

Background Information for this Tool



- Know what your area legislators have done, bills introduced, and what they currently support.
- Begin by thanking them for their broad agendas and any particular initiatives that have supported Community Colleges and/or your institution. In our case, this key legislator assisted in targeting money towards our 50,000 square feet, \$24 Million Heath Education Center downtown between the two largest hospitals in the 10 county region.
- Workforce has become a major agenda nationally, and this key Senator is highly focused on education that meets workforce demand AND enables individuals to obtain a livable wage.
- Share data for Workforce Need
- Share Advantages – Why your institution is a smart choice for delivery of the program; compare factors related to (Facilities, Faculty, Proposed Curriculum, Affordability, Meeting Workforce Need, Availability/Equitable Access for a diverse population of students within the key legislators district).
- Gather information from workforce leaders (CEOs, CNOs) who support the program opportunity and share that information.
- Legislators are busy - Be succinct, but educational. Legislators do not know our practices and programs and need to be informed. Provide a copy of the information and follow-up by sending to key legislators office.

Introductory Remarks



- Thank you for taking the time to meet with us.
- Thank you for your support of education in general. We all appreciate your continued leadership and commitment to being a “positive change agent” for education.
- You have been one of our best proponents in ensuring access to higher education; reducing the financial burden on students and their families; and meeting the needs of Ohio’s in-demand workforce.
- It truly is about “learning that prepares students for work at a livable wage” and we believe that Rhodes State and many community colleges are positioned to do just that.
- And... on a personal note for our community, thank you for the support you provided, enabling Rhodes the opportunity to construct our fabulous Health Science Center in Downtown Lima.



Bachelor's Degree In Nursing

Conversation
with
Key Senator

- Senate Bill 135 (reform higher ed) includes a proposal that would allow community colleges, and specifically Rhodes State, to offer the BSN.
- Ohio's chronic nurse shortages require more nursing graduates. These new degree programs will supplement and complement--**not** replace--current university programs.
- We are positioned to help meet the current and projected nursing shortages in northwest Ohio.

National Projection



- Employment of registered nurses is projected to grow nationally between 7-12% from 2019 to 2029, faster than the average for all occupations.
- Growth will occur for a number of reasons, including an increased emphasis on preventive care; increasing rates of chronic conditions, such as diabetes and obesity; and demand for healthcare services from the baby-boom population, as this group leads longer and more active lives.

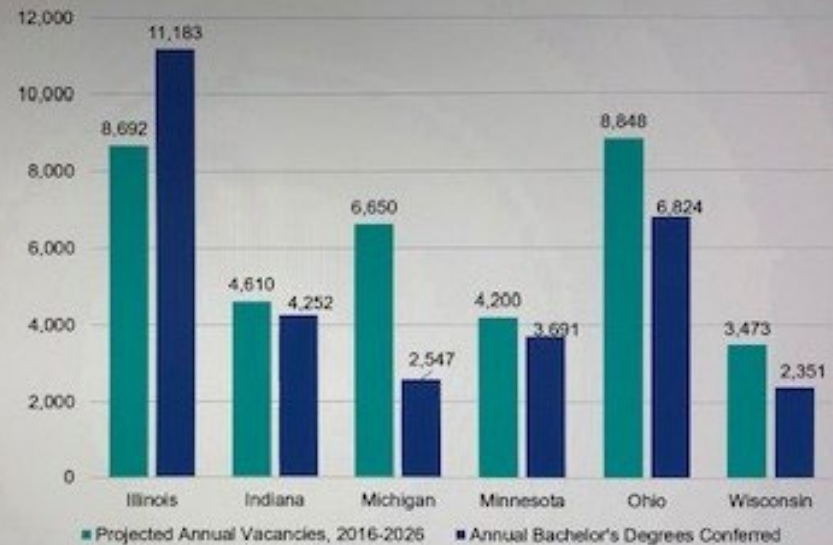
Bureau of Labor Statistics, U.S. Department of Labor, *Occupational Outlook Handbook*, Registered Nurses, at <https://www.bls.gov/ooh/healthcare/registered-nurses.htm> (visited March 07, 2021).

Ohio Projections

Nurses represent the number one most in-demand job occupation in Ohio. Almost 9,000 registered nursing jobs are posted in the state. According to the Bureau of Labor Statistics, employment for registered nurses is projected to grow 12 percent from 2018 to 2028.

In 2016 there was a projected 30% gap between supply and demand in Ohio. Rural areas show an even greater demand.

Registered Nurses Supply and Demand Picture



The supply/demand picture for registered nurses is mixed. In Michigan, Ohio, and Wisconsin, RN demand exceeds the bachelor's supply by a substantial amount. In Indiana and Minnesota, supply and demand are in balance. In Illinois, supply appears to exceed demand.

- Nursing schools across the country are struggling to graduate enough registered nurses to meet the current healthcare demand. The [American Association of Colleges of Nursing](#) (AACN) has joined forces with schools, policymakers and professional nursing organizations to get ahead of this critical need.
- AACN notes **that one major contribution to the nursing shortage is that there are simply not enough nursing instructors, clinical sites, and classroom space for those wishing to enter the profession.**

- Students within the 10-county service region have few options to pursue a pre-licensure baccalaureate degree
 - XYZ Branch campus is the only public university option
 - Private university options include:
 - ABC Public University
 - XYZ Public University
 - Private University 1 (BSN completion only)
 - Private University 2 (BSN completion only)
 - Large On-line Delivery University

Conversations: CEOs & Chiefs of Nursing



“We have talked to [university] and they tell us that their students go home or to a larger city when they are done with their [BSNs]”.

“They generally do not want to stay in Lima” (Do not meet the workforce need locally.)

“We need students who are local, because they will stay local to work.”

- State of the Art Facility & Qualified Faculty
 - The Borra Center for Health Sciences
 - <https://www.youtube.com/watch?v=NdwoFxFN638&t=6s>



- Home grown talent
 - Students trained in the area stay in the area
 - 87% of students who graduate from Rhodes stay in our area!
 - *Start here, stay here*

- Personalized with specialized support
 - *Adult students need our expertise, grace, and retention support*
 - *Start them via CCP in high school and maintain retention support upon entry.*

- Low Cost

The Most Affordable Option



Institution	Prelicensure BSN	RN to BSN
Private University	\$73,800	NA
Private University	\$32,260	\$16,130
Private University	\$33,260	\$16,630
Private University	\$67,900	\$14,850
Public University Branch	\$14,540	\$7,270
Public University Branch	\$36,940	\$18,470
On Line University	\$35,550	\$9,675
Rhodes State College	\$11,000	\$5,500

- Quality Education
- RN Licensure Pass Rates 2020 Calendar Year

NCLEX National Average First-time Pass Rates	OBN Expected Standard (95% of NCLEX-RN National Average First-time Pass Rates)	State of Ohio First-time Pass Rates	Rhodes State NCLEX First-time Pass Rates (OBN Standard is within 6 months of completion)
86.57%	82.24%	84.41%	88.75%

Smart Choice for SB 135: We can take it to the Finish Line!



- Rhodes State is well positioned to offer both the baccalaureate in nursing and the RN to BSN Completion.
- Human, facility and physical resources.
- Robust, student-centered support.
- Meet local nursing workforce needs with local students.
- Low cost, high quality education demanded by employers and students alike.

- Three-Year BSN Program: Undergraduate, pre-licensure degree program (Includes Summers).
 - Courses would be a combination of face-to-face, hybrid, and online formats.

- One-Year RN to BSN Completion Program: Post-licensure degree program (3 Semesters).
 - Courses would be a combination of hybrid, and online formats.

1. Testify to the quality of Rhodes State ADN graduates
2. Some identify from where the majority of bachelor prepared RNs graduated.
3. Testify to the organization's need for Bachelor prepared nurses and may include:
 - Immediate needs for BSN prepared nurses
 - Projected future needs in the next 3 years
4. Commitment to precepting/training students during the capstone course



Questions & Answers?