



## 2018-2019 Florida Job Growth Grant Fund Workforce Training Grant Proposal

Proposal Instructions: The Florida Job Growth Grant Fund Proposal (this document) must be completed and signed by an authorized representative of the entity applying for the grant. Please read the proposal carefully as some questions may require a separate narrative to be completed. If additional space is needed, attach a word document with your entire answer.

### Entity Information

Name of Entity: Florida SouthWestern State College

Federal Employer Identification Number (if applicable): [REDACTED]

Primary Contact Name: Deborah Selman, DNP, RN

Title: Interim Associate Dean, Nursing Administrator

Mailing Address: 8099 College Parkway  
Fort Myers, FL 33919

Phone Number: 239-489-9412

Email: dselman@fsw.edu

Secondary Contact Name: Joseph van Gaalen, Ph.D.

Title: Director, Assessment, & Effectiveness

Phone Number: 239-433-6965

### Workforce Training Grant Eligibility

Pursuant to 228.101, F.S., the Florida Job Growth Grant Fund was created to promote economic opportunity by improving public infrastructure and enhancing workforce training. This includes workforce training grants to support programs offered at state colleges and state technical centers.

Eligible entities must submit proposals that:

- Support programs and associated equipment at state colleges and state technical centers.
- Provide participants with transferable and sustainable workforce skills applicable to more than a single employer.
- Are offered to the public.
- Are based on criteria established by the state colleges and state technical centers.
- Prohibit the exclusion of applicants who are unemployed or underemployed.

### 1. Program Requirements:

(If additional space is needed, attach a word document with your entire answer.)

Each proposal must include the following information describing how the program satisfies the eligibility requirements listed on page 1.

A. Provide the title and a detailed description of the proposed workforce training.

FWS Charlotte Campus Simulation Center Rebuild (see attached word document for detailed description).

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B. Describe how this proposal supports programs at state colleges or state technical centers.

See attached word document.

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C. Describe how this proposal provides participants transferable, sustainable workforce skills applicable to more than a single employer.

See attached word document.

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D. Describe how this proposal supports a program(s) that is offered to the public?

See attached word document.

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E. Describe how this proposal is based on criteria established by the state colleges and state technical centers.

See attached word document.

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F. Does this proposal support a program(s) that will not exclude unemployed or underemployed individuals?

Yes

No

See attached word document for additional details.

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- G. Describe how this proposal will promote economic opportunity by enhancing workforce training. Please include the number of program completers anticipated to be created from the proposed training. Further, please include the economic impact on the community, region, or state and the associated metrics used to measure the success of the proposed training.

See attached word document.

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**2. Additional Information:**

(If additional space is needed, attach a word document with your entire answer.)

- A. Is this an expansion of an existing training program?  Yes  No  
If yes, please provide an explanation for how the funds from this grant will be used to enhance the existing program.

See attached word document for additional details.

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- B. Does the proposal align with Florida’s Targeted Industries?  Yes  No  
([View Florida’s Targeted Industries here.](#))

If yes, please indicate the specific targeted industries with which the proposal aligns.  
If no, with which industries does the proposal align?

Targeted industries include the Life Sciences area, specifically the areas of medical devices and diagnostic testing.

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- C. Does the proposal align with an occupation(s) on the Statewide Demand Occupations List and/or the Regional Demand Occupations List? (View Florida’s Demand Occupations List here.)  Yes  No

If yes, please indicate the specific occupation(s) with which the proposal aligns.  
If no, with which occupation does the proposal align?

See attached word document for additional details.

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- D. Indicate how the training will be delivered (e.g., classroom-based, computer-based, other).  
 If in-person, identify the location(s) (e.g., city, campus, etc.) where the training will be available.  
 If computer-based, identify the targeted location(s) (e.g. city, county, statewide) where the training will be available.

The training will be delivered in a healthcare simulation-based setting on FSW's Charlotte Campus located in Punta Gorda, Florida.

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- E. Indicate the number of anticipated annual enrolled students and completers in the proposed program.

See attached word document.

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- F. Indicate the length of program (e.g., quarters, semesters, weeks, etc.), including anticipated beginning and ending dates.

Begin Date: \_\_\_\_\_

End Date: \_\_\_\_\_

See attached word document.

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- G. Describe the plan to support the sustainability of the program after grant completion.

See attached word document.

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- H. Identify any certifications, degrees, etc. that will result from the completion of the program. Please include the Classification of Instructional Programs (CIP) code and the percent of completer in each code, corresponding with Section E.

See attached word document.

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- I. Does this project have a local match amount?

Yes       No

If yes, please describe the entity providing the match and the amount (Do not include in-kind).

See attached word document.

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- J. Provide any additional information or attachments to be considered for the proposal.  
See attached word document.

### 3. Program Budget

(If additional space is needed, attach a word document with your entire answer.)

**Estimated Costs and Sources of Funding:** Include all applicable workforce training costs and other funding sources available to support the proposal.

1.) **Total Amount Requested**      \$ 2,053,887.00  
Florida Job Growth Grant Fund

2.) Other Workforce Training Project Funding Sources:

City/County                      \$ 0.00  
Private Sources                      \$ 0.00

Other (grants, etc.)                      \$ 466,793.00  
Total Other Funding                      \$ 466,793.00

Please Specify: See attach

3.) Workforce Training Project Costs:

Equipment                      \$ 640,675.00  
Personnel                      \$ 0.00  
Facilities                      \$ 1,200,530.00  
Tuition                      \$ 0.00  
Training Materials                      \$ 0.00

Other                      \$ 212,682.00  
**Total Project Costs**                      \$ 2,520,680.00

Please Specify: See attach

**Note:** The total amount of the project should equal the total amount requested plus the total other funding.

- 4.) Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding, how equipment purchases will be associated with the training program, if applicable, and any other pertinent budget-related information.

See attached word document.

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#### 4. Approvals and Authority

(If additional space is needed, attach a word document with your entire answer.)

- A. If entity is awarded grant funds based on this proposal, what approvals must be obtained before it can execute a grant agreement with the Florida Department of Economic Opportunity (e.g., approval of a board, commission or council)?

See attached word document.

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- B. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the entity and the Florida Department of Economic Opportunity:

- i. Provide the schedule of upcoming meetings for the group for a period of at least six months.
- ii. State whether entity is willing and able to hold special meetings, and if so, upon how many days' notice.

See attached word document.

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- C. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the entity. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc.

See attached word document.

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I, the undersigned, do hereby certify that I have express authority to sign this proposal on behalf of the above-described entity and to the best of my knowledge, that all data and information submitted in proposal is truthful and accurate and no material fact has been omitted.

Name of Entity: Florida SouthWestern State College

Name and Title of Authorized Representative: Gina Doeble, VP of Administrative Services

Representative Signature: 

Signature Date: 10.3.18

## 1. Program Requirements:

*Each proposal must include the following information describing how the program satisfied the eligibility requirements listed on page 1.*

### *A. Provide the title and a detailed description of the proposed workforce training.*

The American Association of Colleges of Nursing and the National League for Nursing have reported widespread shortages of clinical training sites throughout the United States resulting in nursing schools turning away over 65,000 qualified applicants (Lippincott Nursing Education, 2017). The shortage of clinical experience training sites limiting enrollment of nursing students, contributes to the trending increased demand for graduate nurses.

The Florida Board of Nursing (2018) permits pre-licensure Associate Degree Nursing education to provide evidence-based use of simulation to substitute for up to 50% of traditional clinical training experiences without compromising learning outcomes. Evidence-based simulation facilities require fully interactive healthcare training to be as realistic as possible simulating actual hospital and community health experiences. The redesign for the Charlotte Campus Simulation Center will allow for full 50% utilization of customized evidenced-based training for a safer healthcare system, increasing enrollment, improving recruitment opportunities for nursing graduates, and expansion of the FSW Simulation Center of Excellence.

The Florida SouthWestern State College (FSW) Charlotte Campus Simulation Center Rebuild for Workforce Growth and quality in healthcare proposes to design a state of the art simulation training center to increase the capacity for training pre-licensure nursing students and expand the gateway for EMT's and other healthcare provider training. Funding for the internal structure rebuild of the simulation center will provide evidence-based real life experiences needed for training quality nurse graduates and allow for FSW to expand the number of nursing students graduating into our community workforce.

### **Design Enhancement**

Using a cutting edge technology infrastructure with high-fidelity simulation mannequins in a replicated healthcare environment modernizes the learning experience for healthcare workforce training. Dodson (2016), the lead simulation specialist at Johns Hopkins Simulation Center, emphasizes the need of realism for the learners to apply practice into real clinical situations. The design and size for each room are key considerations that “allows for teaching choreography, systems integrations, and utilization of resources while promoting a shared mental model of team performance” (para 9).

A successful and efficient simulation center provides a variety of rooms for training purposes including control monitor stations, patient suites, debriefing rooms, and classroom space. It is also recommended there be drop ceilings, simulated air, gas, and suction, hospital and community setting furnishings, and state of the art technology including audiovisual equipment, networking, computers, and software. Funding for this project will convert and expand an existing open low-fidelity training area into an improved evidence-based workforce training environment. A floor plan of the projected use of space for the proposed simulation training center utilization several current classrooms, storage areas, and hallways, is shown in Figure 1.



FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

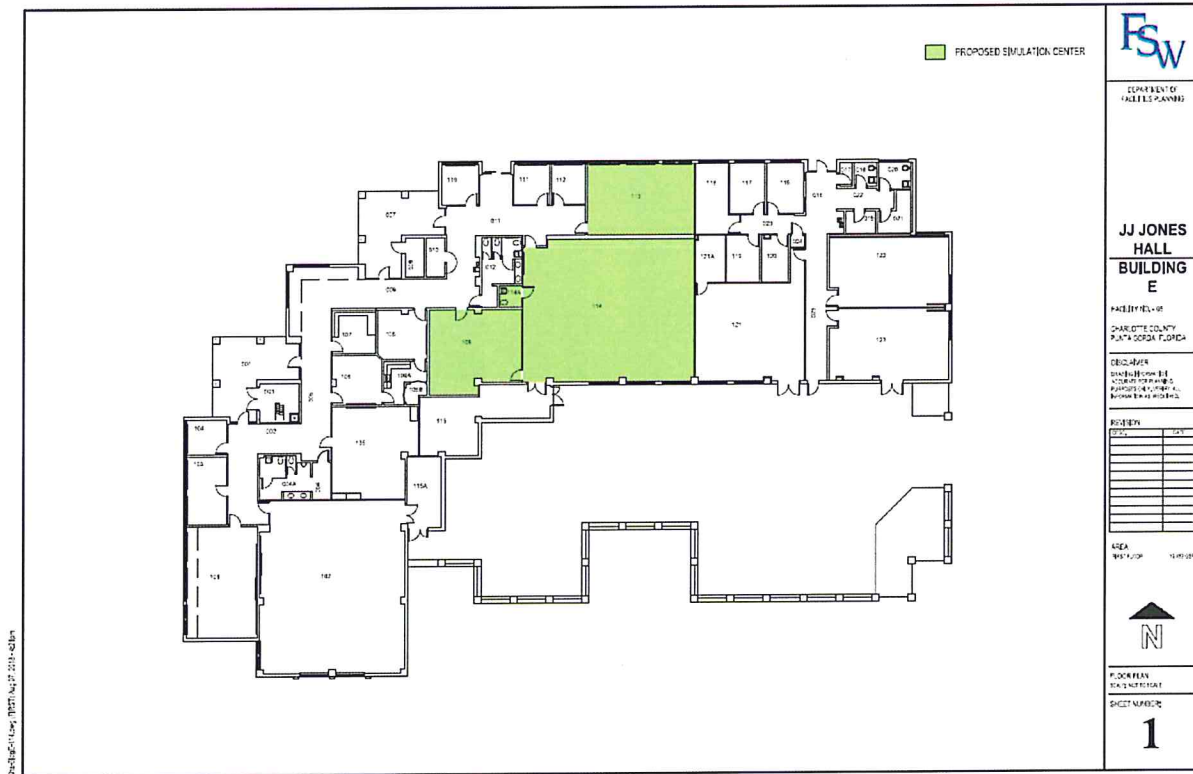


Figure 1. Space utilization of current classroom/storage space for the proposed simulation center floor (green areas). Largest room, Room 114 (located center image) coupled with Room 113 (located top of image) will house the proposed series of hospital rooms along with a debriefing center and nursing station.

**Deploying evidence-based training for a safer healthcare system**

The International Nursing Association for Clinical Simulation and Learning (INACSL) (2016) support the standards of best practice in the science of simulation which creates valuable and consistent platforms for training that result in better patient outcomes. The National League for Nursing (2015) reports that teaching with simulation builds a strong and diverse nursing workforce. The FSW nursing program believes that experiential learning with high quality simulation meets the demands of our healthcare communities needing professionally trained graduates requiring minimal residency training. FSW is committed to professional workforce training in support of the simulation program within the School of Health Professions. Alexander et al. (2015), define simulation as a technique to amplify fully interactive experiences capturing characteristics of the real world contributing to a safer healthcare system. The authors support improved critical thinking and clinical reasoning, enhanced skill competencies, and industrialized knowledge as a result of simulated experiences. A high-fidelity simulation environment offers a variety of scenario experiences that students often do not obtain during limited exposure to patients in traditional clinical experiences. This funding grant will provide the appropriate facilities and resources to accommodate evidence-based simulation workforce training, providing our communities with safer quality patient care.

*B. Describe how this proposal supports programs at state colleges or state technical centers.*

According to a survey from the Florida Center for Nursing’s Review of Florida’s Nursing Education Programs in 2016-2017, the number of available seats in nursing education programs has decreased by 27% from 2015-16 to 2016-17 (Unruh, et al., 2018). This is in the face of a steady number of

applications received by nursing programs (see Figure 2 below) as well as a large number of open positions for Registered Nurses (RNs) in the State of Florida, currently at over 14,000 (<https://www.bls.gov/oes/current/oes292041.htm>). This points directly to the availability of educational programming not matching the demands of the economy which at the very heart of this project. Once Florida SouthWestern State College's Nursing Program establishes the new facility, the economic need can be attended to and help to narrow the gap between available seats and open nursing positions.

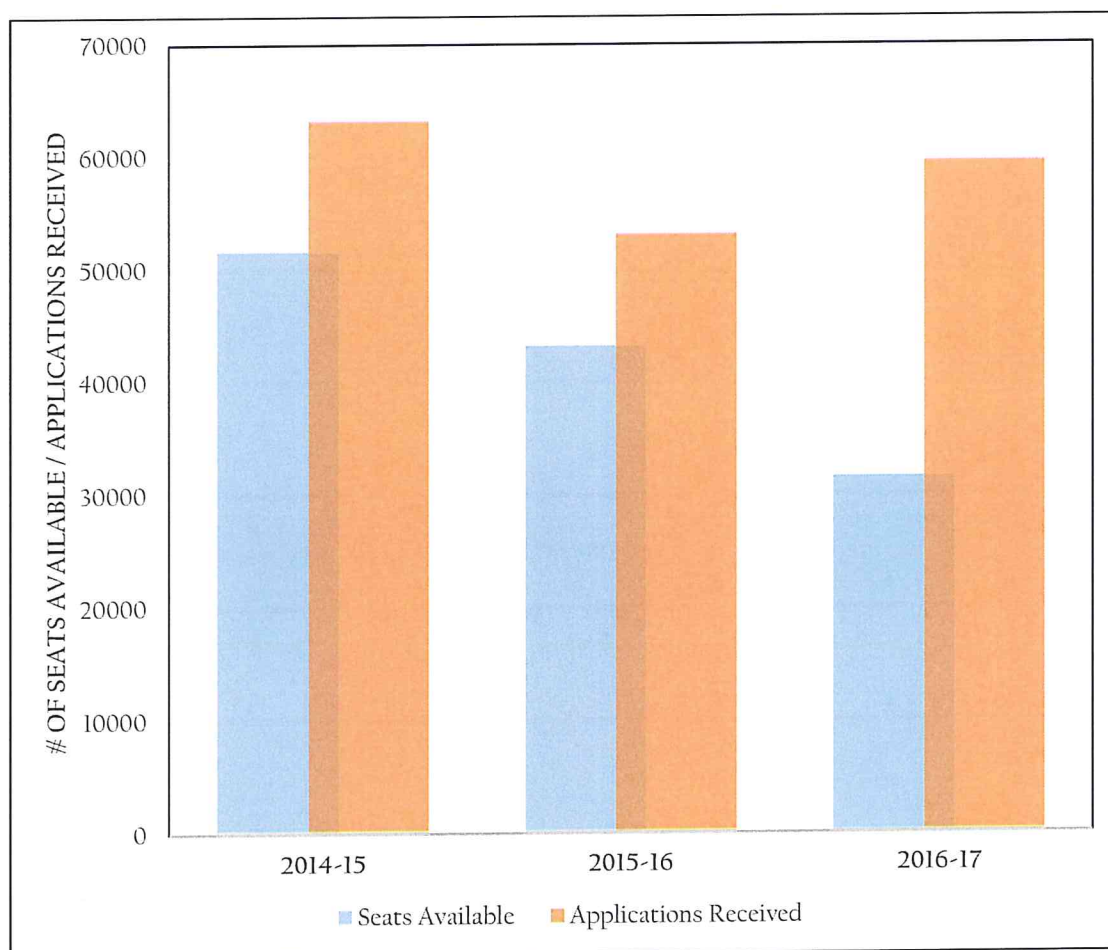


Figure 2. Comparison of the number of nursing program seats available in the State of Florida and the number of applications received over that same time period (Unruh, et al., 2018).

The Florida Board of Nursing stipulates that a practical nursing education program may consist of up to fifty percent of clinical training being housed in a clinical simulation setting. Nicole Harder (Clinical Simulation in Nursing, 2015) notes that clinical simulation settings allow for more time spent by the instructor assessing the skills and understanding of the students as compared to in a standard clinical setting. The leadership of the AS Nursing program at FSW feel that with the addition of a simulation center on the Charlotte campus of the institution, the strengths of a simulation laboratory will be in support of a community which is already limited in terms of hospitals available for clinical training.

Simulation facilities are utilized by various healthcare programs across the country, most of which exist with an emphasis on fulfilling nursing program needs. Florida Statute 464.019(1)(c) of the 2018

## FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

regulation of professions and occupations stipulates that 50% of clinical time, time spent by nurses preparing in real-world conditions, can be spent in a simulation laboratory where these scenarios can be played out in a controlled environment. In a field where up-to-date training is a requirement, this simulation facility is significant because of a lack of clinical space currently available for training. Local communities are unable to meet the demand for such space and resources.

This proposal supports a variety of healthcare programs at FSW due to its value as a real-time training facility for patient care. In such an environment, students are exposed to a wide variety of simple and exigent clinical situations typical of a hospital environment where high risk situations are often part and parcel of the daily routine. In the clinical simulation center, however, these high-risk situations are controlled and supported by staff to enhance learning without risk to live patients.

Emergency Medical Technician (EMT) students would also benefit from the enhancements to the facility. Pre-hospital providers, such as Emergency Medical Technician's (EMT) are often the sole providers for emergency care of the sick and injured before definitive care is rendered at the local hospitals. According to Vis (2014), effective learning takes place when EMS students move through medical skill opportunities across a full range of difficulty. Vis (2014) maintains that validity is the degree of realism and fidelity is the approximation of complex clinical situations. By enhancing the simulation center at Florida SouthWestern State College (FSW) Charlotte Campus, EMT student's intuitively have more opportunities to higher levels of fidelity in medical simulation and thereby higher validity. The closer students train with simulator imitating the real-world, the more efficient and transference the learning becomes to real-world situations (Vis, 2014). Finally, an upgraded simulation center will strengthen the training of EMT providers as well as collaborate with organizations in the Charlotte community in ways not previously considered.

Students in the Cardiovascular Program benefit significantly from interdisciplinary simulations on the Charlotte Campus. In addition to the psychomotor learning that occurs during high fidelity simulation, students are able to hone critical thinking, problem solving and patient care skills using customized scenarios. Multidisciplinary simulation provides the opportunity to practice critical teamwork behaviors such as managing high workload, identifying errors, conflict resolution and collaborating under stress. Through detailed feedback, evaluation and self-reflection within a multi-disciplinary group, students are better able to identify patient safety issues and understand job roles. Multi-disciplinary simulation helps meet a primary goal of the Cardiovascular Program which is to produce new graduates with entry level skills that are ready to function quickly and effectively in a high stress, critical care environment.

In addition, the Cardiovascular Program, as well as the School of Health Professions, have long been dedicated to continuing education and skill training for community hospitals using the Simulation Center on FSW Charlotte Campus. Within a structured learning environment, simulation provides training and quality assessment that is both consistent and valid. These types of training activities help hospitals resolve patient safety issues with courses that offer targeted goals and learning objectives and allow staff to hone specific skills in a safe learning environment. These courses allow for competency training as well as low risk learning for improving skills.

Respiratory care students would also benefit from the enhancements to the facility. AS Respiratory Care and AS Nursing have collaborated on numerous interdisciplinary simulations taking place on the Charlotte Campus. During these collaborations, the instructors are running the simulator and the students should be collaborating on patient care. With the current design of the simulation room(s), the students see the instructor(s) and have a difficult time not looking to them for advice, reaction, etc. A

scenario with a patient room, supplies/pharmacy and a separate control room (part of the proposed funding project) would be ideal for these and other simulations. This would enhance the scenario making it much more realistic and therefore applicable to real-world scenarios.

FSW Continuing Education in Respiratory Care has also teamed up with local hospitals to provide training / certification on airway management and intubation. This training has always been done on the Lee Campus, which already has a modern set-up with patient rooms and separate control room. In these sessions, there are two therapists, one instructor laying out the scenario and one operator of the simulator. Having a simulation facility closer to the hospitals will allow staff to more easily facilitate trainings and expand opportunities that foster multidisciplinary relationships. As a result, the community impact factor in terms of nursing and respiratory professionals in the local community (Charlotte County) will benefit.

*C. Describe how this proposal provides participants transferable, sustainable workforce skills applicable to more than a single employer.*

The National Council of State Boards of Nursing report on simulation guidelines for pre-licensure nursing programs to incorporate the International Nursing Association for Clinical Simulation and Learning standards of best practice. Standards of best practice include appropriate designated physical space for education, storage, debriefing, equipment and supplies to create a realistic patient care environment. Doolen et al, (2016) defined the importance of integrating simulation evidence and high-quality simulation in support of meeting educational outcomes in nursing education. Quality outcomes of high-fidelity simulation education are reflected by graduate nursing students entering the workforce with advanced skills and competencies.

There is evidence to support that through the use of simulation, students' have the capabilities to provide quality holistic mental health care (Kunst, Mitchell, & Johnston, 2017) and perform the vital skills of blood transfusion management (Brevmier & Rutherford-Hemming, 2017). FSW uses racially diverse manikins for education. There is additional research that suggests diversity of both students and manikins influence improved educational outcomes (Graham, Atz, Phillips, Newman, & Johnston, 2018). Lee Health uses a Performance-Based Development System (PBDS) competency assessment tool for all newly hired nursing graduates. Lee Health recently reported that FSW local nursing graduates score over the national average on the PBDS tool in the competency continuum for safe and acceptable clinical reasoning. This can be a direct correlation of skills learned by FSW nursing students on the Lee Campus currently using a high fidelity simulation center supporting standards of best practice.

The FSW Charlotte Campus serves an area that includes 24 different healthcare providers spanning three counties (Charlotte, Manatee, and Sarasota). Providers in the area serve a diverse field of populations and/or healthcare needs including urgent care, rehabilitation centers, trauma centers, veteran's medical facilities, sports injury centers, and community clinics. There are over 700 Registered Nurse open job listings in these counties. A complete list of providers is shown below:

## FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

- ❖ Charlotte
  - Bayfront Health Punta Gorda
  - Englewood Community Hospital
  - Fawcett Memorial Hospital
  - Bayfront Health Port Charlotte
  - Solaris Healthcare
  - Florida Health Centers of SouthWest Florida
  - Medical Pavilion Walk-in Clinic
  - Virginia B. Andes Volunteer Community Clinic
  - Millennium Physician Group -Walk-in Clinic
  - Bay Pines VA Healthcare System
  - Suncoast Medical Associates
  - Pascak Bordy M.D. Walk-in Clinic
  - ME MedExpress
- ❖ Manatee
  - Lakewood Ranch Medical Center
  - Blake Medical Center
  - Maxhealth Physicians Group
- ❖ Sarasota
  - Spine, Sport and Physical Medicine Center
  - Elite Health
  - Sarasota Medical Center
  - Sarasota Family Medical & Urgent Care
  - Bay Pines VA Healthcare System
  - Complex Care Hospital at Ridgelake
  - HealthSouth Rehabilitation Hospital of Sarasota
  - Venice Regional Bayfront Health

Training a diverse healthcare student body, with an emphasis on the nursing program using a diverse simulation center, allows students to be prepared for any typical hospital setting. This training enables participants to be competitive at the local level, which is severely understaffed at present. As a point of reference, the program currently sustains a nearly 100% job placement rate.

This type of training also prepares the student for hospital settings both regional and national, as well. Arguably the most significant and recent legislation affecting nursing is the enhanced Nurse Licensure Compact (eNLC) which allows Florida nurses to practice in other participating states who belong to this compact (Wink News, 2018). According to Joe Baker (2018, The Florida Nursing Quarterly), 11,000 RN's and LPN's have upgraded their licenses to practice in these 28 other Compact states. Having current simulation experiences keeps our graduates competitive in a market where demand exceeds supply for the next estimated decade.

### *D. Describe how this proposal supports a program(s) that is offered to the public?*

There are two options available in the ASN program that are available to the public upon completion of a small selection of gateway courses and, of course, admissions process. These two options, traditional (day hours Monday - Friday on campus classes) and ANEW (Evening and Weekends, online and on campus blended format). The ANEW schedule is not a part-time Nursing program. It will require full-time commitment but it will be offered on a schedule that will consist of online classroom instruction with labs and clinical rotations offered on an evening (Monday-Friday) and weekend schedule.

## FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

The AS Nursing curriculum includes classroom instruction, laboratory, simulation education, and clinical practice in the care of diverse populations. Local health facilities both support the efforts of FSW and provide options for clinical practice. These health facilities include community agencies, acute care institutions, long-term and ambulatory care facilities.

### *E. Describe how this proposal is based on criteria established by the state colleges and state technical centers.*

The Florida Board of Nursing stipulates that a prelicensure nursing education program may consist of up to fifty percent of clinical training being housed in a clinical simulation setting. Florida Statute 464.019(1)(c) of the 2018 regulation of professions and occupations reads “No more than 50 percent of the program’s clinical training consists of clinical simulation.” The National Council of State Boards of Nursing (2018) established guidelines for prelicensure simulation in nursing programs and the experts agree that the quality of the training experience is essential for learning.

### *F. Does this proposal support a program(s) that will not exclude unemployed or underemployed individuals?*

Yes, the program will not exclude unemployed or underemployed individuals.

### *G. Describe how this proposal will promote economic opportunity by enhancing workforce training. Please include the number of program completers anticipated to be created from the proposed training. Further, please include the economic impact on the community, region, or state and the associated metrics used to measure the success of the proposed training.*

Internal focus group studies conducted on the FSW Nursing Program through the College’s Office of Academic Assessment support the paradigm that simulation programs are extremely beneficial in providing hands-on experience that students consistently report needing. Studies show that simulation experiences improve student success rates by improving test taking outcomes (Schiavenato, M.,2009). Henderson et al (2012) support these metrics with qualitative research pointing to students not having enough one-on-one attention from clinical instructors as they would like to fully comprehend the scenarios set before them.

Hayden et al (2014) notes that in certain instances, clinical performance in a simulation facility can be stronger than in clinical placements. To put it more bluntly, only 10% of nursing executives feel new graduates were fully prepared for practice (Nurse Executive Center of the Advisory Board, 2008). The proposed advanced simulation center, if funded, will benefit the community in providing strong new nursing graduates, and local hospitals in absorbing new talent requiring minimal training. Also, students coming from a program where simulation is utilized may make them preferred employee candidates as they are skilled at quicker response times to situations such as CPR.

Currently, the State of Florida has the 4<sup>th</sup> highest employment of nurses in the country with nearly 180,000 nurses employed across the state (<https://www.bls.gov/oes/current/oes291141.htm>) (Figure 3). This equates to nurses representing over two percent of the entire workforce in the state. These numbers, combined with an annual mean salary at \$64,890, according to the Bureau of Labor Statistics ([https://www.bls.gov/oes/current/naics3\\_622000.htm](https://www.bls.gov/oes/current/naics3_622000.htm)) amount to a huge economic component in the state.

## FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

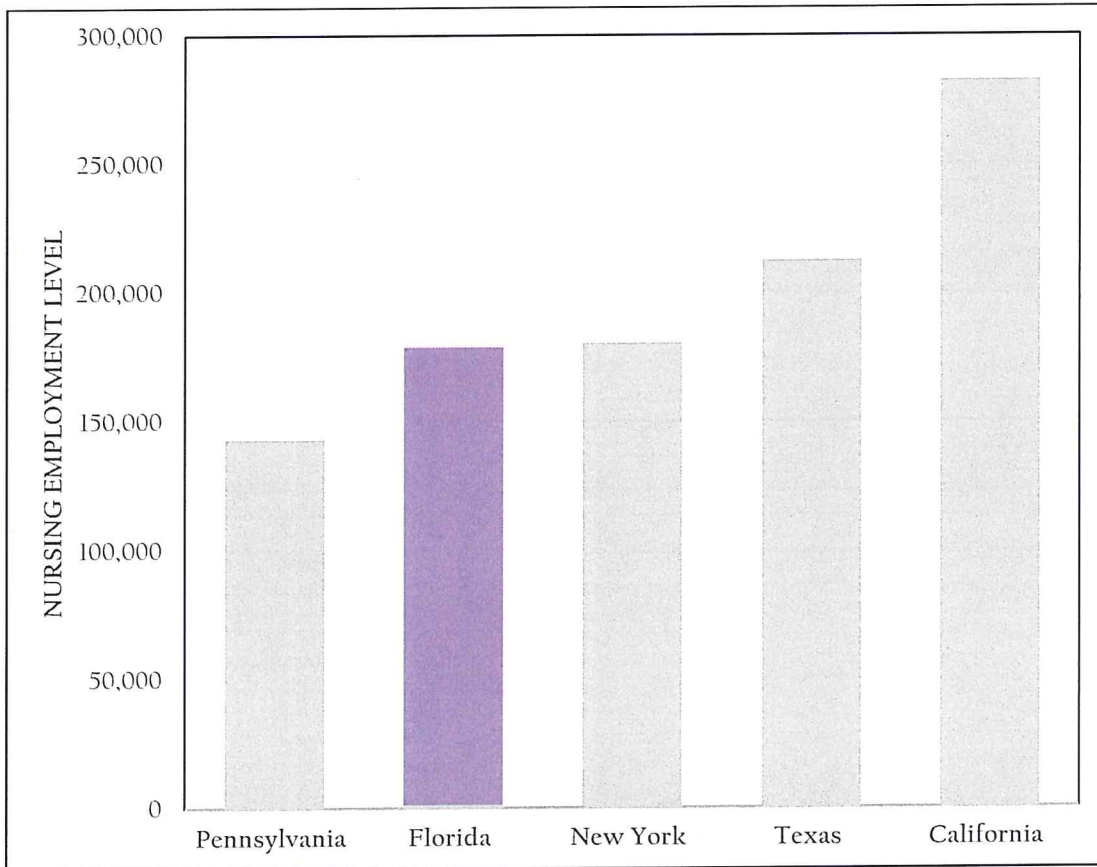


Figure 3. Comparison of nursing employment among the top nursing employment states in the U.S. (<https://www.bls.gov/oes/current/oes291141.htm>).

As mentioned above, for 2018-2019 in the State of Florida, there are over 14,000 RN jobs available statewide. The need for entry level nurses in Charlotte and surrounding counties is exponential per the RN openings in Southwest Florida noted below in Figure 4. Fort Myers area CBS News affiliate, Wink News, reports a "...critical need for nurses in Southwest Florida, but few are available. The nursing shortage is due to lack of space to train future nurses" according to a recent broadcast (Wink News, 2018). Simulation centers have been reported as helping solve this problem nationwide (Wink News, 2018).

Following the 2017-2018 Academic Year alone, Florida SouthWestern contributed 196 additional RNs to the field having graduated the program. Fall 2018 brought in 329 qualified applicants to which only 192 (58%) were admitted into the program. The proposed facility will allow for an additional 48 licensure seeking nursing students to be admitted annually; as the anticipated program completers of the FSW Charlotte Campus Associate Degree Nursing program which is a 50% increase in enrollment. The dedicated simulation center will open the gateway to increase training for EMT's and Respiratory Therapists. A professional simulation facility will also allow opportunities for our community healthcare partners to share in the resources for specialty healthcare training that will improve relations and expertise of the workforce.

Metrics used to measure the success of the proposed training would ultimately be the record of completion rates for the AS Nursing program on this proposed site at FSW Punta Gorda Campus.

## FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

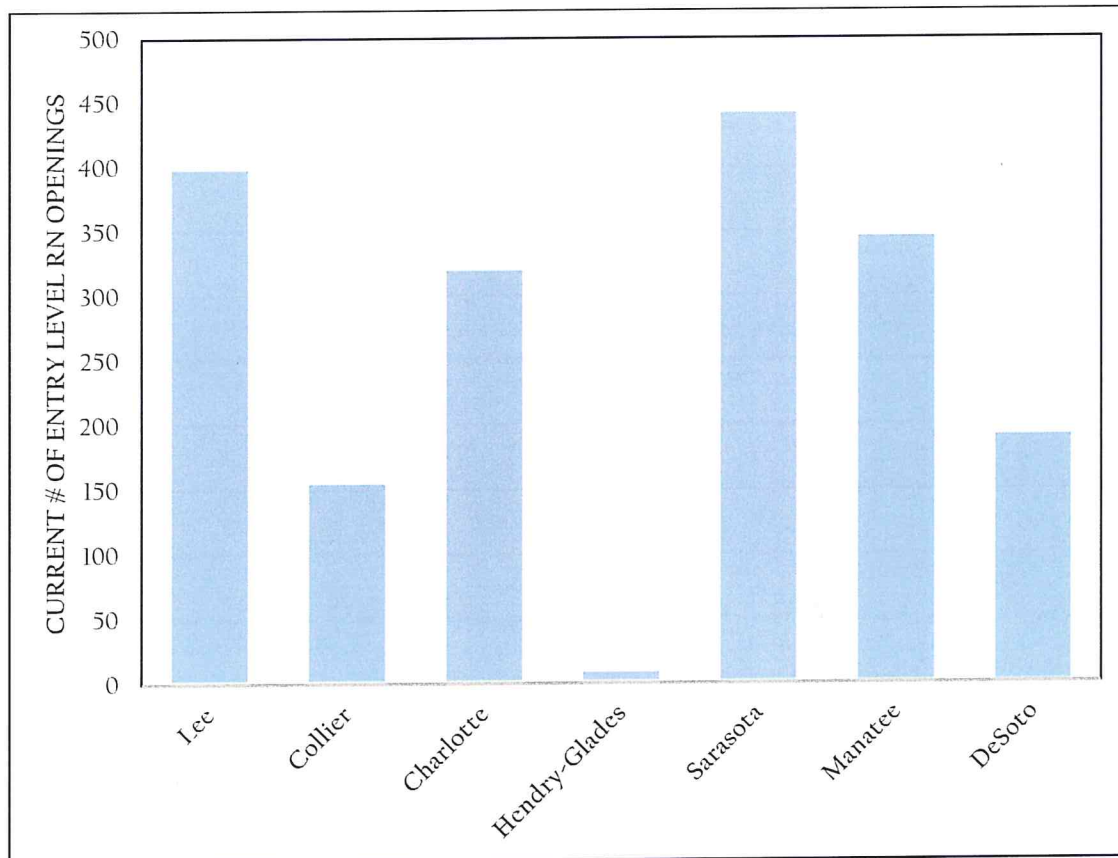


Figure 4. Number of current entry level RN positions open in counties surrounding Florida SouthWestern State College according to Indeed.com as of June 22, 2018.

Emergency Medical Technicians (EMTs) also represent a substantial part of the community in terms of economic impact. The Bureau of Labor Statistics reports employment of Emergency Medical Technicians and Paramedics nationwide at approximately 252,000 (<https://www.bls.gov/oes/current/oes292041.htm>). According to the same report, the median annual earnings of an EMT is \$36,700. Paramedic salaries in Fort Myers, Florida, range from \$34,858 to \$44,243 annually (<https://www1.salary.com/FL/Fort-Myers/Paramedic-salary.html>). Additionally, job growth is expected to increase by approximately 1% over the next ten years.

In Academic Year 2017-2018, there were 139 students enrolled in the EMT Certificate program which is currently not offered on the FSW Charlotte Campus. An expected enrollment increase of 25% coinciding with completers can be expected from the completion of the FSW Charlotte Campus Simulation Center Rebuild.

Cardiovascular technicians exhibit strong impacts to the economy in Southwest Florida and in the nation as a whole as well. The Bureau of Labor Statistics reports employment of cardiovascular technologists and technicians nationwide at approximately 55,000 (<https://www.bls.gov/ooh/healthcare/diagnostic-medical-sonographers.htm>). According to the same report, the median annual earnings of a cardiovascular technician is \$55,270. Job growth is expected to increase by nearly 20% over the next ten years. Currently, the State of Florida has the 2<sup>nd</sup> highest employment of cardiovascular technologists in



## FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

the country at nearly 4,700 employed in the state (<https://www.bls.gov/oes/current/oes292031.htm#st>).

In Academic Year 2017-2018, there were 10 completers of the AS Cardiovascular Technology program which is currently not offered on the FSW Charlotte Campus. An expected enrollment increase of 25% coinciding with completers can be expected from the completion of the FSW Charlotte Campus Simulation Center Rebuild as well.

Additionally, respiratory therapists are an important part of the economy in Southwest Florida and in the nation. Recent studies exhibit a projected average of annual earnings of a respiratory therapist working in the U.S. at \$62,222 with a beginning average annual earnings ranging from \$42,000 to \$47,000 ([http://www.aarc.org/career/be\\_an\\_rt/](http://www.aarc.org/career/be_an_rt/)). According to that same study from the U.S. Department of Labor, approximately 2,300+ national openings occur per year. Moreover, employment of respiratory therapists is expected to climb 23% from the year 2016 to 2026 (<https://www.bls.gov/ooh/healthcare/respiratory-therapists.htm>). It is important to note that, consistently, 90% of FSW graduates from this program are locally placed, so the influence and feedback between program and community is high.

The majority of graduates of the AS Respirator Care program (19/30) admitted in the Fall 2015 semester graduated within two years of their admittance. These data reflect a stable completion over time. This stability can be expected to increase with the completion of the FSW Charlotte Campus Simulation Center Rebuild as well although the percentages are unclear at this time.

### 2. Additional Information

#### *A. Is this an expansion of an existing training program?*

Yes, this is an expansion of an existing training program. The funding will allow for an enhancement of the existing structure so that patient care rooms simulating a hospital environment can be added. The enhancement will also add a nurse's station and storage space to accommodate more simulation equipment, also a need to make the facility a success. This will ultimately be a hospital setting for nine high-fidelity manikins to be used in the simulation of hospital procedures, actions, and scenarios.

#### *B. Does the proposal align with Florida's Targeted Industries?*

Yes. Targeted industries include the Life Sciences area, specifically the areas of medical devices and diagnostic testing.

#### *C. Does the proposal align with an occupation(s) on the Statewide Demand Occupations List and/or the Regional Demand Occupations List?*

Yes.

The 2018-2019 Statewide Demand Occupations and 2018-2019 Regional Demand Occupations- (Workforce Development Area 24) list includes occupations for Health Technologists and Technicians (292099), Registered Nurses (291141), and Respiratory Therapists (291126).

#### *D. Indicate how the training will be delivered (e.g., classroom-based, computer-based, other).*

The training will be delivered in a healthcare simulation-based setting on FSW's Charlotte Campus located in Punta Gorda, Florida.

*E. Indicate the number of anticipated annual enrolled students and completers in the proposed program.*

The anticipated enrollment upon completion will be at least an additional 48 students per year to the AS Nursing program at FSW Charlotte Campus. The projected completers of the program will be increased by 50% as a result of the new facilities.

*F. Indicate the length of program (e.g., quarters, semesters, weeks, etc.), including anticipated beginning and ending dates.*

The length of the programs are as follows:

- ✦ Nursing: 4 semesters
  - Begin date/end date: Nursing Core Courses, on both Traditional daytime (Monday-Friday) schedule and ANEW (Associate Nursing Evening Weekends), are completed in a four (4) semester cohort/group sequence.
    - Students who begin the program in the Fall semester can successfully complete the program in 20 months.
    - Students who begin the program in the Spring semester can successfully complete the program in 24 months.
- ✦ Respiratory Care: 4 semesters
  - Begin date/end date: The program begins each Fall semester.
    - Currently, first year students are accepted each year after June 1st.
    - Class size is limited by the number of critical care units available as clinical affiliates in Southwest Florida, which are essential to the clinical education of Respiratory Care students.
- ✦ Cardiovascular Technology:
  - Begin date/end date: the program begins each Fall semester.
    - Currently, 20 freshmen are accepted each year.
    - Class size is limited by the number of cardiovascular catheterization laboratories available as clinical affiliates in Southwest Florida needed for the training of students.
- ✦ Emergency Medical Technician (EMT):
  - Begin date/end date: The Emergency Medical Technician (EMT) program is one semester and 12 college credit hours in length
    - Currently, programs are offered in the fall and spring semesters
    - Summer sessions may be scheduled as approved by the department.
  - Note that the paramedic (EMS) program is a combination of the EMT program.

*G. Describe the plan to support the sustainability of the proposal.*

Sustainability planning will be conducted throughout the grant project. We will continue to reevaluate expenses, looking for ways to reallocate resources to support the simulation facility. Equipment and supplies acquired during the grant will be available to continue providing real time training for patient care and to enhance learning without the risk to live patients. Staff will continue to receive additional training to continue providing high quality state-of-the-art instruction.

Once the enhancement to the simulations lab is complete, a series of sustainability factors can be put in to play as a result of what would be a 100% increase in nursing student population. These factors include enhanced laboratory fees as a result of increased enrollment, utilization of additional grants now attainable as a result of the enhancement such as annual Perkins grants, and donated funds through the FSW foundation, also attainable now that a strong foundation has been laid to the program as a result of

the enhancement. Note that as enrollment will be doubled, the additional laboratory fees will account for a large portion of sustainability needs and the cost to students will remain approximately the same.

The FSW Foundation is committed to providing financial support to improve the quality of education and opportunities for students through student scholarships, investments in programs, technology and facilities. They are dedicated to providing about \$2 million annually to achieve their mission. The Foundation currently has net assets of \$45,837,363 as of August, 2018. Those net assets are utilized for scholarship and program support for all students at FSW. In fiscal year 2017-2018, the Foundation awarded \$1,733,574 in student scholarships and \$1,298,853 in academic support. Over the last five years, the Foundation has provided over \$7.5 million in scholarships, and almost \$19 million in total support to students and staff at FSW. These scholarships provide opportunities for more students to attend the FSW Charlotte Campus program.

The Carl D. Perkins grant provides support for instructional equipment and staffing which we will continue to seek. We will continue to seek additional support from national and local agencies and organizations. Partnerships with local health facilities and professionals in our community could provide major gifts and corporate sponsorships.

*H. Identify any certifications, degrees, etc. that will result from the completion of the program. Please include the Classification of Instruction Program (CIP) code and the percent of completer in each code, corresponding with Section E.*

Certifications/degrees resulting from the completion of the program include an AS degree in Cardiovascular Technology (CIP 1351090100) {most recent completion rate by way of passing the RCIS National Certification Exam is 70% [100% of those who sat for the exam]}, Certificate in Emergency Medical Technician (CIP 0351090401) {2018 completion rate by way of passing the EMT State Examination is 82%}, AS in Nursing (CIP 0351380100) {most recent three years completion rates: 88%, 93%, and 95%}, and AS in Respiratory Care (CIP 0351090800) {completion rate: 63% within two years}.

*I. Does this project have a local match amount?*

Yes, Florida SouthWestern State College remaining 25% of Approved Indirect Cost Rate - \$466,793.

*J. Provide any additional information or attachments to be considered for the proposal.*

The dedication and experience of our trained faculty and staff in healthcare quality will be recognized by the global healthcare community through the proficient skills and competencies learned by our students as they enter into the workforce. Outcomes of the program will promote excellence in training programs enhancing the recruitment opportunities of our graduate students.

March 23, 2018, FSW was welcomed into the Simulation Community as a Gaumard Center of Excellence for Gaumard Scientific (Addendum), based on FSW simulated centers and mannequin families on the Lee and Collier Campuses. A full simulation center on the Charlotte Campus will augment this honor of achievement. This recognition provides exclusive benefits for pricing, training, support, and public relations which is a part of sustaining the simulation programs. In addition, upon the completion of the funded rebuild of the Charlotte simulation center, the FSW nursing program plans to seek out accreditation for our healthcare simulation program through the Society for Simulation in Healthcare. This accreditation will represent the purpose of the society to serve the global community by enhancing the quality of healthcare (Society for Simulation in Healthcare, 2018).

## FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

Graduates of the AS in Nursing Program are prepared to become licensed as an entry level Registered Nurse (RN). The curriculum at FSW incorporates classroom instruction, laboratory, simulation education, and clinical practice in the care of diverse populations. In addition to simulations, local health facilities are utilized for clinical practice, including community agencies, acute care institutions, long-term and ambulatory care facilities. Graduates of the program are able to serve professionally in the field and adapt in a dynamic and rapidly changing health care environment.

The ASN Program at FSW has limited enrollment due to the rigorous clinical education requirements for the program. Acceptance to FSW does not mean acceptance into the ASN program. Each applicant must meet specific admission criteria (<http://www.fsw.edu/academics/programs/asnursing>).

Upon successful completion of the ASN Program, the graduate will be able to: (1) Advocate holistically for diverse patient populations and their families in ways that promote health, self-determination, integrity, and ongoing growth as human beings, (2) Integrate clinical reasoning, substantiated with evidence, to provide and promote safe and compassionate quality care for patients and families in a community context, (3) Distinguish one's professional identity in ways that reflect integrity, responsibility, legal and ethical practices, and professional growth and development as a nurse, (4) Communicate respectfully and effectively with diverse populations and the interdisciplinary healthcare team through collaborative decision making to produce optimal patient outcomes, and (5) Manage patient care effectively related to time, personnel, informatics and cost to continuously improve the quality and safety of health care systems.

The Florida SouthWestern State College ASN Program is accredited by the Accreditation Commission for Education in Nursing (ACEN). Moreover, FSW's program historically exceeded the national and state average of first-time pass rate for the NCLEX-RN exam (see Figure 5 below). Job placement from the program is consistently above 90% (2015-2016 graduate job placement was 100%). Further, local news reports that 97% of nursing hires in area hospitals are from local colleges and universities (Wink News, 2017).

## FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

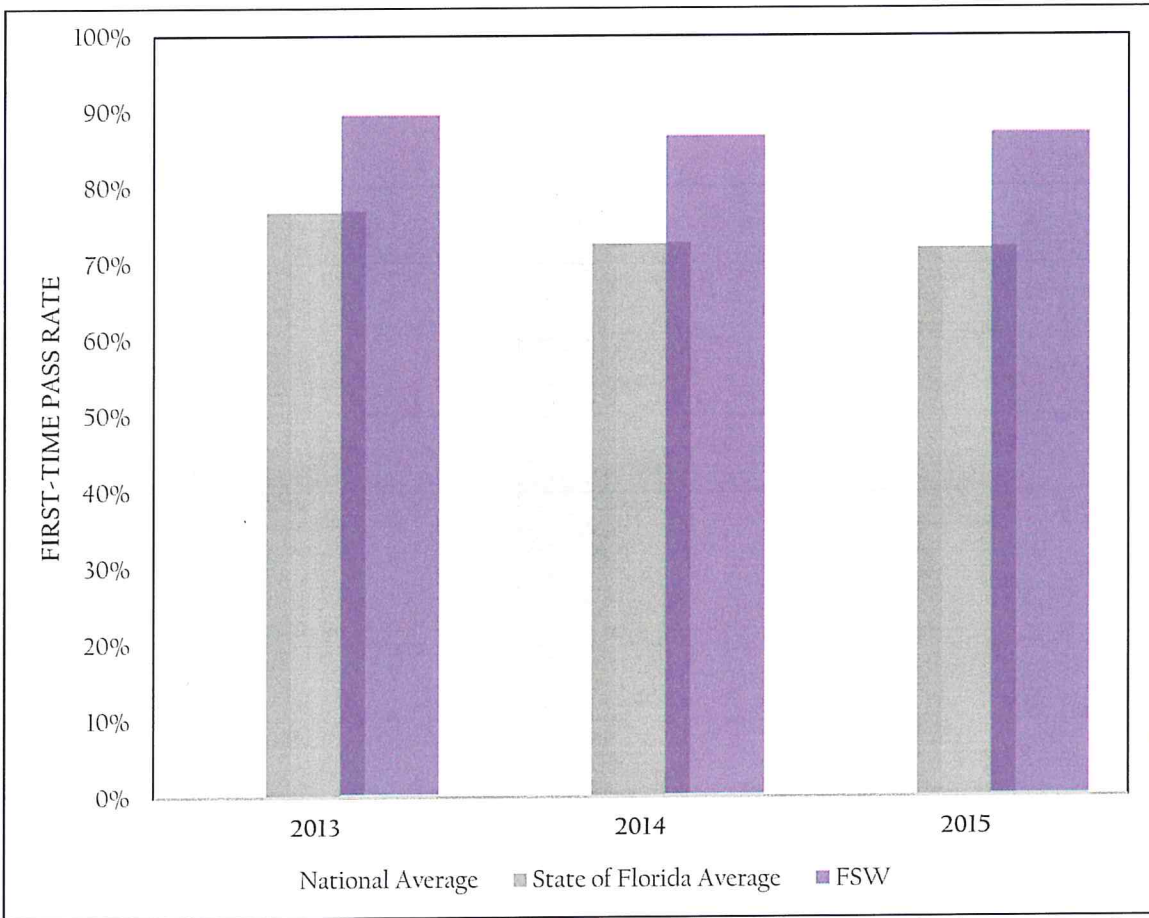


Figure 5. Comparison of the NCLEX-RN first-time pass rate of FSW Nursing students with the national and state average. Data from internal outcome achievement studies and is available publicly at <https://www.fsw.edu/assets/pdf/academics/programs/asnursing/StudentAchievementOutcomeDataASN.pdf>.

Completion rates for a nursing program have shown to be a strong indicator of program effectiveness (Robertson et al., 2009). The FSW AS Nursing program exhibits exceptional completion rates within 150% of the program length (3 years) that continue to rise over time (see Figure 6 below). These data reflect the strength of the program and that the program utilizes facilities to its maximum potential.

## FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

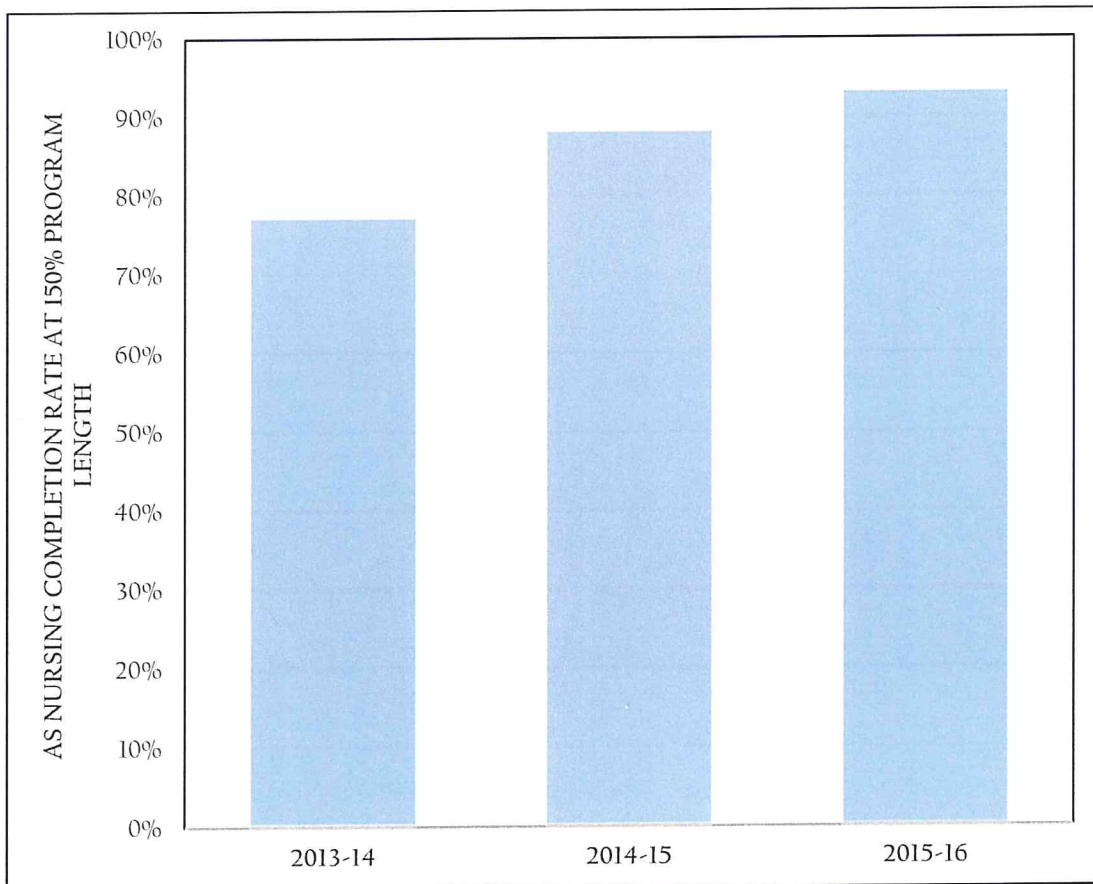


Figure 6. Percent of FSW AS Nursing students who complete the program within 150% of program length.

### 3. Program Budget

*A. Estimated costs and sources of funding: Include all applicable workforce training costs and other funding sources available to support the proposal.*

1. Total amount requested: \$ 2,053,887.00

2. Other Workforce Training Project Funding Sources:

- City/County: \$ 0.00
- Private Sources: \$ 0.00
- Other (grants, etc.): \$ 466,793.00
  - Please Specify: FSW State College remaining 25% of Approval Indirect Cost Rate
- Total Other Funding: \$ 466,793.00

3. Workforce Training Project Costs:

- Equipment: \$ 640,675.00
- Personnel: \$ 0.00

## FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

- Facilities: \$ 1,200,530.00
- Tuition: \$ 0.00
- Training Materials: \$ 0.00
- Other: \$ 212,682.00
  - Please Specify: minor equipment, materials and supplies, and Indirect Costs
- Total Project Costs: \$ 2,520,680.00

The total amount of the project (\$2,520,680.00) is the total amount requested (\$2,053,887.00) plus the total other funding (\$466,793.00).

*4. Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding, how equipment purchases will be associated with the training program, if applicable, and any other pertinent budget-related information.*

The proposed budget is adequate to support the project described. All funds awarded will be used as outline in this proposal and in compliance with any grant guidance and state/federal guidelines.

Equipment: \$640,675

Equipment includes items costing over \$1,000. The amount requested represents funding necessary for the purchase of instructional equipment, furniture and emerging technologies to support the provision of the program.

All items requested will increase training capacity and provide students with the most up-to-date education experience possible, so that they are well prepared to join the workforce.

Property records will be maintained that include a description of the property, a serial number or other identification number, the source of funding for the property, who holds title, the acquisition date, and cost of the property, the location; and use and condition of the property.

Facilities: \$1,200,530

The Facilities budget represents costs associated with the expansion of the simulation center at Florida SouthWestern State College in Charlotte County. It will cover the cost of the various services and fees involved. The project will be reviewed and inspected for compliance with state codes and standards.

The expansion of this facility will provide evidence-based real life experiences needed for training quality graduates, and allows to increase the number of students graduating into our community workforce.

Other: \$212,682

A total of \$25,965 is requested as part of the direct costs associated with the project, and it is to cover the purchase of minor furniture and equipment, and other materials and supplies needed. The additional \$186,717 corresponds to the 10% indirect cost.

Total Project Direct Costs: \$1,867,170

FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

Indirect Costs (10%): \$186,717

TOTAL BUDGET REQUESTED: \$2,053,887

FSW Match – remaining 25% of Approved Indirect Cost Rate: \$466,793

TOTAL PROJECT COST: \$2,520,680

Timeline: Approximately one calendar year

It is important to note that the proposed timeline below outlines the steps following grant funding receipt, not grant funding awarding. Due to the approvals and authorities involved (see 4. Approvals and Authority) depending on the timing of the award, action steps cannot be taken until such time as the appropriate approvals can be obtained.

Once grant funding is in receipt, the facilities planning stages can begin and are expected to last approximately one-quarter (three months). At this stage, architectural design and development will take place. Florida SouthWestern State College’s Facilities Planning and Management will enter into an agreement to establish updates and changes to the current building layout and floorplan (seen in Figure 1 above) to accommodate a layout more akin to a nursing floor in a hospital. Walls and other non-load bearing structure may need to be removed to provide space for simulation suites, debriefing venues, and nursing stations.

Completion of the planning stage is expected within the second quarter (months 4 – 6). At this stage, finalization of facilities planning is expected complete with necessary remodeling, required inspections, wiring installation, and servers for planned computing. Subsequently, equipment ordering based on newly accommodated spaces and functionality will take place. Instructional equipment such as projectors and screens, high fidelity simulation mannequins, call light systems, computers, cameras for instructional monitoring, and other minor equipment will be obtained at this time.

The third and fourth quarters (months 7-12) are expected to encompass construction. By the end of one calendar year the Charlotte Campus Simulation Center Rebuild for Workforce Growth will be complete and ready to accommodate continued workforce growth at Florida SouthWestern State College.

**4. Approvals and Authority**

*A. If the entity is awarded grant funds based on this proposal, what approvals must be obtained before it can execute a grant agreement with the Florida Department of Economic Opportunity (e.g., approval of a board, commission or council)?*

If FSW is awarded grant funds based on this proposal, the program will follow a standard approval process for the College. The contract approval process includes all agreements, leases, contracts, MOUs, affiliation agreements, quotes, and any other item with terms and conditions. The contract will be reviewed by the Finance Department and General Counsel. General Counsel reviews for legal form and is followed by review from the Vice President of Administration Services before being signed by the College’s official signatory, the College President. If the funding granted is above \$325,000, the contract must also be reviewed and signed by the District Board of Trustees.



## FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

*B. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the entity and the Florida Department of Economic Opportunity:*

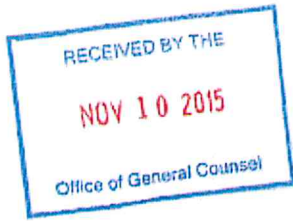
- i. Provide the schedule of upcoming meetings for the group for a period of at least six months.*
- ii. State whether that group can hold special meetings, and if so, upon how many days' notice.*

Below are the planned meetings for the 2018-2019 Academic Year for Florida SouthWestern State College. All approvals will be conducted during regular board meeting times.

- ✚ Tuesday, November 13<sup>th</sup>, 2018
  - Florida SouthWestern State College
  - Charlotte Campus, Student Activities Building (O-117)
  
- ✚ Tuesday, February 26<sup>th</sup>, 2019
  - Florida SouthWestern State College
  - Collier Campus, ESC Foundation Office (M-201)
  
- ✚ Tuesday, April 23<sup>rd</sup>, 2019
  - Florida SouthWestern State College
  - Thomas Edison Campus, Robertson Hall (I-223)
  
- ✚ Tuesday, June 25<sup>th</sup>, 2019
  - Florida SouthWestern State College
  - Hendry/Glades Curtis Center, Library/Community Room (B-112)

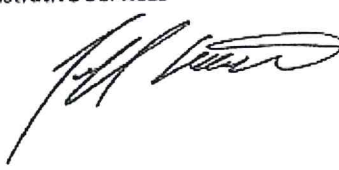
*C. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the entity. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc.*

See next page



**MEMORANDUM**

**TO:** Dr. Gina Doeble  
Vice President Administrative Services

**FROM:** Dr. Jeff Allbritten  
President 

**DATE:** September 17, 2015

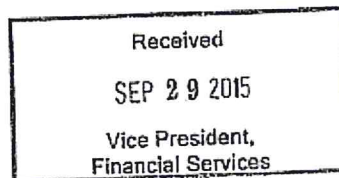
**SUBJECT:** Delegation of Authority – Contracts and Change Orders

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Pursuant to Board Rule 6Hx6.1.02, I hereby authorize:

The Vice President of Administrative Services to execute College contracts, grant submission documents, agreements, and other binding documents necessary to the operation of the College. Such contracts include, but not limited to:

1. Auxiliary services, computer lease and maintenance agreements, grounds and building maintenance, construction up to the limit provided by law and Board Rule 6Hx6.1.02, but not to exceed one hundred thousand dollars (\$100,000), personnel actions, collective bargaining agreements, and general fund disbursements. All such contracts, agreements, and submissions shall be reviewed and approved by General Counsel.
2. To approve all pay applications, direct purchase orders, and contract change orders for construction contract services, architectural and engineering services, services performed under continuing contracts for construction contract services in an amount not to exceed two hundred thousand dollars (\$200,000) each. All direct purchase orders and contract change orders shall be reviewed by General Counsel.



8099 College Parkway  
Fort Myers, Florida 33919  
(239) 489-9211

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## FSW Charlotte Campus Simulation Center Rebuild for Workforce Growth

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August 13, 2018

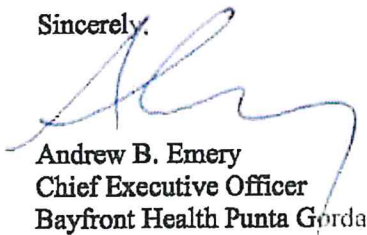
Florida Department of Economic Opportunity  
Enterprise Florida  
Re: Workforce Training Grant Proposal

Dear Grant Administrators:

Bayfront Health – Punta Gorda is pleased to offer our strong support to the 2018-2019 Workforce Training Grant Proposal (Florida Job Growth Grant Fund) developed by Florida Southwestern State College (FSW). This proposal will permit the Charlotte County campus, located in Punta Gorda, to update and expand the clinical simulation lab used to train nurses and emergency medical technicians. The project when completed will allow the Charlotte campus of FSW to expand the number of nurses trained without further challenging our hospital for extensive clinical placements. Nursing education allows for 50% of clinical training to use simulation as a substitute for traditional clinical experiences. It also requires the establishment of evidence-based simulation program facilities to be as realistic to the actual hospital and community health experience as possible. My review of the FSW plans indicates to me that the College will have a state-of-the art facility if this grant is realized. Currently, the College facilities are adequate and appropriate, but limited in the number of nurses who can be trained using simulation. Funding from the Workforce Training Grant would allow for the expansion of students and updating the facility to current hospital-like settings.

I was also pleased to learn that this new facility will be used to train EMT's at the Charlotte campus as well as serve as a continuing education site for current health care professionals in various fields like nursing, EMT, respiratory care, and cardiovascular technology. Clearly, this proposal is of benefit to Bayfront Health and would help fulfill our increasing need for better trained health care professionals.

Sincerely,



Andrew B. Emery  
Chief Executive Officer  
Bayfront Health Punta Gorda



[careersourcesouthwestflorida.com](http://careersourcesouthwestflorida.com)

August 10, 2018

Florida Department of Economic Opportunity  
Enterprise Florida  
Re: Workforce Training Grant Proposal

Dear Grant Administrators:

CareerSource Southwest Florida supports Florida SouthWestern State College (FSW) and its 2018-2019 Workforce Training Grant Proposal which is part of the Florida Job Growth Grant Fund.

This initiative proposes to update and expand the clinical simulation lab at FSW's Charlotte County campus which is located in Punta Gorda. The current facilities are adequate and appropriate but limit the number of students being trained using simulation. This funding opportunity would allow for the increase of students per cohort and provide a facility with advanced hospital-like settings.

Nursing education allows for 50% of clinical training to use simulation as a substitute for traditional clinical experiences. It requires the establishment of facilities to be as realistic to hospital and community health experiences as possible. The proposed project addresses these specifications. This expanded lab will increase the number of trained nurses without challenging our local hospitals with extensive clinical placements.

This proposed state-of-the-art facility will also be utilized to train emergency medical technician students as well as serve in continuing education for current health care professionals in various fields like nursing, emergency medical technician, respiratory care, and cardiovascular technology.

This project will benefit the local and regional healthcare industry by addressing its increasing need for highly trained health care professionals. And, the expanded clinical simulation lab will better prepare the healthcare workforce in Southwest Florida.

Sincerely,

  
Joe Paterno  
Executive Director

Solutions that work for you  
p: 239-225-2500 | f: 239-225-2559  
9530 Marketplace Rd, Suite 104 | Fort Myers, FL 33912



March 21, 2018

Florida Southwestern State College  
8099 College Parkway  
Ft. Myers, FL 33919

ATTN: Dr. Deborah Selman

Dear Dr. Selman

On behalf of all of us at Gaumard Scientific, I would like to personally welcome Florida Southwestern State College as a Center of Excellence for Gaumard Scientific. Gaumard has long been recognized as a pioneer in simulation going back to our roots more than 60 years ago. Since then Gaumard has continued to innovate with the industry's first Wireless and Tetherless simulators providing true Care in Motion™ through our revolutionary Victoria® and Tory®.

**As a Gaumard Center of Excellence, you will receive the following exclusive benefits:**

- Pricing—Your Institution will receive special discounted pricing on Gaumard products and services.
- Training—Your Simulation Team Members will be offered exclusive Center of Excellence Training at our Miami, FL or Waco, TX facilities.
- Support—Gaumard Representatives will be available to assist with the development and implementation of simulation workshops or community events.
- Web—Your Institution's logo will be prominently displayed on the Gaumard Website as a Gaumard Center of Excellence.
- Social Media—Twitter, Facebook, and LinkedIn posts will be placed when your facility is activated as a Gaumard Center of Excellence.
  - In addition, simulation events at your Institution using Gaumard Simulators will be posted on Social Media.
- Public Relations
  - Our public relations team will work closely with the appropriate department in your institution to actively promote your program.
- Recognition—Your Institution will be presented with a plaque recognizing your facility as a Gaumard Center of Excellence

As a designated Gaumard Center of Excellence, we are looking forward to showcasing your facility as well as Gaumard products. This will be accomplished in several ways, including:

- Demonstrations for potential client by a Gaumard representative at your Institution; and
- Potential clients attending a live simulation at your Institution without a Gaumard representative present.

Once again, it is a pleasure to welcome your institution as a Gaumard Center of Excellence. We are looking forward to a long, mutually beneficial relationship.

Best Regards

A global commitment to healthcare education

James M. Archetto

Vice President, Corporate Planning

USA 305.667.6085 | Worldwide 305.671.3790 - Fax: 305.667.6085

sales@gaumard.com | www.gaumard.com | Gaumard® Scientific 2014

14700 SW 136th Street  
Miami, FL 33186-5004

# Fawcett Memorial Hospital

July 30, 2018

Florida Department of Economic Opportunity  
Enterprise Florida  
Re: Workforce Training Grant Proposal

Dear Grant Administrators:

Fawcett Memorial Hospital is pleased to offer our strong support to the 2018-2019 Workforce Training Grant Proposal (Florida Job Growth Grant Fund) developed by Florida SouthWestern State College (FSW). This proposal will permit the Charlotte County campus, located in Punta Gorda, to update and expand the clinical simulation lab used to train nurses and emergency medical technicians. The project when completed will allow the Charlotte campus of FSW to expand the number of nurses trained without further challenging our hospital for extensive clinical placements. Nursing education allows for 50% of clinical training to use simulation as a substitute for traditional clinical experiences. It also requires the establishment of evidence-based simulation program facilities to be as realistic to the actual hospital and community health experience as possible. My review of the FSW plans indicates to me that the College will have a state-of-the-art facility if this grant is realized. Currently, the College facilities are adequate and appropriate, but limited in the number of nurses who can be trained using simulation. Funding from the Workforce Training Grant would allow for the expansion of students and updating the facility to current hospital-like settings.

I was also pleased to learn that this new facility will be used to train EMT's at the Charlotte campus as well as serve as a continuing education site for current health care professionals in various fields like nursing, EMT, respiratory care, and cardiovascular technology. Clearly, this proposal is of benefit to Fawcett hospital and would help fulfill our increasing need for better trained health care professionals.

Sincerely,



Bill Hawley, Chief Executive Officer  
Fawcett Memorial Hospital



# Straight Talk

A weekly update from management on the issues that matter most.

Mar 8, 2018

Recently, I experienced a ride in the back of an ambulance as a “patient” was being resuscitated, having had a “staged” cardiac arrest on the Naples campus of Florida SouthWestern State College (FSW).

A special experience for sure, but not what you might think, as I was just an observer of competent FSW Emergency Medical Technician students’ reviving a life-like training manikin, a medical avatar, in the “field” and then loading the “patient” onto the gurney while doing active CPR that included shocking the heart. The rescue continued with transportation in an EMS vehicle owned by FWS and used only for training purposes.

With lights blazing, sirens blaring, and adrenaline pumping, we then quickly off-loaded into a mock ER room that is part of the Allen and Marla Weiss Health Sciences Hall, which has educated thousands of health professionals since 2010. The ER equipment, furnishings, monitors, headboards, computers, and size were almost identical to NCH’s.

In this case, the medical avatar substituted for a real patient, but everyone stayed focused including the faux ER physician (an FSW Nursing Professor) who joined the student RNs while performing CPR. More medications were administered along with few more shocks, good airway control, and chest pumping. Our avatar miraculously regained a heartbeat, picked up blood pressure, remained groggy, and started moaning. Everyone felt good about the drill and was exhausted, including me albeit vicariously.

Normally, students and teachers will rerun the scenario that was video recorded to review what went right and where opportunities exist. We all benefit when our care-givers experience real scenarios without having to learn on actual patients.

Southwest Florida is very fortunate to have had well established nursing and healthcare training programs for decades. FSW in Naples graduates about 20 to 30 RNs twice a year. FGCU has had a nursing program since 1997. Hodges is developing an RN program. Lorenzo Walker has been educating high school students to become Clinical Technicians for decades. NCH pays tuition at the state level for colleagues who have worked with us full time for one year. For many years Southwest Florida has been a net exporter of RNs. We still have folks join our team seasonally and have openings for some specialty nursing positions.

Just as outstanding healthcare is essential for a thriving community, so is education. Other equally impressive simulation centers in our region include NCH’s Baker Campus and FGCU’s Marieb College of Health and Human Services. NCH’s Internal Medicine Residents practice on avatars as they begin the first year of post-medical school experience.

From viewing a rescue in the “field,” to riding in an EMS rig, and most importantly watching healthcare students learn their professions, one has confidence in our future. These students are becoming the folks who will help all of us live longer, happier, and healthier lives.

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