



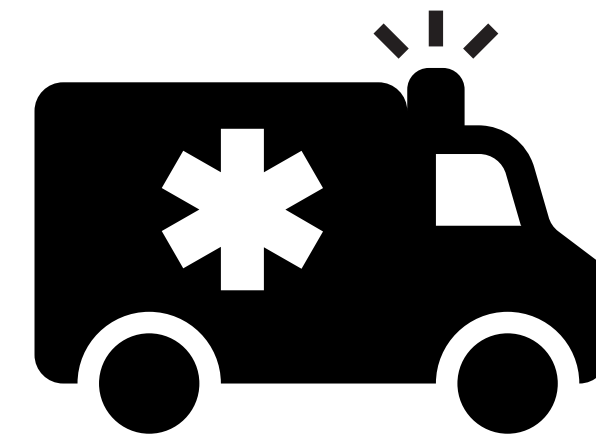
S O U T H   D A K O T A

---

**Foundation for Medical Care**



EMS EXTRAS WEBINAR SERIES



Expertise on EMS Programs and Resources

<https://sdfmc.org/ems-regional-service-designation/>



## EMS DISTRICT 4 & 7 PRIORITIES

- **Collaboration:** Working Together to Achieve EMS Improvement
- **Funding:** Identifying Sources for Sustainable Funding
- **Workforce:** Engaging the Younger Generation

# BUILD DAKOTA PARTNERSHIPS PROMOTE EMS WORKFORCE PIPELINE



- **Deni Martin**  
Program Manager - Build Dakota Scholarship
- **Melissa Waldner**  
Business Partner Specialist - Lake Area Technical College

## Speaker Objectives:

- Describe the scholarship program and industry partnership opportunity
- Explain the process for supporting and hiring a scholar
- Highlight timelines and key steps to support and secure a scholar





# The Connection of Build Dakota

*More Than a Scholarship*





# Why Build Dakota?

- **Impact workforce shortage** – working together on the same mission!
- **Encourage communities to work together locally** to address workforce shortage
- **Help young people** understand the opportunities in their own backyard.
- **Increase job shadowing, internships, part-time work.**
- **Address skills gap**
- **Retain workforce and youth** in South Dakota
- **Shine a light** on high-demand fields with high wages
- **Connect businesses** with skilled workers
- **New attention** to technical education and trades
  - Less expensive
  - Concentrated time on degree program = faster to the workforce
  - Hands-on learning







# BUILD DAKOTA

SCHOLARSHIP FUND







**BUILD  
DAKOTA**  
SCHOLARSHIP FUND

# Student Commitment

Scholars sign a contract with  
Build Dakota and a separate  
contract with their industry partner

**During  
Enrollment**

**After  
Graduation**

**DEBT CONVERSION**







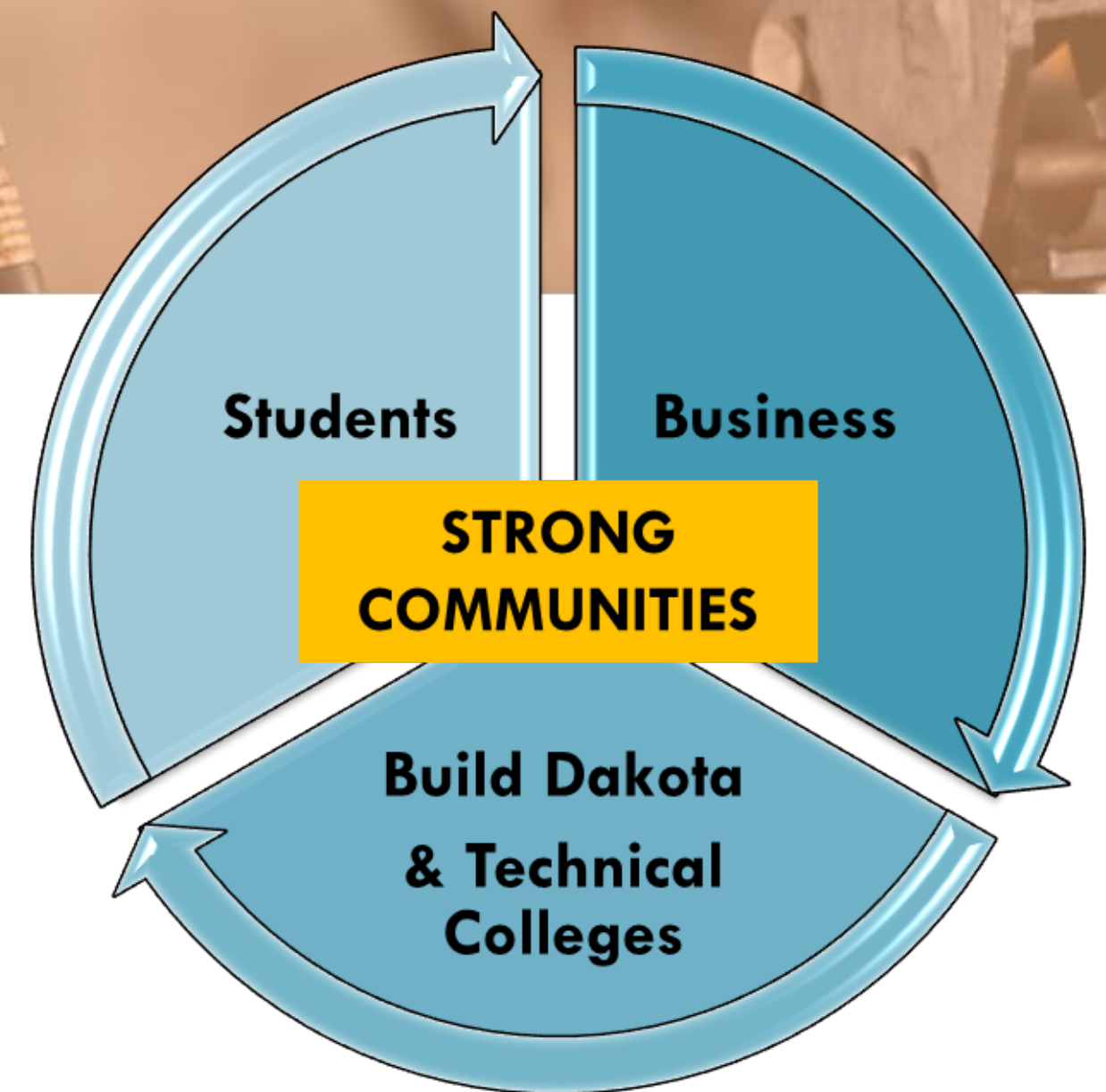
## Industry Partners



What we know after 11 years...

Workforce must be addressed locally to make a statewide impact.

[BuildDakotaScholarships.com/about/industry-partners](https://BuildDakotaScholarships.com/about/industry-partners)







STRETCH-THE-MILLION

MELISSA WALDNER, 605-882-5284

Melissa.Waldner@lakeareatech.edu



DOUBLE EDGE

Robin Jacobsen 605-995-7144

Robin.Jacobsen@mitchelltech.edu



SPONSOR-A-SCHOLAR

KELLI ROGOTZKE, 605-367-5512

Kelli.Rogotzke@southeasttech.edu



HAVE YOUR PICK

TANNER CONLEY, 605-718-3066

Tanner.Conley@wdt.edu



Build Dakota Industry Partner Programs





# Benefits for Participating Businesses

- Utilize Build Dakota funds to train your own workforce
- Show community support
- Advertise participation
- Recruit using job shadowing, internships, part-time work to cultivate future employees
- Create a culture of recruitment
- Help future students understand the profession (perhaps change negative perceptions)
- Upskill current staff - this program is for all ages
- Advertising vs. training
- Stay competitive with other businesses- students are now seeking out Build Dakota employers
- Build your relationship with technical colleges



# Paths to Partnership

1

Student/business connect prior to application

2

Businesses review applications

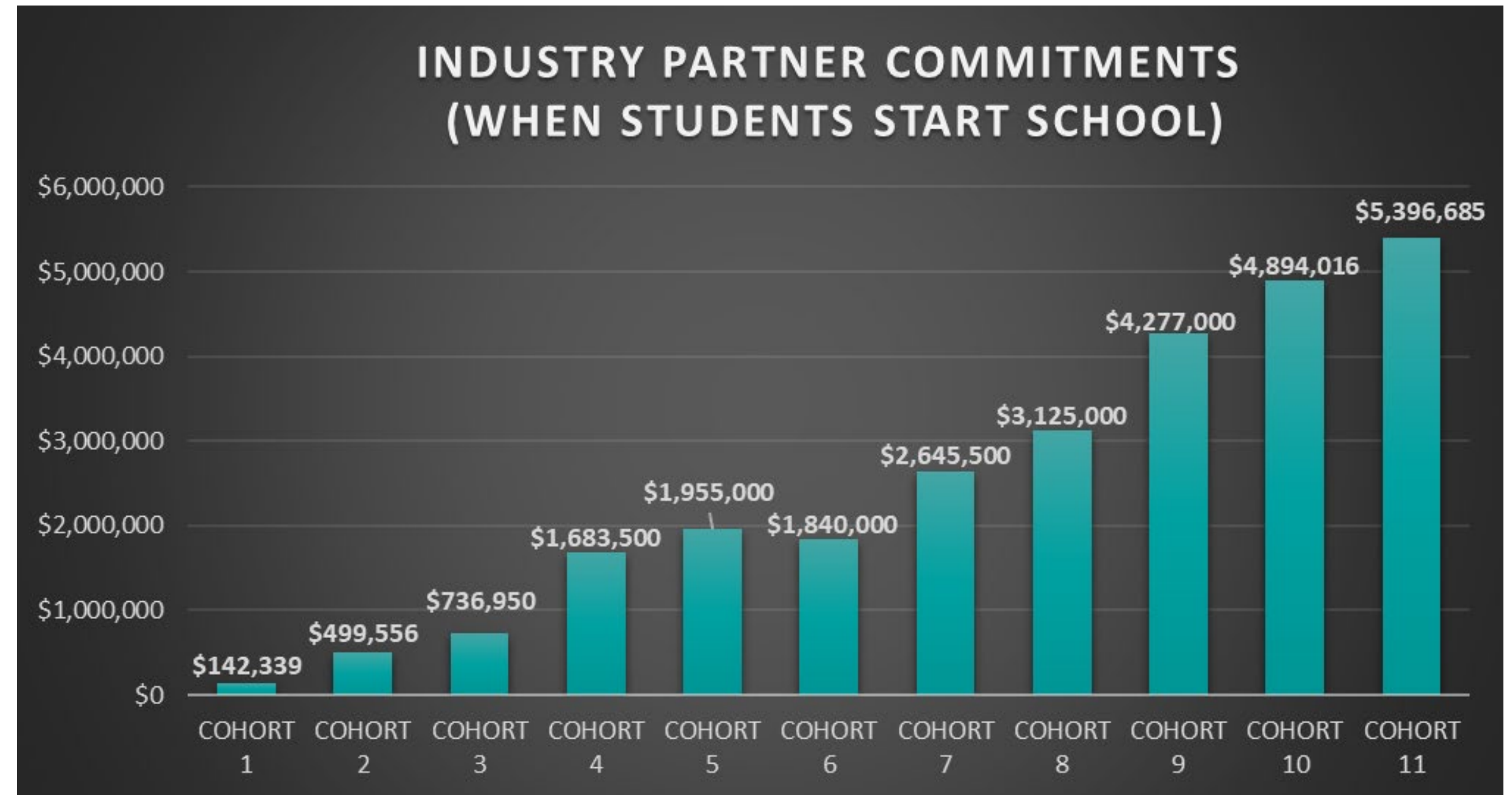






# Industry Partner Commitment

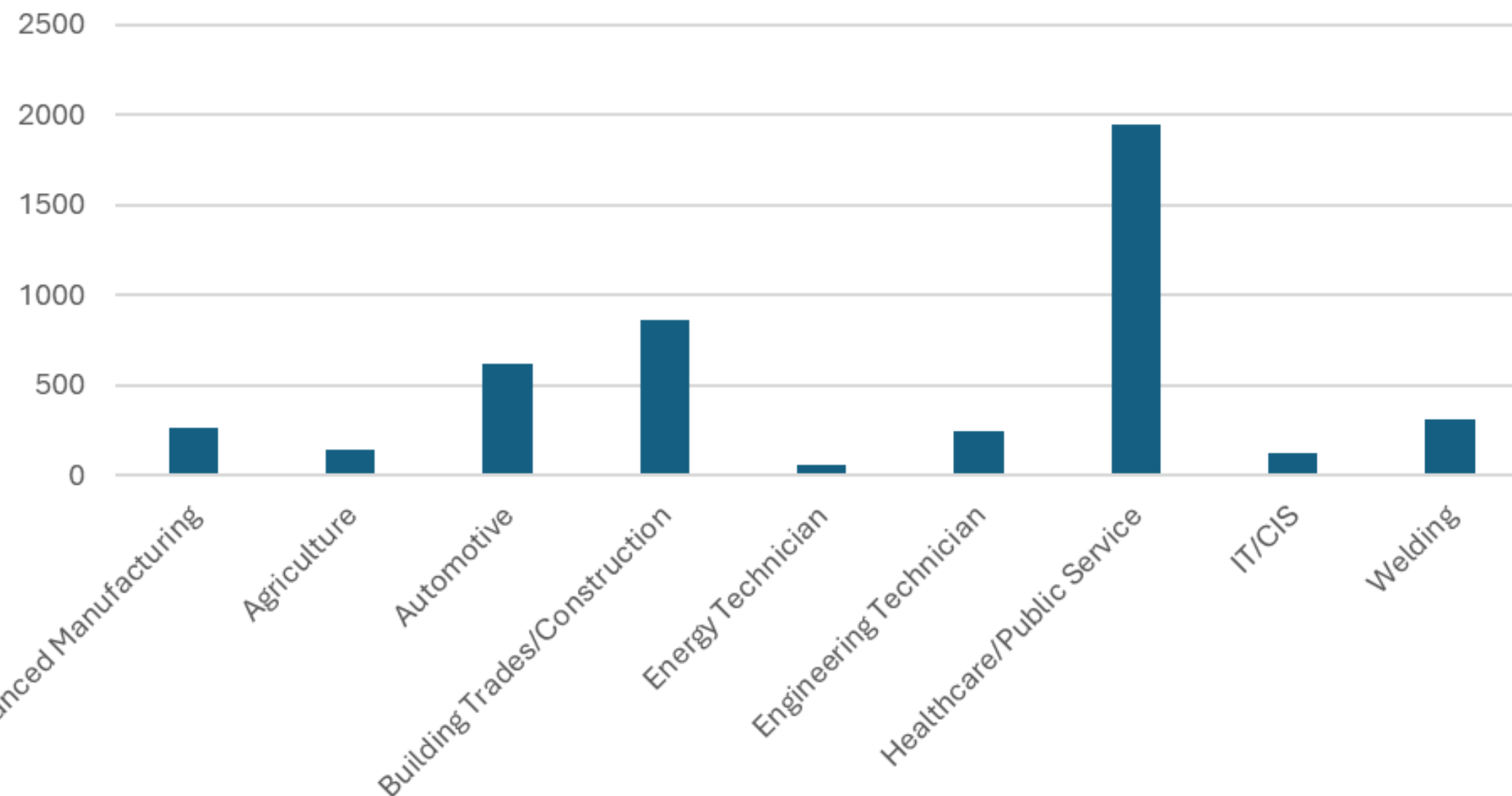
Each technical college receives approx. \$1.3M each year for scholarships prior to industry commitments





# HEALTHCARE STATS

Awards by Workforce Trade Cohorts 1-11  
 \*Cohort 11 Public Service Removed



## 11 Years:

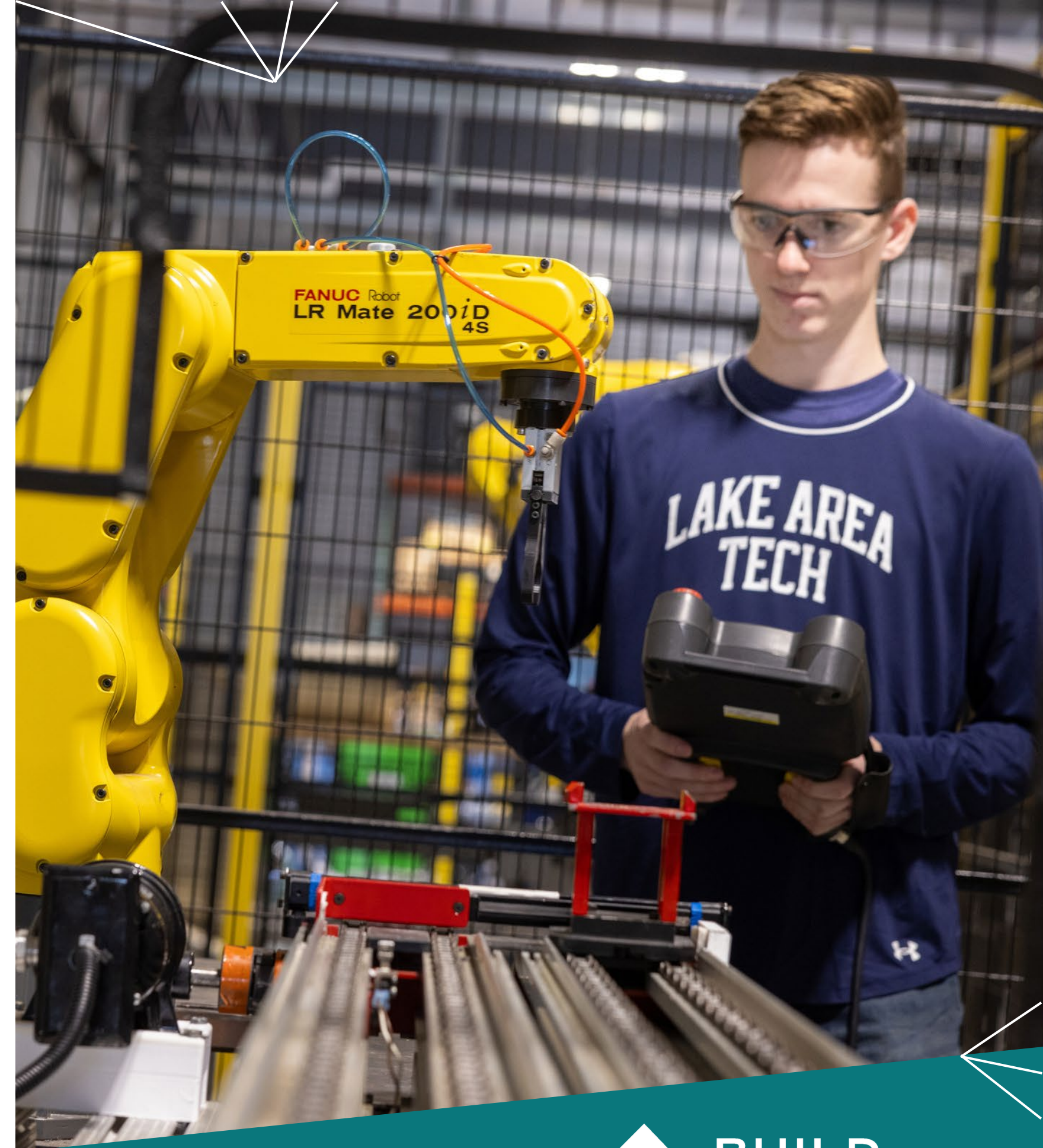
- 4589 Total Build Dakota Awards
- 1926 of those were in Healthcare
- 71 Paramedic/Med-Fire Rescue

## PAST AND CURRENT PARAMEDIC/MFR PARTNERS:

- ABERDEEN FIRE AND RESCUE
- AMERICAN MEDICAL RESPONSE
- AVERA HEALTH
- AVERA MCKENNAN
- BROOKINGS HEALTH SYSTEM
- CITY OF LENNOX
- HURON REGIONAL
- MADISON REGIONAL HEALTH- AURORA
- MOBRIDGE REGIONAL HOSPITAL

# 2026-27 High-Need Fields of Study

- Advanced Manufacturing
- Agriculture
- Automotive/Diesel
- Building Trades/Construction
- Energy Technicians
- Engineering Technicians
- Healthcare
- IT/Computer Information Systems
- Public Service
- Welding





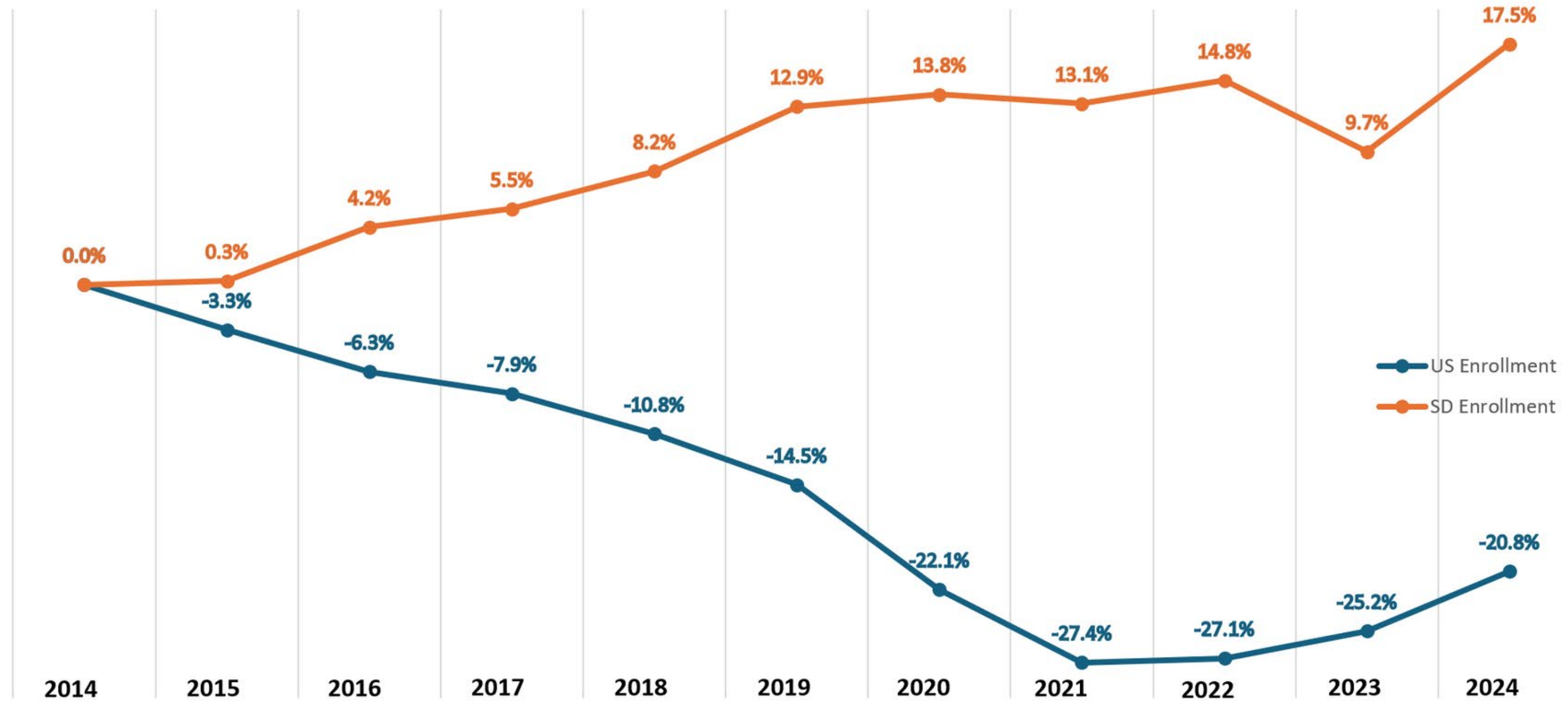




No, he doesn't have a pulse.



## Comparison of Cumulative Changes in Fall Enrollment (2014-2024) Two-Year Public Institutions: National vs SD



US Enrollment Data provided from National Student Clearinghouse Current Term Enrollment Estimates.  
SD Enrollment Data provided from Board of Technical Education Fall 2024 Enrollment Report.

# Build Dakota Roadshows

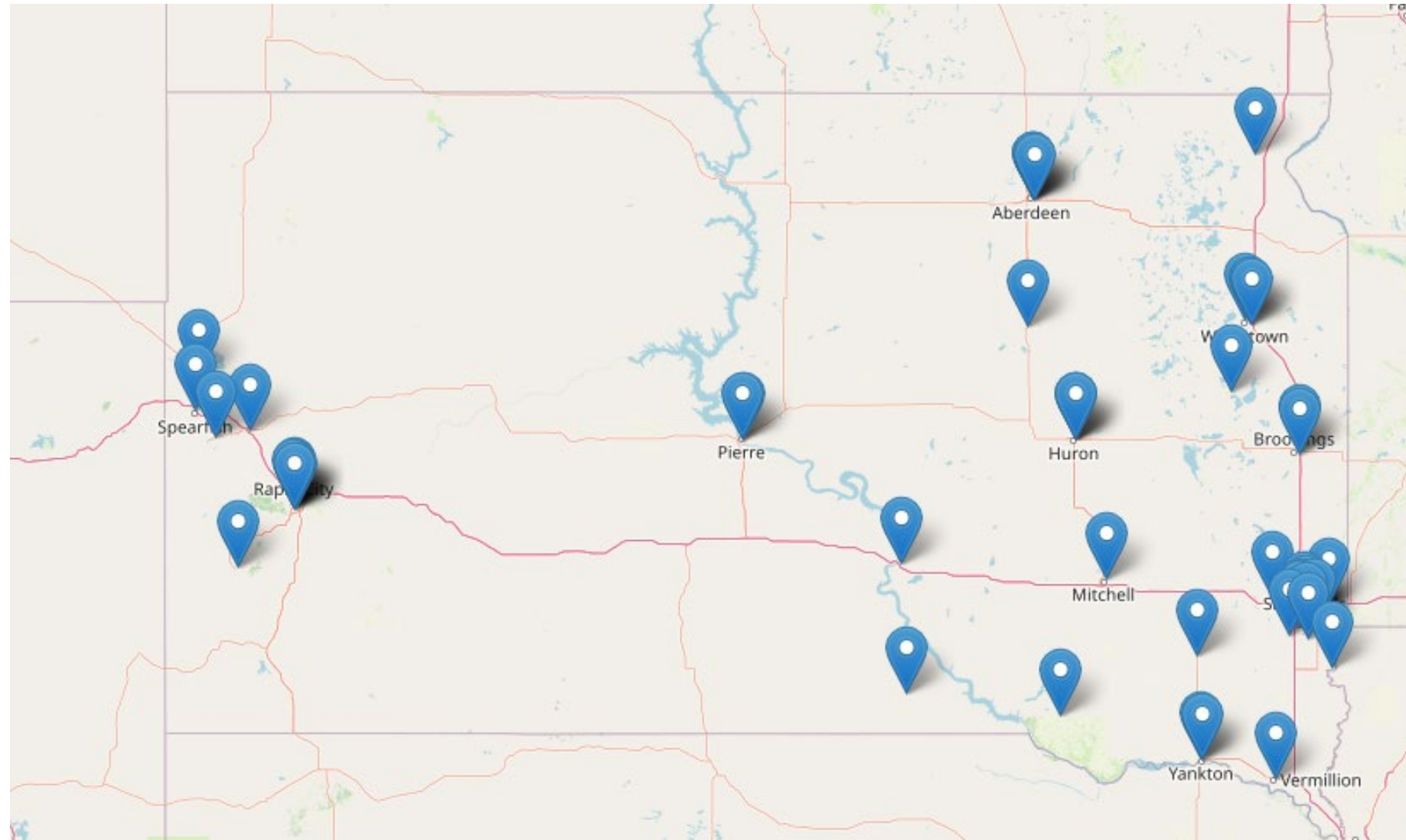
- What is Build Dakota? **How to apply?**
- What is the **skills gap**?
- Why is career exploration important to them?
  - They need to be having **real life experiences** and connecting with future employers
- **Exploring all options**: Technical Colleges vs. 4-Year Degree
- What is South Dakota's **workforce shortage**?  
How they can use it to their benefit?
- Industry **Partnerships**
- FAFSA and reconsidering **student loans**
- **Businesses can connect** directly with students



Student Presentations



# Get on “the map” so we can funnel students to you!





## Community Discussions



# Roadshows

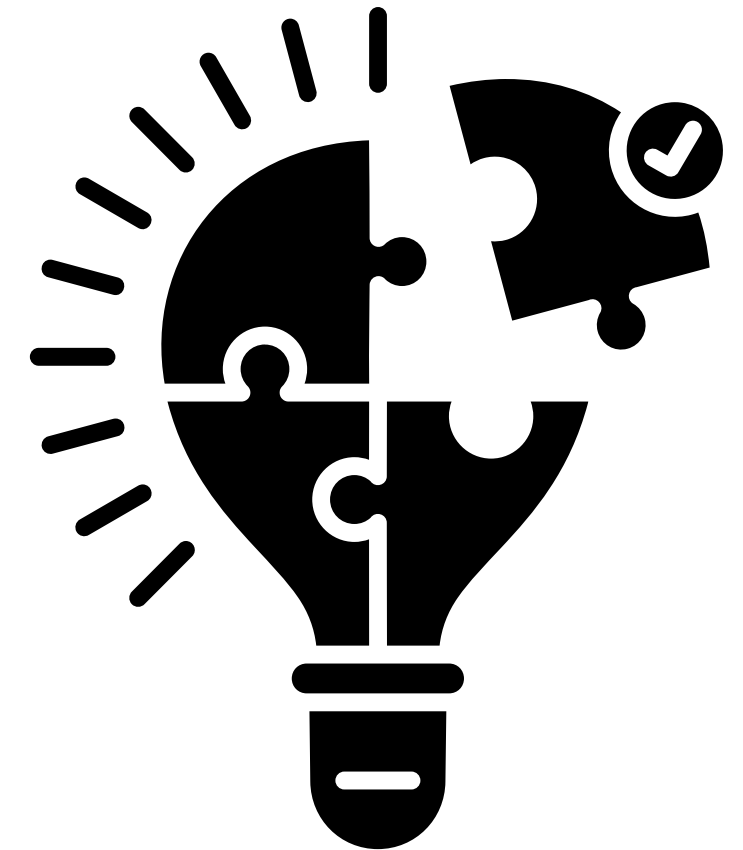
Communities are encouraged to schedule community meeting to discuss local workforce needs in conjunction with student presentations. Students are only one piece of this. These discussions help identify:

- What are the workforce needs of this community?
- How are we giving our students the opportunity to explore the careers we need?
- How can we support our local high school to make connecting to our local businesses easier for them?
- How are making sure our potential workforce understands the opportunities we have available for them?
- What other “out of the box” ideas do we have to address our workforce shortage locally?



# Non-Scientific Observations

- Inconsistencies across the state with **career exploration in high schools**
  - Need businesses and economic development to help bridge gaps
- “Out of the Box” ideas for businesses to **build relationships**
- Many communities are working in silos
  - Need more **public-private partnerships between high school, economic development and businesses** around workforce
- Students missing out on potential partnerships with **tribes and non-profit organizations**
- Consider unified mission **promoting careers**
- Communities may want to consider creating “**opportunity maps**” so future workforce understands what is available if they want to stay in the area (not a job board)



# Local Career Inventory

Listing by Business:								
Name of Organization	Career Requires Further Education	Employee Training with No Formal Education	Full-Time	Part-Time	Job Shadowing/ Internships	Build Dakota Sponsor	Other Opportunities	Contact
City Hospital	CNA, LPN, RN, Doctors, Radiology Technicians, Medical Lab Technicians, Paramedic, Accounting	Office Staff, Custodians, Dietary	Yes	Yes	Yes	Yes	Free CNA Training, Additional Scholarships, Hiring Bonus	HR Name, Phone and Email
City Car Sales	Automotive Technician, Diesel Technician, Accounting	Office Staff, Sales	Yes	Yes	Yes	Yes	Offers certifications through Toyota	HR Name, Phone and Email
City High School	Teachers, Administrators, IT, Paraprofessionals, Accounting/Business Office, RN	Office Staff, Kitchen Staff, Custodians	Yes	Yes	Yes	No	Fill in blank	HR Name, Phone and Email
City of Studentville	Accounting, Diesel Technician	Office Staff, City Maintenance, Custodians	Yes	No	Yes	No	Fill in blank	HR Name, Phone and Email
City Super Manufacturing	Robotics, Mechatronics, Precision Machining, Electrician, Welding, Engineering, Accounting, Human Resources	Office Staff, Custodians, Front Line	Yes	Yes	Yes	Yes	Fill in blank	HR Name, Phone and Email
ABC Manufacturing	Robotics, Mechatronics, Precision Machining, Electrician, Welding, Engineering, Accounting, Human Resources	Office Staff, Custodians, Front Line	Yes	Yes	Yes	No	Fill in blank	HR Name, Phone and Email
City Construction	Building Trades Technology, Construction Management, Electricians, Architectural Design, Heavy Equipment, HVAC, Plumbing,	Office Staff, Custodians, Front Line, Laborers	Yes	Yes	Yes	Yes	Fill in blank	HR Name, Phone and Email

Don't forget to identify services not currently available (i.e. plumbing or automotive) that could be an opportunity!





# Application Window

January 1 - March 31, 2026

Learn More

[www.BuildDakotaScholarships.com](http://www.BuildDakotaScholarships.com)

Follow us on Social Media



**Deni Martin, Program Manager**  
**[deni@builddakotascholarships.com](mailto:deni@builddakotascholarships.com)**  
**605.347.1804**

---

**Rita Nelson, Workforce Relations Coordinator**  
**[rita@builddakotascholarships.com](mailto:rita@builddakotascholarships.com)**  
**605.760.4284**

**[www.BuildDakotaScholarships.com](http://www.BuildDakotaScholarships.com)**  
**[www.WorkSmartSD.com](http://www.WorkSmartSD.com)**







Visitors, please do not touch the artwork.  
The artwork is a wall display, not a  
physical object. Please do not touch it.

• Room  
1000/1001





S O U T H   D A K O T A

---

**Foundation for Medical Care**



# QUESTIONS AND ANSWERS

# EMS HEROES AND HIGHLIGHTS CAMPAIGN

*Every story helps  
raise awareness  
and strengthen  
support for EMS.*





# HUB STATIONS SUPPORT EMS IN SPINK COUNTY



- **Eric Schueth**  
Ambulance Director  
Redfield Community Memorial Hospital Avera
- **Austin Fischbach**  
Paramedic/Firefighter  
Aberdeen Fire & Rescue/Advanced Care

- Describe the Spink County Ambulance service area
- Explain the purpose and benefits of the rescue squads in Mellette/Northville
- Highlight lessons learned and plans for extending the hub station model in Spink County



## CONTACT:

**Stephanie Hanson, RN**

[Stephanie.Hanson@sdfmc.org](mailto:Stephanie.Hanson@sdfmc.org)

**Stacie Fredenburg, BA, PMP**

[Stacie.Fredenburg@sdfmc.org](mailto:Stacie.Fredenburg@sdfmc.org)