promotes Build Dakota at Sector Breakfasts that encourage conversations with industry leaders, most recently focusing on Counseling, Health, and Horticulture. Additionally, more than 500 industry leaders representing nearly 300 companies sit on one of STC's 32 Academic Advisory Boards. STC staff also participates in the Build Dakota Roadshow, and the STC Admissions Office includes Build Dakota-related materials and messages in its communication plan for prospective students, and this includes paid and social media efforts by STC's Marketing Office. Finally, STC's Career Services Office hosts 10 industry-specific career fairs annually, and the Career Services Coordinator, who also serves as STC's Build Dakota industry liaison, networks with industry representatives to keep them apprised of Build Dakota opportunities and timelines.

CHALLENGES WITH INDUSTRY PARTNERS – Although STC strives to garner as many industry sponsors as possible, there are a handful of high-need programs that are more difficult to secure sponsorships. First, challenges continue with securing sponsors for our Computer Information Systems programs. In Fall 2022, 82 students were enrolled in the Information Technology Security program compared to a combined 38 students in Networking and System Administration. Program instructors updated curriculum to train students in system and networking with a focus on security. The new program, System and Network Security, will be fully implemented in Fall 2023, and we are hopeful to secure more industry sponsors. Additionally, Paramedic Science is difficult to secure sponsors because most Paramedics will start their careers at local fire departments, ambulance services, and similar organizations.

COLLABORATION WITH INDUSTRY – Since President Robert Griggs' tenure began in 2016, a top priority for STC has been involving business and civic leaders through Sector Breakfasts. The goal of these events is to engage industry in a setting that allows for open discussion regarding their greatest needs. From these discussions, new programs that are Build Dakota eligible have emerged: (1) Dental Assisting (new for Cohort 8) and (2) Paramedic Science (new for Cohort 7) Other non-Build Dakota programs have also started within the last few years from these efforts:

Community Health Worker, Medical Assistant, Human Resource Management, Risk and Investment Management, and Veterinary Technician.

INCREASE IN DONORS - In addition, the STC Foundation successfully concluded a capital campaign after raising more than double its goal. With an initial target of \$6.2 million, the three-year New Opportunities in Workforce Development (NOW) campaign launched in Fall 2018 and ended on Dec. 31, 2021, after raising more than \$13 million in new pledges and gifts. This included more than 1,300 individual gifts from more than 300 donors.

AMAZON CAREER CHOICE EDUCATION PARTNER NETWORK - As corporations continue to grow their operations and struggle to meet their workforce needs, they seek “front door” access to STC’s resources and graduates. The most recent example is Amazon selecting STC as the South Dakota two-year college to join its Amazon Career Choice Educational Partner Network.



WESTERN DAKOTA TECHNICAL COLLEGE (HAVE YOUR PICK)

Interest from industry partners is growing. For Cohort 7, there were 27 different companies that expressed interest in sponsoring with 19 sponsoring at least one student. For Cohort 8, that grew to 35 companies interested in sponsoring with 21 sponsoring at least one student. Cohort 9 already has 37 companies interested in sponsoring.

Industry demand is outpacing the applicant pool. This can be seen both in expansions such as the increase in community’s requesting Nursing Off-Site locations in their areas and 100% in field employment rates of numerous BDS Programs from our most recent 2021 Placement Report. Even with the increased demand employers are recognizing the need to increase the entire pool and not just their own pipelines. Black Hills Tire has referred other area employers to the program in addition to sponsoring students themselves. This increased awareness will help build the recruitment and retention of industry partners going forward.

MARKET BUILD DAKOTA SCHOLARSHIP AND OPPORTUNITIES FOR TECHNICAL CAREERS

Lawrence & Schiller leads the overall marketing campaign of Build Dakota Scholarship and opportunities for technical careers, collaborating with state partners to promote the program with less expense.

- **South Dakota Department of Education:** All of the Division of Career and Technical Education career development specialists and directors share the Build Dakota message and promotional materials with high school administrators, counselors and teachers. They also regularly invite the Build Dakota program manager to conventions, workshops and webinars to make sure Build Dakota remains on the forefront of discussion.
- **South Dakota Department of Labor and Regulation:** Each of the 16 Department of Labor offices across the state have provided education on Build Dakota as well as promotional flyers to distribute to job-seekers. Dual website cross promotion has also been very effective.
- **South Dakota Governor's Office of Economic Development:** Representatives from this office and local communities have been instrumental in promoting the program.
- **Build Dakota Staff:** Our staff continued high school roadshows and community outreach as well as training presentations for the SD Department of Labor staff. We also started reaching out to all newspaper, radio and television outlets to inquire if they would like to feature Build Dakota in any of their outlets. We've received great response from these efforts.
- **South Dakota Technical Colleges:** Each technical college promotes Build Dakota in many capacities. Their admissions representatives deliver flyers and talk to interested parties as they travel across South Dakota and the surrounding states. Campus visitors are also provided an overview of the scholarship. The technical colleges have added Build Dakota to their own marketing campaigns, flyers, websites, commercials and billboards. Large marketing pieces were designed by Lawrence & Schiller and delivered to each campus to increase awareness for visitors.

2022 Marketing Highlights

2022 was another great year for Build Dakota marketing, with the completion of a benchmarking study, the completion of another successful paid media campaign, and the start of the second year of the Brand Ambassador Program.

In early 2022, the results from the 2021 Benchmarking Study were rolled out. The study was used to determine how awareness and perceptions of tech trainings and degrees and the Build Dakota Scholarship have evolved since the last completed study done in 2016. The study determined that participants have a positive perception of tech trainings and believe they offer practical pathways to success. Participants define success using program outcomes, such as wage and job placement

opportunities; therefore, when talking about tech trainings lead with the outcomes and then explain how tech trainings get students there.

Additionally, the study found that recall of the Build Dakota Scholarship had increased from 2016. As a result, the study found an opportunity to strengthen brand building and tell the Build Dakota story, which was insightful when building the media campaign strategy and creative materials for the 2022 Scholarship Media Campaign.

For our 2022 scholarship media campaign, channels included display, social, direct mail and digital display. These efforts combined gained a total of 3,208,792 impressions throughout the year. The campaign saw 151 conversions in total with the majority of conversions being emails and phone calls.

Compared to the previous year, bulddakotascholarships.com has seen a 47% increase in pageviews, 42% increase in users and an increase in goal completions by 13% including clicks to apply, clicks to contact Build Dakota Scholarships, Partners, and colleges, and clicks directly to the colleges' websites.

The Brand Ambassador Program began its second year working with ambassadors from the four technical colleges to create authentic content that resonates with our audience through the Build Dakota social channels. Through a combination of earned and paid efforts, 309,579 users were reached via Facebook since August 1, 2022, driving 5,989 visits to the Build Dakota Facebook page, and bringing 314 new page likes. Our Instagram account has nearly doubled in followers since last year, showing that we're continuing to reach new and existing audiences and they are interested in our content.

INCOME/EXPENSES

Information submitted by:
Cassie Stoeser, Controller, South Dakota Community Foundation

	Year Ended 12/31/2014				Year Ended 12/31/2015			
	Sanford	Endowment	SDDOE	Total	Sanford	Endowment	SDDOE	Total
Beg. Bal	-	-		-	9,750,000	4,994,365	-	14,744,365
+ Contributions	9,750,000	5,000,000		14,750,000	-	5,000,000	159,030	5,159,030
+ Inv. Earnings		(5,364)		(5,364)	42,062	(587,999)	-	(545,936)
- Expenses		(272)		(272)	(4,106,487)	(59,613)	(59,590)	(4,225,691)
Ending Balance	9,750,000	4,994,365		14,744,365	5,685,575	9,346,753	99,439	15,131,767
	Year Ended 12/31/2016				Year Ended 12/31/2017			
	Sanford	Endowment	SDDOE	Total	Sanford	Endowment	SDDOE	Total
Beginning Balance	5,685,575	9,346,753	99,439	15,131,767	6,081,514	20,708,113	144,343	26,933,971
+ Contributions	5,025,695	10,000,000	132,664	15,158,359	10,032,202	5,000,000	-	15,032,202
+ Inv. Earnings	20,932	1,458,246	1,173	1,480,351	27,389	3,667,909	1,602	3,696,900
- Expenses	(4,650,688)	(96,886)	(88,933)	(4,836,507)	(4,234,601)	(177,695)	(86,687)	(4,498,984)
- Grant Distributions				-				-
Ending Balance	6,081,514	20,708,113	144,343	26,933,971	11,906,505	29,198,327	59,258	41,164,089
	Year Ended 12/31/2018				Year Ended 12/31/2019			
	Sanford	Endowment	SDDOE	Total	Sanford	Endowment	SDDOE	Total
Beginning Balance	11,906,505	29,198,327	59,258	41,164,089	7,405,287	27,301,506	111,497	34,818,290
+ Contributions	87,238	9,000	93,540	189,778	130,104	-	100,000	230,104
+ Inv. Earnings	53,280	(1,717,884)	1,044	(1,663,560)	29,362	3,561,312	1,264	3,591,939
- Expenses	(4,641,736)	(187,937)	(42,345)	(4,872,018)	(5,576,757)	(188,603)	(105,092)	(5,870,453)
- Grant Distributions				-				-
Ending Balance	7,405,287	27,301,506	111,497	34,818,290	1,987,996	30,674,215	107,669	32,769,880
	Year Ended 12/31/2020				Year Ended 12/31/2021			
	Sanford	Endowment	SDDOE	Total	Sanford	Endowment	SDDOE	Total
Beginning Balance	1,987,996	30,674,215		32,662,211	9,987,521	34,813,445		44,800,966
+ Contributions	12,461,501	2,100,000		14,561,501	392,099	-		392,099
+ Inv. Earnings	5,704	4,409,018		4,414,722	-	2,730,432		2,730,432
- Expenses	(4,467,680)	(2,369,788)		(6,837,468)	(4,756,404)	(181,466)		(4,937,870)
- Grant Distributions				-				-
Ending Balance	9,987,521	34,813,445		44,800,966	5,623,216	37,362,411		42,985,627
	Year Ended 12/31/2022							
	Sanford	Endowment	SDDOE	Total				
Beginning Balance	5,623,216	37,362,411		42,985,627				
+ Contributions	428,839	2,100,000		2,528,839				
+ Inv. Earnings	-	(4,000,105)		(4,000,105)				
- Expenses	(5,378,816)	(181,333)		(5,560,148)				
- Grant Distributions				-				
Ending Balance	673,239	35,280,974		35,954,213				

FUTURE FOCUS

- The Build Dakota administration board, program manager and technical colleges will continue to promote and expand technical college industry partner programs.
- Continue to work with technical colleges to increase the quality of applicants and maintain a low default rate.

Comments from technical colleges regarding future focus/goals for Build Dakota on each campus



LAKE AREA TECHNICAL COLLEGE

At LATC, Build Dakota management is a team effort involving Foundation, Admissions, Marketing, Outreach, Financial Aid, Student Services, Bookstore, Data, and program staff.

The Foundation is the hub for all things Build Dakota. Here we coordinate applications and awards, partnerships, Financial Aid and Bookstore connections, and reporting. Student Services provide supports for academic, behavior, or other concerns. The Admissions, Marketing and Outreach teams incorporate Build Dakota into every marketing material and LATC event possible. LATC staff have been glad to help the State Program Coordinator with special projects like data and mailings.

We are looking forward to seeing the impact of Build Dakota on newly eligible programs and their related industries for **Cohort 9: Law Enforcement, Surgical Technology, and Agriculture Agri-Production option.**



MITCHELL TECHNICAL COLLEGE

MTC continues to see strong applicants in a variety of program areas. The Construction Division (Electrical, Build Construction, Heat & Cooling, Welding) continues to grow both in applicants and industry partnerships. The Medical division continues to be a strong area for MTC. The medical partnerships are out pacing our applications this year.

MTC continues to promote Build Dakota eligible programs at a high level. We are spending more time educating/advising students and parents in the scholarship process. Advising is in place to help students better understand the partnership programs and cut down scholarship shopping. MTC has found that parents & students may select an area of study based only on scholarship eligibility rather than interest in the program. Making sure each student has the facts about the program and scholarship will increase the student's success.

MTC assigns a student success coach to each scholarship recipient. If the student adjusts quickly to their postsecondary experience.

For the first time, Mitchell Tech could have 100% of our Build Dakota scholars awarded with an industry partner.



SOUTHEAST TECHNICAL COLLEGE

Ongoing goals for STC's Build Dakota program include the following: (1) Strive for 85-90% of Build Dakota students sponsored, as the college recognizes some programs are difficult to secure sponsors; (2) Increase the number of businesses who sponsor students; (3) Remain consistent with holistic advising of Build Dakota Scholars and having them assigned/tracked by one Student Success Advisor; and (4) Annually evaluate the tiered sponsorship model for industry sponsors. For the first 6 years of Build Dakota, STC's financial commitment from sponsors remained unchanged. With the ongoing support for the Build Dakota program by Mr. Sanford, First PREMIER, and the Governor's Office, STC has evaluated its sponsorship requirements and realigned them, so businesses are more closely providing a 50% match depending on the programs they sponsor.



WESTERN DAKOTA TECHNICAL COLLEGE

A part of Western Dakota Tech's current strategic plan is advocating technical excellence. Sharing the successes of not just our Build Dakota students, but our Build Dakota graduates will help raise awareness of technical occupations and pride in the technical education to achieve entry into those skilled fields. The opportunities to share Build Dakota graduate successes will only be increasing with multiple cohorts now having numerous BDS Recipients completing their employment phases. Western Dakota Tech will also be increasing focus on strengthening the community connections of our Build Dakota alumni. This will not only help raise further awareness of the opportunity for future cohorts but help connect with employers that hired our Build Dakota graduates with the opportunities to further participate in the program. The synergy from these efforts will aid in increasing applications and sponsorships for future Build Dakota Cohorts.

SUCCESS STORIES

LAKE AREA TECHNICAL COLLEGE

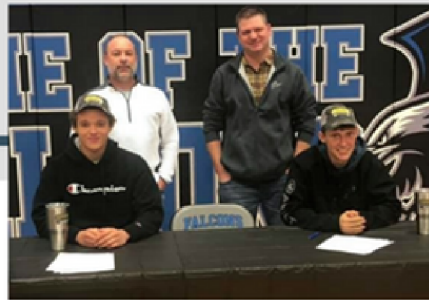
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Since 2018, Gray Construction Company has had the privilege to partner with 5 Build Dakota/Stretch-the-Million students with Lake Area Technical College.

We are extremely grateful to be able to partner with 3 students graduating in 2023-year Blake, Cole, and Gregory. It is reassuring that these gentleman, and other LATC graduates, receive a vast knowledge in the Building Trades program and **can excel and exceed our expectations in today's workforce.**

It is rewarding to know they can focus on their studies, graduate debt-free, and begin their adult lives with a career in their passion and interests. By offering this program with Lake Area Technical College and the Build Dakota/Stretch the Million Scholarship, **we are able to offer students an opportunity to stay in the local area, build up our community, and keep them in great state of South Dakota.**”

DUSTIN BROWNELL
GRAY CONSTRUCTION
WATERTOWN, SD



(TOP) TRAVIS TORGERSON AND DUSTIN BROWNELL (SEATED) GREGORY RICHARDSON AND COLE BUSSKOHL (NOT PICTURED) BLAKE PETERSON



“

I came into my leadership position right around the time Kamden was transitioning from an LPN to an RN in our facility. Kamden has proven herself to be an individual who takes initiative, shows up earlier than asks, volunteers without being asked, works tremendously hard, and carries herself in a polite, respectful manner.

She, without a doubt, provides safe and high quality patient care. She is reliable and always striving to help her coworkers out, even when her own plate may be stacked high!

TAYLOR HATTUM
AVERA ST. MARY'S
PIERRE, SD



KAMDEN CARTER

WITH THE BUILD DAKOTA SCHOLARSHIP, I DIDN'T HAVE THE FINANCIAL STRESS MOST COLLEGE STUDENTS HAVE AND WAS ABLE TO FOCUS ON LEARNING!

KAMDEN CARTER
COHORT 6 (LPN) & 7 (RN)





MITCHELL TECHNICAL COLLEGE

Kaden Axsom - Class of 2023

Kaden started his welding career as a full-time dual credit student at Mitchell Technical College. Kaden was selected to be a Mitchell Tech Build Dakota Ambassador and he accepted saying, "I want to help inform more people about the Build Dakota and the opportunities that the scholarship gives students".

The Build Dakota scholarship has allowed me to focus more on my schooling instead of working more hours to pay for college. Mitchell Tech and the Build Dakota scholarship has opened many opportunities for me.



"One of the many things that I am thankful for about the Build Dakota Scholarship is that they supply the tools that I need to further my education!" -Kaden Axsom

Continuing to grow with an Industry Partner!

Devon Munsen - Architectural Design and Building Construction Partner Summit Contracting - Platte SD

Original Report- March 2020

The Double-Edge Build Dakota scholarship helped me secure funds to pay for my education as well as provided me with a paid internship with the company. This opportunity allowed me to leave MTI debt-free and begin full-time employment with them after graduation. After only 6 months with the company, I received a significant raise, a bonus, and was promoted to Project Engineer for the company. Thank you to Build Dakota and Summit Contracting.



Update- March 2022

Two short years after graduating from Mitchell Tech and working for industry partner Summit Contracting, Devon has been promoted to Project Manager. Devon was the point person on a new campground construction project by Dock 44, on the Missouri River near Platte. Devon oversaw the construction from conceptual drawing through completion. Devon will be moving to a new division of Summit Contracting to manage all the design and estimating for their Apex building line. Devon stated that the Build Dakota/ Summit Contracting partnership has changed his life. He added, my friends who attended a 4-year school have not even graduated yet, I am employed and have had several promotions. Now, I have the opportunity to meet new MTC students while touring Summit Contracting!

Summit Contracting - Platte, SD

Summit Contracting has had a great and lasting relationship with Mitchell Tech, including being a proud partner with the Build Dakota Scholarship. Summit has many great MTC grads in entry level to lead rolls, providing a high level of work throughout our company. We are proud to be a Platinum Employer at Mitchell Technical College.



SOUTHEAST TECHNICAL COLLEGE



Aaron Wielenga - LPN – sponsored by Avera Health
Discovering a New, Rewarding Career

Student success stories like Aaron Wielenga’s, age 33, are plentiful at STC. Aaron pursued a degree in Human Services to help people. After college, he switched to sales to make more money, but the job was not rewarding for him.

“I always felt like I was underemployed and not being challenged, and it was honestly really depressing,” Aaron said. “I hit a breaking point and said, ‘Enough is enough.’ I passed my TEAS test and did well in my prerequisites. Build Dakota had been mentioned to me by several people at Southeast Tech. With this scholarship, I will be able to help others, learn a new skill, and love what I do for a living, all while working in my state! I’m incredibly grateful.”



Avril Hermosillo - Paramedic Science
Realizing a Dream for First-Generation Student

Avril Hermosillo knew she wanted to work in healthcare, but becoming a doctor or nurse were not the careers for her. Avril wanted to be a first responder on the scene, helping give people their best odds for survival.

“No one in my family has ever graduated from college, and a big reason for that was finances,” Avril said. “I was worried the same would be true for me, and I didn’t want to take on a lot of debt. Build Dakota is allowing me to focus on my classes, and it motivates me in class and outside of class to keep going toward my career goal. Receiving this scholarship is a life-changing gift!”



WESTERN DAKOTA TECHNICAL COLLEGE

Two student success stories we are sharing are Rebecca Freeman (Medical Laboratory Technician, not sponsored) and Adrian Cox (Automotive Technology, sponsored by Black Hills Tire). To best understand the impact the Build Dakota Scholarship has made for them, we asked them to share their experiences:

Rebecca Freeman

My name is Rebecca Freeman and first I am going to tell you about how I decided to apply for the Build Dakota Scholarship. When I was 19 years old, I was diagnosed with a rare condition called Familial Adenomatous Polyposis, abbreviated as FAP. In short, it is a condition where my body produces a lot of polyps, making me at a higher risk for cancer of all types. Once I learned about this disease, I underwent many procedures that went on for about 3 years so I could not attend work full-time.

I never felt like I was going to be able to afford school because of all my medical bills until I heard of the Build Dakota Scholarship.

The Build Dakota Scholarship has allowed me to accomplish more than I had even imagined when it comes to school and furthering my career. I decided to go into the Medical Laboratory Technician program with the help of this scholarship. I was very nervous that I wouldn't succeed and that I would disappoint this scholarship, but it gave me the motivation to succeed even more. I am almost graduated, and I have a 3.95 GPA and have all these different job opportunities because of the help that this scholarship gave me.

I never thought that I would succeed this much in college and find a career that I love. If I had never gotten this scholarship, then I never would have gone for this degree because I would have been worried about having to pay all my bills. This scholarship has given me the courage to go on to my bachelor's degree and become a Medical Laboratory Scientist. I saved all this money by having the Build Dakota Scholarship and now I can afford a forward mobility program to eventually further my degree even more.

To finish my story off, I just want to say that I couldn't have done any of this without the Build Dakota Scholarship program. I still have a long way to go when it comes to my goals for my career and education, but I never would have found out what I wanted to do without this Scholarship. I am so grateful that there was this scholarship available for me to help further my career and get the degree I always wanted. Thank you so much for your help and for helping me throughout my education at Western Dakota Tech, I cannot thank you enough.

Adrian Cox

The Builds Dakota scholarship to me is much more than just a form of financial aid. It has been a tremendous stress reliever in my last two years of school. I call it a stress reliever because it allows me to not focus on my financial situations at school but rather delve completely into my classwork. The Builds Dakota scholarship has (in my opinion) zero flaws. The BDS administrative staff has a serious and devoted intent to help me succeed and with every question they get, they are able to provide an answer, this means so much more than words can describe. This scholarship truthfully is the only reason I was able to go to school because I had just bought a house weeks before my first semester at WDT would start. But even after the purchase of my house and starting school I can pay my mortgage every month just by working part time because I have no payments to make for school, books, etc.

Furthermore, the BDS has helped me in ways outside of classes too. My schooling has helped my knowledge and experience in the workforce, when I started classes I was doing mostly tires and the occasional oil change here and there at work, now though, I am doing quite literally everything you can think of in terms of vehicular repairs, from brakes all the way to engine teardowns. Along with that I have also become an ASE certified automobile technician. This is all thanks to the Builds Dakota scholarship, without it I most likely wouldn't be in school and my knowledge of the career I am in would be miniscule compared to where it is now.

I cannot thank the BDS staff enough for the opportunities they have given me and the continuous help and support they show daily. Truly an amazing scholarship and staff.

Black Hills Tire

Black Hills Tire has been a Build Dakota sponsor for the last two cohorts and is sponsoring again in the upcoming cohort. In addition to their own sponsored students, the owners, Weston & Tenise Chapman, have multiple Build Dakota Students from the Automotive Technology program working at their business. The advocate strongly for education for the automotive technician industry and have referred other employers with questions about the Build Dakota Program to Western Dakota Technical College's scholarship office. They are true partners in addressing the needs of technical education in South Dakota. Western Dakota Technical College nominated them for the 2023 Silver Star of Excellence Award given jointly by the American Technical

Education Associate and National Technical Honor Society. Their partnership with the college has extended beyond their sponsorship. Weston serves on the Automotive Technology Program Advisory Board. Tenise serves on the WDT Foundation Board. They also created the Jim Schnaible Memorial Scholarship (\$10,000) to award in addition to their Build Dakota Scholarship sponsorship to other WDT Automotive Students to help grow their industry. Here is their experience in their own words:



Black Hills Tire believes strongly in education and developing skills that will grow the automotive technician industry. We are lucky to have an automotive program at WDT that continues to stay up to date on the latest technology in the industry and also has a very high placement rate for their graduating students.

Our goal is to take the burden of education costs out of the equation when students are considering the automotive technology program at WDT.

Since 2021, Black Hills Tire has been part of the Build Dakota Scholarship Program. We are currently sponsoring two students in the program, with a third student starting in the Fall of 2023. In addition to the Build Dakota, we are also proud to have established the Jim Schnaible Memorial Scholarship. Jim was an instructor for the automotive technology program at WDT for over 34 years and inspired many to continue and grow their careers in the industry. Each year a new student is awarded this \$10,000 scholarship.

By partnering with WDT, we are building our employee base at Black Hills Tire. The students attending WDT are excited to share their knowledge and keep our existing technicians on their toes, by encouraging them to learn and stay current in the ever-changing industry.

It is so important to us to keep continuing this partnership with WDT. We tell everyone about the experience and how easy it is, with the help of Andrew and the WDT Foundation. We look forward to partnering with WDT for many years to come.

Monument Health

Monument Health has sponsored students for the Build Dakota Scholarship as far back as cohort 4 but has become more involved in the partnership the last few cohorts. In Cohort 8 they sponsored 13 students amongst 4 programs (LPN, RN, Medical Laboratory Technician, and Surgical Technology). While they had left sponsorship up to individual departments, their commitment has grown so their Human Resources Office is also seeking to ensure sponsorships company wide for cohort 9. When asked to share their Build Dakota Sponsorship experience, they said:

It is an honor to be an industry sponsor for the Build Dakota Scholarship Program. This program is a powerful tool for Monument Health. The Build Dakota Scholarship Program provides a skilled workforce for South Dakota and assists us in carrying out our mission of "Making a Difference Every Day." Over the past couple of years, this program has been impactful in many ways. We are able to support a student to gain the skills they need for their profession and provide the security of knowing they have a career with us upon graduation. By being able to provide this scholarship, we are building a strong workforce and sustained pipeline for the high needs of the health care profession. With the financial support, the student can then focus on their course work and profession and not worry about how it will financially impact them or where they will find a career upon graduation. This partnership is a win-win-win-win for the student-State of South Dakota-Monument Health-and the community we serve.

