



Request for Applications

Nurse Expansion Appropriation Fiscal Year 2023 Application Guidance & Template

Pursuant to Laws 2022, Chapter 54 of the 55th Legislative Session, General Appropriations Act – HB2 Section 5, the New Mexico Higher Education Department (NMHED) is requesting applications for funding activities expanding enrollment in and graduation from nursing programs at public higher education institutions.

Complete applications are due to the Department on or before June 15, 2022. Please note, applications for funding to support endowed faculty positions in nursing are to be submitted separately. Please refer to the “Endowed Positions in Educator Preparation, Social Work, and Nursing” request for applications.

The Department requests that applicant public higher education institutions complete the following template and remit to NMHED via email to the following contacts:

New Mexico Higher Education Department
C/O Dr. Harrison Rommel, Director, Institutional Finance Division
2044 Galisteo Street, Suite 4
Santa Fe, NM 87505
Harrison.Rommel@state.nm.us
and
Brittany.Gutierrez@state.nm.us

The Department’s award process involves the review and ranking of proposals submitted by public higher education institutions in New Mexico. The NMHED Institutional Finance Division is tasked with ensuring all distributions are expended for allowable activities.

This cycle is for expenditures and activities in Fiscal Year 2023 (FY23). Any funding requests for FY24 should be submitted to NMHED by September 15, 2022, and incorporated into Research and Public Service Project (RPSP) submissions for nurse expansion funding.

The total amount available for FY23 is \$15 million. Institutional requests may not exceed \$1.5 million per program, per campus. Consortium requests (e.g., multiple higher education institutions or branch campuses) may submit a single application with amounts not to exceed \$1.5 million per participating higher education institution.

It is important to note that funding appropriated in FY23 is *non-recurring*. While projects should

differentiate between recurring and non-recurring requests, there is no guarantee of support in future fiscal years. However, the Department is dedicated to working with higher education institutions to incorporate awarded recurring requests into the FY24 Department, Executive and Legislative budget requests.

Applications should describe how the activities supported by state funds will address one or more of the following:

- *Increase the number of nursing students admitted to the program for the academic year.*
- Enhance recruitment and/or retention of nursing faculty through competitive salaries, stipends, and other incentives. Note that the **“Endowed Positions in Educator Preparation, Social Work, and Nursing”** request for applications may be more appropriate for this activity.
- *Expand clinical sites beyond urban area hospitals to include nursing homes, clinics, rehabilitation centers, birthing centers, etc.*
- *Utilize new or existing funds to assist faculty and students with transportation and lodging when partaking in clinical placements outside their home residence.*
- *Develop appropriate tutoring, mentoring and other support programs to retain students and ensure successful graduation and passage of the National Council Licensure Examination, most commonly known as the NCLEX exam.*
- *Recruit students with a focus on ethnic, gender and geographic diversity as well as expand opportunities for all qualified applicants.*
- *Work in collaboration with local education agencies (LEAs) or high schools to recruit qualified applicants.*
- *In border area schools, require at least some clinical rotations to occur in New Mexico facilities to increase the chances of students staying in their home areas upon graduation.*
- *Retain at-risk students with measurable impact on retention and graduation.*
- *Expansion of infrastructure to support enrollment growth (e.g., additional staff, software/IT, and other support).*

This list is not intended to be comprehensive or limiting in scope. Other activities that can demonstrably increase the number of nursing graduates from a public higher education institution will be considered. Applicants should clearly identify new versus expanded or continuing activities.

For any questions, please contact Brittany Gutierrez, Data Analyst, NMHED Institutional Finance Division, at Brittany.Gutierrez@state.nm.us or (505) 476-8439.

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Section I: Applicant Summary

A. Higher Education Institution

Name and primary contact information and title for person(s) regarding activities supported by this funding cycle:

Higher Education Institution: Southeast New Mexico College (formally NMSU Carlsbad)

Full Name: Dianne Hardin, MSN, RN

Title: Nursing Program Director

Telephone: 575-234-9305

Email: dhardin@senmc.edu

B. Project Abstract

Request Summary

The faculty of the nursing program at Southeast New Mexico College (SENMC) seek nursing appropriations that will be used to help enhance and expand the SENMC Nursing Program. As in many regions of the United States, a nursing shortage, an aging nurse population, and a decreasing amount of nursing educators continue to be realities in New Mexico. The nursing program at SENMC needs additional support to remain a major contributor to the healthcare workforce in New Mexico.

The mission of the SENMC (formally NMSU Carlsbad) Nursing Program is to promote health and improve the quality of life of the people of rural New Mexico through nursing education, practice and public service, recognizing the state's multicultural heritage and the dynamic learning needs of southeastern New Mexico. As a result of this support, a greater number of marginalized nurse candidates will be recruited and graduate from SENMC. Additionally, funding will support faculty recruitment and retention and the development of a student success/lab coordinator position, which will benefit students and the program as a whole.

Funding Goal

This NMHED nursing expansion grant will support SENMC's commitment to increasing the number of nurses teaching and practicing in underserved areas by enhancing and helping to expand infrastructure that supports enrollment growth and increases the number of nursing students that can be trained each academic year. Funding will support our program in multiple ways: (1) increased/expanded technology that leads to an increase in the number of nursing students that can be trained in an academic period are allowable; (2) updated equipment; (3) improved student support resources; (4) reestablishment of a student success/lab coordinator; (5) teaching supplies; and (6) incentives to improve the recruitment and retention of nursing educators. The rationale for this expansion funding request is that it will allow SENMC to continue offering its student nurses the best possible educational experience and increase the number of nursing students admitted to the program for the academic year, which are directly aligned with NMHED's strategic goals for nurse education and preparation.

Background & Need

New Mexico is experiencing a severe shortage of nurses and nurse educators and it is imperative that the colleges and universities provide a well-prepared and competent cadre of nurses each year that are ready to move into the workforce and fulfill health care needs. Because more than 50% of SENMC graduates who earn their Associate Degree in Nursing (ADN) go on to earn their Bachelor of Science in Nursing (BSN) or higher degrees and stay in New Mexico to seek employment, SENMC's program is extremely vital to addressing the nursing shortage issues in the region and the state.

New Mexico has just 23,200 nurses to serve a statewide population of 2 million people (Bureau of Health Workforce, Health Resources and Services Administration, 2022). Need is even more extreme for nursing education, recruitment, and retention of trained nurses in our rural Medically Underserved Area (MUA) surrounding Carlsbad and Eddy County in Southeastern New Mexico. In New Mexico, there are 11.06 RNs per 1,000 people and only 3.25 nurses per 1,000 people in our Eddy County service area. The New Mexico Healthcare Workforce Committee 2021 annual report shows 197 registered nurses in Eddy County to serve a population of 61,000 residents. The loss of healthcare workers due to the pandemic has only deepened this crisis. An estimated 6,200 nurses are reportedly needed in New Mexico to meet current demand (New Mexico Nurses Association, 2022). These nurse staffing levels are demonstrably unsustainable, with 12% of the state's nursing workforce currently consisting of traveling contract nurses (New Mexico Hospital Association, September 2021).

SENMC is dedicated to ensuring that nursing curricula are the epitome of best practices and that nurses are appropriately trained and prepared for the National Council Licensure Examination (NCLE). We currently have six full-time faculty, including the Program Director, and are in need of filling two additional full-time positions for which we have currently included within our existing funding. The salaries earned by these nurses and the nursing personnel that teach and practice in New Mexico make a significant contribution to the city of Carlsbad, Eddy County, the New Mexico economy, and the overall livability of its communities. Area salaries are low, housing is a challenge, and just 17% of Eddy County residents hold a Bachelor's or above compared to 28% statewide (US Census, 2021). This makes these graduates an even more valuable resource that we seek to retain in the community.

Program Description

SENMC Nursing Program offers Licensed Practical Nurse (LPN), Associate Degree in Nursing (ADN), and LPN-RN bridge options. A rigorous, and evidence-based curriculum and reputation for excellence—ranked #1 in New Mexico <https://www.registerednursing.org/state/new-mexico/#rankings>—in preparing students for the workforce make the SENMC ADN program a sought-after program of study; however, many of the students applying to the program are under-prepared and retention is therefore a critical issue to address the decline in the nursing pipeline. Notably, 70-80% of the nursing students require remediation in English, reading, and/or math before they can begin college level courses (SENMC Internal Analysis).

In order to ensure the continued development and graduation of competently trained new nurses into the New Mexico Healthcare workforce, SENMC nursing holds a high standard of excellence and course rigor. As such, the program boasts a 64.3% completion rate and >85% National Council Licensure Examination (NCLEX) pass rate for the RN program, and 100% for the PN program (see Tables A-C).

Table A: Aggregated Three-Year Pass Rates

SENMC NCLEX-RN Aggregated Three year NCLEX Pass Rates		
Year	Licensure Examination Pass Rate	Graduates
2021	87.5%	14/16
2020	88.9%	16/18
2019	100%	21/21

*Table B: Aggregated Program Completion Rates**

SENMC Aggregated Program Completion Rates	
Year	Completion Rate
2022	64.3%
2021	56.25%
2020	62.5%

*Completion rates are calculated based on the number of students who entered the program as a group (cohort) and successfully completed the program.

Table C: LPN to ADN Option Completion Rates

SENMC LPN to AND Completion Rates	
Year	Completion Rate (150% of program length)
2022	100% (5/5)
2021	100% (1/1)
2020	71.4% (5/7)

The service area for SENMC is primarily Eddy County, however, the program does attract students from other counties, areas of the state, and nationally. Carlsbad has a population of approximately 62,000 (U.S. Census Bureau, 2021) with 45.3% Caucasian, 50.5% Hispanic, and 4.2% other (Table D). The college campus mirrors this data as well as the nursing student population with 2021 nursing student enrollments reflecting 32% Caucasian and 62% Hispanic. The average age of the nursing student population is between 22-32, which is felt to be reflective of the many changes in employment opportunities within the county and students who attend the college seeking additional skills to re-enter the work force via a second career.

Table D: Area & Student Population Demographics

Population Demographics Comparison Table 2022						
	All Carlsbad Students		Nursing* Students		Eddy County Population	
	2021-2022		2021-2022		Census 2021	
Total	2128		37		62,314	
Carlsbad Students Only	1527					
Mean Age					35.4	
Male	720	34%	4	11%	31,468.57	50.5%
Female	1403	66%	33	89%	30,845.43	49.5%
Unknown	5	0%	0	0%	0	0%
Hispanic	1263	59%	23	62%	31,469	50.5%
Black or African American	32	2%	2	5%	1,246	2.0%
American Indian	22	1%			1,496	2.4%
Asian	21	1%			561	0.9%
Native Hawaiian Pacific Islander Male	4	0%			62	0.1%
White/Caucasian	514	24%	12	32%	28,228	45.3%
Race/Ethnicity Unknown Male	233	11%			0	
Two or More Races	29	1%			1,122	1.8%

Request Justification Discussion

Southeast New Mexico College Nursing Program is a large contributor to the education and training of new nurses to replenish the growing needs of the state. The focus of the SENMC nursing program is the Associate of Science in Nursing degree (ADN). By utilizing technology, progressive learning techniques, and a state of the art simulation laboratory, SENMC nursing students receive the highest quality education in order to provide the best possible patient care upon successful completion of the program.

This proposal is to secure funding to help expand the SENMC Nursing program by increasing the number of students admitted each academic year and supporting key changes in National Council of State Boards of Nursing (NCSBN) clinical practice assessment changes slated for 2023 through improved technology supports.

Funds would support:

- **Expansion of infrastructure to support enrollment** with the purchase of updated technology, simulation equipment, and lab supplies.
- **Student support services** including lodging and transportation while completing clinical placement program outside their home residence (i.e., traveling nurses). As a result of this support for SENMC Nursing Program initiatives, a greater number of Low to Middle Income (LMI) or otherwise marginalized nurse candidates will be recruited and graduate from Southeast New Mexico College.
- **Faculty recruitment and retention incentives and funding to develop a student success/lab coordinator position** to benefit students and the program as a whole. Requested funding will provide a \$5,000 annual nursing stipend and other faculty development resources to help recruit and retain qualified nursing education faculty to address the regional and statewide nursing shortage, an aging nurse population, and a decreasing amount of nursing educators.

C. Proposed Activities—Non-recurring Funds

These activities (will be accomplished with non-recurring funds from the Nurse Expansion appropriation—see [APPENDIX G](#) for allowable costs as per RFA). Non-recurring funds are shown on the budget activity table under Section II, Part B. ***The areas of funding listed in the guidelines are indicated in italics below as they apply to each of the activities discussed.***

1) ***Expansion of infrastructure to support enrollment growth (e.g., additional staff, software/IT, and other support).***

a) **Purchase of updated simulation equipment.** The COVID-19 pandemic brought on an increased need for use of simulation for-in person and virtual experiences. Simulation is an important part of the SENMC nursing program and is important to help the student complete their clinical practice requirements. Updated simulators will enhance the learning experience for the student and allows the students a safe area of practice while serving as a stepping stone to help them with their in-person clinical experiences.

- Adult “Hal” is a high-fidelity manikin that allows in-depth assessment and treatment scenarios that helps students with the hands-on learning and patient experience. HAL S5301 combines streaming audio, facial expressions, and realistic movement to make interacting with providers more natural, helping them develop their understanding of more subtle patient cues. See appendix A for pricing and Appendix B for detailed description.
- “Susie” S2000 is a high-fidelity manikin. Susie’s physical and physiological features allow learners to train practical skills using real techniques, medical tools, and devices. See Appendix A for pricing and Appendix C for detailed description.

b) Purchase of equipment and resources for faculty and students.

- Purchase new computers for faculty. Outdated equipment often impedes staff productivity and ability to effectively perform job functions.
- Purchase of Nurse Think NTI Webinar Subscription Service for faculty development and resources. Please see Appendix D.
- Purchase NurseThink® COMPLETE RN. This is a complete package that incorporates clinical judgment across the curriculum. From Clinical Judgment Exams to Virtual Patients to NCLEX® PreView and ReView, and Next Gen Learning. This is a nursing education product that approaches tutoring by helping students prepare for the NCLEX Next Generation Licensure exam by providing clinical judgement readiness activities. This product will enhance learning and help with retention and completion. The technology this resource provides is essential. In 2023, NCLEX is shifting to the NextGen in response to findings that graduates are often not prepared for practice, so clinical judgment in this new format is being introduced. The technology enhancements requested allow our faculty to learn how to pose/write the questions to help students to learn this new model. NurseThink provides the media (images, audio, video) for cases creating realism, supporting interactive EHR aligned with evidence-based strategies used by National Council of State Boards of Nursing (NCSBN), and gradebooks for tracking student outcomes. Please see Appendix E.

c) Upgrade simulation control room equipment: cameras, microphones and transmission capabilities from simulation lab to classrooms.

- Estimated cost per IT director is \$10,000 per room x 3 simulation lab rooms and 2 classrooms. The approximate estimate for equipment was provided by our campus IT director and is attached (please see Appendix F). We are working to obtain a more detailed quote and can provide this at a later date, if needed.

D. Proposed Activities—Recurring Funds

The following activities (will require recurring funding in future years). Recurring funds are shown on the budget activity table under Section II, Part C. *The areas of funding listed in the guidelines are indicated in italics below as they apply to each of the activities discussed.*

1) Utilize new or existing funds to assist faculty and students with transportation and lodging when partaking in clinical placements outside their home residence.

a) Student Travel Stipend.

- Funds will support students (average 24 per group) with a per diem travel stipend to assist with meals, lodging, and gas when partaking in required out-of-town clinical rotations: A travel stipend will assist with transportation and lodging when students are partaking in required out-of-town clinical rotations. The majority of clinical practicum sites are located in the community or surrounding towns within a 30 mile radius (Artesia). However, due to the lack of clinical sites and tertiary acute clinical experiences locally, first year students travel to Roswell, New Mexico (75 miles) for 2-3 days in first and second trimester; to Lubbock, Texas (180 miles) in the spring of their second semester (high risk maternal-child and pediatrics); and El Paso, Texas (180 miles) or Las Vegas, New Mexico (226 miles) in the fall of their second year for an inpatient psychiatric experience and again to Lubbock, Texas (180 miles) for fourth semester (tertiary acute care). The minimum number of days is 5 for these out of town clinicals. Meals would average \$45/day; lodging funds would be figured on an average of \$95/nights x 2-5 days; and gas funds would be figured on \$.58/mile. Proof of travel is required for reimbursement of funds. Note: Travel funding would be shared with Allied Health Surgical Tech students who also travel 3-4 times during their program for a week-long clinical to Roswell, Hobbs, and Albuquerque (average 8-10 students).

2) Develop appropriate tutoring, mentoring and other support programs to retain students and ensure successful graduation and passage of the National Council Licensure Examination, most commonly known as the NCLEX exam.

a) Dedicated Student Success Coordinator

- Funds will be utilized to recruit and retain a dedicated Student Success Coordinator. The Coordinator will hold tutoring and mentoring sessions with identified at-risk students. Current practice is to place students who fail the first exam on an immediate student improvement plan. Weekly meetings with students entail remediation, improving test-taking techniques, and building sound study habits. The need for tutoring activities by faculty has increased substantially with this practice, resulting in difficulty meeting the students'

tutoring needs. This full-time faculty will help facilitate tutorial courses offered in conjunction with core nursing courses. This allows students an additional resource to ensure their success. As a result, the program is seeking appropriations to support student success.

b) Dedicated Lab Coordinator

- Funds will be utilized to recruit and retain a dedicated Lab Coordinator. This full-time faculty person will work in conjunction with other faculty to help plan and coordinate the day to day activities of the lab. The Lab Coordinator will be responsible in setting up the lab with the activities related to the lessons being taught. This individual will care for and maintain the department equipment, supplies, and inventories. They will be responsible for the maintenance of test equipment and instruments to ensure accuracy and efficient performance. Additionally, they will develop and implement policies, procedures, and standards for lab operations to ensure the efficiency, effectiveness, and quality control of the laboratory and compliance with federal, state, and university regulations and standards. This position is essential to the operation of the lab, coordinating the ordering, inventory, storage, and maintenance of supplies, lab ware, and instruments.

3) Develop appropriate tutoring, mentoring and other support programs to retain students and ensure successful graduation and passage of the National Council Licensure Examination, most commonly known as the NCLEX exam. AND Expansion of infrastructure to support enrollment growth (e.g., additional staff, software/IT, and other support).

a) Student & Faculty Resources.

- Purchase of Nurse Think NTI Webinar Subscription Service for faculty development and faculty resources (Appendix D).
- Purchase NurseThink® COMPLETE RN. This is a complete package that incorporates clinical judgment across the curriculum. From Clinical Judgment Exams to Virtual Patients to NCLEX® PreView & ReView, and Next Gen Learning. This is a nursing education product that approaches tutoring by helping students prepare for the NCLEX Next Generation Licensure exam by providing clinical judgement readiness activities. This product enhances learning and helps with retention and completion (Appendix E).

4) Enhance recruitment and/or retention of nursing faculty through competitive salaries, stipends, and other incentives:

a) Enhance retention of nursing faculty through retention stipends.

- Appropriations will be used to provide a nursing stipend paid out quarterly. A stipend of \$5,000 will support each full-time faculty; \$8,000 will assist the Program Director. Stipends will help address the lack of faculty to meet the demand for more nurses, which include lower compensation for academic teaching than for positions in clinical areas for master's-prepared nurses.
- By providing a much needed \$5,000 per faculty member stipend, recruitment and retention levels can be increased. Stipends will help address the disparity in compensation, which is significantly lower for academic teaching than for master's prepared nurses practicing in clinical positions. Known reasons for the lack of SENMC faculty to meet the demand for more nurses include: poor salary; the increased age of the current faculty; the declining number of years left to teach; expected increases in faculty retirements; and finally, not enough master's and doctoral-prepared nurses to fill needed nurse educator positions. A stipend can help motivate and retain current faculty, as well as recruit new faculty to accept a position with the lower salary that educator nurses receive, relative to salaries for a bedside nurse. Additionally, the cost of graduate school is high—but required for nursing programs, and incentives, such as a respectful stipend, show the importance and value of professionals who have achieved the required skill set. The nursing shortage problem won't be fixed unless the field can secure valued educators. Students cannot be effectively educated without quality educators. This funding will support the current faculty on hand, as well as new faculty, ultimately increasing our teaching capacity and allowing for increased student enrollment.
- Nursing Director, Dianne Hardin, MSN, RN fills multiple roles in her position. She is both a faculty member and an administrator. She teaches one to three credit hours per semester; supervises, directs, delegates, and evaluates the work of all staff assigned to nursing; and coordinates and supervises all activities of the SENMC Nursing program. To be an effective leader for our nursing program and the ever-changing education and healthcare program environment, effective communication, knowledge, leadership and professionalism are key. As Nursing Director, she also plays a role in pursuing funding, local/regional partnerships, and advocates for the program, the faculty, and the students. The proposed stipend will be an incentive for retention for this position as well.

Section II: Budget Summary

Please complete the following budget activity table. The Department may request supplemental documentation at any time prior to or after award disbursement. Details of expenditures by category should be noted in the proposed activities above. Awardees will submit additional budget detail in the format outlined by Research and Public Service Project (RPSP) submissions.

Please see next page for Budget Activity Table

If necessary, please add additional comments on the budget proposal below:

Please note that details of costs for each figure listed and discussed in the Budget Activity Table above are supported by Appendices A-F as noted. All funds will be used for costs as directed in Appendix G, Sections I and II (the Appendix provided with NHMED RFA for this Nurse Expansion grant funding opportunity).

SENMC - NMHED Nurse Expansion Grant 6-22

FY23 Request Budget Activity Table

A. Requested Amount of funds from the FY23 Appropriation Cycle:	Line Item Amount	Total for Section A
1) Simulation Manikin "HAL" S5301		
a) Cost= \$99,500 + \$15,995 Service Plan + \$2095 monitor = Total = \$117,590	\$117,590	
2) Simulation Manikin "SUSIE" S2000		
a) Cost = \$28,500 + \$2500 Training + \$10,495 Service Plan + \$2095 monitor = Total = \$43,590	\$43,590	
3) Shipping estimate \$1584.55	\$1,600	
4) PC's 8 systems x \$1000	\$8,000	
a) Faculty computers		
5) Recruitment of a dedicated full-time Student Success Coordinator and a Dedicated Lab Coordinator:		
a) Salary- \$60,000 x2= 120,000		
b) Fringe@ 37.5% =\$22,500 x2 = \$45,000 =Total= \$165,000	\$165,000	
6) Retention stipend for full-time faculty and director		
a) \$5000/yr x 8 faculty = \$40,000		
b) \$8000/yr for program director = Total \$48,000	\$48,000	
7) Travel and lodging student stipend for out of town clinical.		
a) Cost dependent on miles, days, and total number of students = +/- \$850/ per student (average of 24 nursing; 8-10 ST) x 2 groups x 3 semesters = +/- \$160,000	\$160,000	
8) Purchase of Nurse Think NTI Webinar		
a) Subscription Service for faculty development and faculty resources = \$600/yr	\$600.00	
9) Purchase NurseThink® COMPLETE RN		
a) Cost= \$836.47 x 30 (average cohort +/-) = 25,000	\$25,000	
10) Upgrade Simulation control room equipment:		
a) Cost= \$10,000 x 5 rooms= \$50,000		
b) Tuners= \$3000 x 2 = \$6000 (see Appendix F)	\$56,000	
Section A FY23 Request Total		\$ 625,380

B. Proposed amount of non-recurring funding:	Line Item Amount	
1) Simulation Manikin "HAL" S5301	\$117,590	
2) Simulation Manikin "SUSIE" S2000	\$43,590	
3) Estimated Shipping	\$1,600	
4) PC's (8)x\$1000	\$8,000	
5) Upgrade Simulation control room equipment	\$56,000	
Section B Non-Recurring Funding Amount		\$226,780

C. Proposed amount of recurring funding:	Line Item Amount	
1) Recruitment of a dedicated full-time Student Success Coordinator and a Dedicated Lab Coordinator		
a) Salary- \$60,000 x2= 120,000		
b) Fringe@ 37.5% =\$22,500 x2 = \$45,000 =Total= \$165,000	\$165,000	
2) Retention stipend for full-time faculty and director		
a) \$5000/yr x 8 faculty = \$40,000		
b) \$8000/yr for program director = Total \$48,000	\$48,000	
3) Travel and lodging student stipend for out of town clinical rotations		
a) Cost dependent on miles, days, and total number of students = +/- \$850/ per student (average of 24 nursing; 8-10 ST) x 2 groups x 3 semesters = +/- \$160,000	\$160,000	
4) Purchase of Nurse Think NTI Webinar		
a) Subscription Service for faculty development and faculty resources = \$600/yr	\$600.00	
5) Purchase NurseThink® COMPLETE RN		
a) Cost= \$836.47 x 30 (average cohort +/-) = 25,000	\$25,000	
Section C Total Recurring Funding Amount		\$398,600
Total Sections B&C Foots to Section A Total Request		\$625,380

D. Budget Detail (as applicable) by Category ---	Line Item Amount	Total for Section D
Expenses From (Date): August, 2022		
To (Date): July, 2023		
1) Salary and Benefits:		
a) Recruitment of a dedicated full-time Student Success Coordinator and a Dedicated Lab Coordinator		
i) Salary- \$60,000 x2= 120,000		
ii) Fringe@ 37.5% =\$22,500 x2 = \$45,000 =Total= \$165,000	\$ 165,000	
b. Retention stipend for full-time faculty and director.		
iii. \$5000/yr x 8 faculty = \$40,000		
iv. \$8000/yr for program director, Total = \$48,000	\$ 48,000	
Total Salary and Benefits		\$ 213,000
2) Contractual Services:		
a) Purchase of Nurse Think NTI Webinar		
Subscription Service for faculty and faculty resources, cost = \$600/yr	\$600	
b) Purchase NurseThink® COMPLETE RN		
Cost= \$836.47 x 30 (average cohort +/-) = \$25,000, Total = \$25,600	\$ 25,000	
Total Contractual Services		\$25,600
3) Equipment:		
a. Simulation Manikin "HAL" S5301, cost = = \$99,500 + \$15,995 Service Plan + \$2095 monitor = Total = \$117,590	\$ 117,590	
b. Simulation Manikin "SUSIE" S2000, cost = \$28,500 + \$2500 Training + \$10,495 Service Plan + \$2095 monitor = Total = \$43,590	\$ 43,590	
c. Shipping estimated @\$1584.55 (rounded to \$1,600)	\$ 1,600	
d. PC's (8)x\$1000	\$ 8,000	
e. Upgrade Simulation control room equipment	\$ 56,000	
i) Cost= \$10,000 x 5 rooms= \$50,000		
ii) Tuners= \$3000 x 2 = \$6000 (see Appendix F)		
Total Equipment		\$ 226,780
4) Supplies:		
5) Travel:		
Travel and lodging student stipend for out of town clinical		
a) Cost dependent on miles, days, and total number of students = +/- \$850/ per student (average of 24 nursing; 8-10 Students) x 2 groups x 3 semesters = +/- \$160,000	\$ 160,000	\$ 160,000
6) Administrative and Other Costs:		
7) Other (Please describe in detail):		
8) TOTAL Section D FY23 Request by Category		\$ 625,380

Section III: Performance Targets

Please identify two or more measurable performance targets to measure the success of the proposed activities in the template below.

Goal based on benefit to students, especially at-risk students, generation of nursing degrees	Actuals for FY22 * (if applicable)	Targets for FY23	Targets for FY24	Targets for FY25	Comments: Demonstrate consistent improvement as a result of the awarded funds, trends, etc.
<p>Program’s most recent annual licensure pass rate: will be at least 80% for all first time test-takers during the same 12 month period.</p> <p>Data are aggregated for nursing program as a whole as well as disaggregated by program option.</p>	<p>Spring 2021 *</p> <p>Cohort=NCLEX 87.5% (14/16)</p> <p>Traditional ADN Student= 92.86% (13/14)</p> <p>LPN to RN 7.14% (1/14)</p> <p>*SP 2022 data not available</p>	<p>Targets will include increasing pass rates to above 87.5% on the NCLEX examination</p>	<p>Targets will include increasing pass rates to above 90% on the NCLEX examination</p>	<p>Targets will include increasing pass rates to above 95% on the NCLEX examination</p>	<p>Will show consistent progress in licensure pass rates, trending higher pass rates each year.</p> <p>Ongoing assessment of extent to which graduates succeed on licensure examination.</p> <p>Analysis of assessment data and documentation used in decision making for maintenance and improvement of graduates’ success on licensure examination.</p>
<p>Increasing program completion: 50% of all students will complete the nursing programs in 150% of program length.</p> <p>Evaluation of program completion data: calculating completion from student’s first nursing course, program demonstrates evidence of students’ achievement in completing the nursing program. The expected level of achievement for program completion is determined by the faculty and reflects student demographics.</p> <p>Data are aggregated for nursing program as a whole as well as disaggregated by program option.</p>	<p>Spring 2022</p> <p>Cohort= Traditional ADN student 64.29% (9/14)</p> <p>LPN to RN 35.71% (5/14)</p>	<p>Targets will include increasing completion rates to >65%</p>	<p>Targets will include increasing completion rates to >70%</p>	<p>Targets will include increasing completion rates to >75%</p>	<p>Increase completion rates for all groups and maintain at or above 60%.</p> <p>Ongoing assessment of extent to which students complete the nursing program.</p> <p>Analysis of assessment data and documentation used in program decision making for the maintenance and improvement of students’ completion of the nursing program.</p>

Goal based on benefit to students, especially at-risk students, generation of nursing degrees	Actuals for FY22 * (if applicable)	Targets for FY23	Targets for FY24	Targets for FY25	Comments: Demonstrate consistent improvement as a result of the awarded funds, trends, etc.
Provide stipends and travel/lodging supports to incentivize students and faculty	Average 48 students (24 in each cohort). stipends from current Expansion grant (will not be re-requested on existing grant for FY23 RPSP)	This new grant will be the recurring source for these funds starting 8/22			Track longitudinal increase in recruitment and retention rates to demonstrate advancements in recruitment of nursing students, completion rates, and other relevant demographics for at risk students
Gauge improvement to learning environment and benefits for faculty and their students of updated technology	Baseline: 100% faculty report resources needed to accommodate NCLEX move to Next Gen to help faculty and increase student ability to thrive in class and clinical settings and improve pass rates	90-100% SENMC faculty ability to meet 2023 NCSBN mandate for developing psychometrically sound and legally defensible nurse licensure and certification examinations consistent with new, current practice	100% of faculty will report efficiency gains and increased student proficiency in clinical practice components from improved technology	100% of faculty will report efficiencies and student improvements from technology enhancements	Student & faculty value and assessment of efficiencies and effectiveness resulting from these update will improve NCLEX preparation and overall learning environment.
Advancements in recruitment of nursing students for at risk (marginalized) students	Baseline assessment of LMI and other at risk students when SP 2022 data becomes available	Advanced recruitment of 3% greater enrollment of financially or otherwise marginalized candidates	Track progress and 80%+ retention goal of prior year enrollment of financially/ marginalized candidates	Track progress and 80%+ retention goal of prior year enrollment of financially/ marginalized candidates	Demographics to include BIOPC and other key at risk factors; remediation training; time to completion; and other key indicators

Section IV: Certification

I certify that to the best of my knowledge and belief all of the information on this form is correct. I understand that NMHED may at any time request any additional documentation required regarding activities supported by the appropriation. I also understand that failure to report completely and accurately may result in sanctions including but not limited to voidance of any award made by NMHED.

Dianne Hardin

Signature of Authorized Representative

6/14/2022

Date

Dianne Hardin
Printed Name

Nursing Program Director
Title and Department

Southeast New Mexico College
Higher Education Institution



Gaumard[®]
Simulators for Health Care Education

Quotation

14700 SW 136th Street
Miami FL 33196
T: 305-971-3790 | F: 305-252-0755

Quote Number: 92169
Quote Date: 06/06/22
Page: 1 of 3

Quoted To:

New Mexico State University
Po Box 30001 MSC 3AP
Las Cruces NM 88003-8001
USA

Ship To:

New Mexico State University
1500 University Dr Carlsbad Branch, MSC CB
Carlsbad NM 88220-3509
USA

Contact:

Dianne Hardin
575-234-9305
dianneh@nmsu.edu

Customer ID	Good Through	Payment Terms	Shipping Method	Sales Representative
C106952	07/06/22	Net 20	ABF Freight	Laura Konieczko

Qty.	Item	Description	Unit Price	Amount
1	S5301.PK.M	<p>HAL® S5301 medium skin tone advanced interdisciplinary patient simulator package.</p> <p>Includes: HAL S5301 patient simulator (Gaumard Ultrasound Ready), Microsoft Surface Pro Tablet (LTE Capable*) preloaded with UNI 3.0, HAL S5301 SLE™ Scenario package - SLE Facilitator's Guide & UNI programming, abdominal gunshot wound insert, patient simulator accessories, 1-day installation service, 1-day on-site training, access to Gaumard in-person and online training services, 1-year limited warranty</p> <p>*LTE data plan is optional. LTE plan is not included.</p> <p>Gaumard Ultrasound system and pathology packages sold separately. Conversational Speech Beta requires internet access; service is available in the US only; service available in English.</p>	\$ 99,500.00	\$ 99,500.00
1	GC.1.AH	<p>Gaumard Cares 1 Year service plan for HAL® S5301 advanced interdisciplinary patient simulator.</p> <p>Gaumard Cares service with Cost of Ownership Assurance includes the following at NO CHARGE for the duration of the plan:</p> <ul style="list-style-type: none"> • Repair coverage including parts, labor, and shipping to and from Gaumard repair centers • 1 Yearly preventative maintenance • Loaner service (HAL S3201) 	\$ 15,995.00	\$ 15,995.00

Prices and taxes are subject to change without notice.

To gather information about the products quote we invite you to visit our website: <http://www.gaumard.com>

If you should have any questions, please feel free to contact your sales representative Laura Konieczko at laura.konieczko@gaumard.com

This contractor and subcontractor shall abide by the requirements of 41 CFR §§ 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity and/or national origin, or for inquiring about, discussing, or disclosing information about compensation. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status or disability.

Southeast New Mexico College—June 2022 Application

NMHD: Nurse Expansion FY23

Page 20 of 34



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 USA

Contact:

Dianne Hardin
 575-234-9305
 dianneh@nmsu.edu

Qty.	Item	Description	Unit Price	Amount
		<ul style="list-style-type: none"> • Training at Gaumard access (Miami/Waco) • Webinar training • Telephone and email support • UNI software updates <p>See program details for more information.</p>		
1	S2000.PK.M	<p>SUSIE® S2000 medium skin tone adult female advanced simulator package Includes: SUSIE® S2000 medium skin tone simulator, Tablet PC preloaded with UNI® control software, Nursing Simulated Learning Experiences™ Volume 2 guidebook, preprogrammed SLE library with 10 scenario-based simulations, Gynecologic pack, Breast examination pack, RF communications module, Bluetooth communications module, headset for streaming audio, battery charger, accessories, user guide, one-year limited warranty</p> <p>Options available only at initial time of purchase: Defibrillation-pacing snap, ECG snap option, Care In Motion™ Go integrated video-assisted debriefing system</p> <p>Accessories available for purchase: Gaumard Vitals™ bedside patient monitor, Gaumard Vitals™ mobile patient monitor, Modified Philips defibrillation snap cables, Modified Physio defibrillation snap cables, Modified Zoll defibrillation snap cables, External pathologies uteri package, Internal pathologies uteri package, LungSim™ In-Hospital System, LungSim™ Mobile System, Care in Motion™ Mobile standalone video-assisted debriefing system</p>	\$ 28,500.00	\$ 28,500.00
2	30080154B	Bedside Virtual Monitor accessory	\$ 2,095.00	\$ 4,190.00

Prices and taxes are subject to change without notice.

To gather information about the products quote we invite you to visit our website: <http://www.gaumard.com>

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 USA

Contact:
 Dianne Hardin
 575-234-9305
 dianneh@nmsu.edu

Qty.	Item	Description	Unit Price	Amount
1	S2000.INST	Training service and Installation for SUSIE® adult female advanced simulator. Region specific	\$ 2,500.00	\$ 2,500.00
1	GC.S3.A	Gaumard Cares Silver 3 Year service plan for adult simulator. Gaumard Cares service with Cost of Ownership Assurance includes the following at NO CHARGE for the duration of the plan: • Training at Gaumard Training Centers • Webinar Training • Telephone and email Support • Software Updates	\$ 10,495.00	\$ 10,495.00
Customer must supply Sales Tax Exempt Certificate and W-9 with Purchase Order, if applicable.			Subtotal	\$ 161,180.00
			Est. Freight & Handling	1,584.55
			Est. Sales Tax	0.00
			Total US\$	\$ 162,764.55

****NOTE: A FREIGHT CARRIER WILL DELIVER THIS SHIPMENT ON PALLET (S) VIA FORKLIFT. IF YOUR ORGANIZATION IS NOT EQUIPPED TO RECEIVE PALLETS, PLEASE NOTIFY US IMMEDIATELY.****

Estimated shipping date: Approximately 15 to 30 weeks after receipt of order.
 Shipment Via: ABF Freight

Gaumard Scientific is the sole source for this tetherless simulator(s).

Prices and taxes are subject to change without notice.

To gather information about the products quote we invite you to visit our website: <http://www.gaumard.com>

If you should have any questions, please feel free to contact your sales representative Laura Konieczko at laura.konieczko@gaumard.com

This contractor and subcontractor shall abide by the requirements of 41 CFR §§ 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity and/or national origin, or for inquiring about, discussing, or disclosing information about compensation. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status or disability.



Gaumard[®]
Simulators for Health Care Education



HAL[®] S5301

Introducing the world's most advanced interdisciplinary patient simulator.

Introducing HAL® S5301.

The most advanced interdisciplinary patient simulator in the world.

From emergency care to ICU and med-surg training, HAL is engineered to fulfill educational objectives across clinical disciplines and blur the lines between simulation and real life. New lifelike motor movement, next-gen simulated physiology, UNI® 3, and many more industry-first capabilities usher in the next revolutionary leap in simulation.



Verbal and Nonverbal Communication

Facilitate patient-provider communication like never before. HAL S5301 combines streaming audio, facial expressions, and realistic movement to make interacting with providers more natural, helping them develop their understanding of more subtle patient cues.

Introducing UNI® 3

Manage vitals, assess, and debrief with UNI 3 — our most powerful and intuitive control software ever. The new UNI 3 is loaded with new tools and scenario content to help you facilitate world-class simulation learning experiences.

Lifelike Motor Movement

Introducing the next generation in HAL robotics. Simulate realistic stroke scenarios with lifelike motor reflexes, including facial drooping and head, arm, and hand movement.

Gaumard Ultrasound™ Ready

Go beyond task practice and train ultrasound imaging through immersive emergency scenarios. Gaumard Ultrasound simulates the function, look, and feel of a real, portable ultrasound machine. Transducer range of motion is natural, and imaging is true to life.

Sign up to receive updates at [Gaumard.com/HALS5301](https://www.gaumard.com/HALS5301)

Gaumard simulators are designed, manufactured, and assembled in the USA. Product design is subject to change without notice. Certain features are not available in all areas. © 2022 Gaumard Scientific. All Rights Reserved. 11190156A

Real Medical Equipment

Designed from the ground up for true-to-life in situ training. HAL supports the broadest selection of real mechanical ventilators, patient monitors and sensors, and defibrillators of any simulator in its class.

Gaumard MR™ Ready

Using the latest mixed reality technology, Gaumard MR blends digital educational content into the real world, allowing participants to gain knowledge and skill through an entirely new hands-on training experience.

Advanced Anatomy and Physiology

HAL introduces the latest advancements in simulated cardiac, respiratory, and vascular physiology, including arterial access, lung compliance, hi-fi auscultation, and much more.

HAL legacy and evolution

HAL S5301 is the revolutionary next step of the HAL brand, trusted by the top simulation programs worldwide. HAL S5301 continues the design philosophy introduced with the first HAL model launched nearly 20 years ago: to enable training how and where care happens.



Gaumard®
Simulators for Health Care Education

www.gaumard.com
Worldwide: 305-971-3790
Toll-Free U.S. and Canada: 800-882-6655



Learn More



SUSIE[®] S2000

Advanced Nursing Patient Simulator

- Includes 10 Simulation Learning Experiences™ and Facilitator's Guide
- Wireless streaming audio
- Use real equipment: ECG, pacing, AED, BP cuff, SpO₂
- Auscultation, pulse palpation, and IV training
- NG tube feeding, stoma care, and GYN examination
- Wireless and tetherless

Meet SUSIE®, our most complete and capable simulation-based nursing solution yet.

SUSIE is an advanced, wireless and tetherless patient simulator and learning resource package designed to facilitate the delivery of effective and realistic scenario-based training exercises to nursing learners of all levels. SUSIE includes everything you need for rapid integration into your nursing curricula in one easy-to-use package.



*Patient Monitor
Sold Separately*

Gaumard Nursing Simulation Learning Experiences™ Volume II

The Gaumard Nursing SLEs provide a learning resource comprised of 10 outcome-focused scenarios designed to replicate clinical situations. Each SLE comes complete with a detailed facilitator guide for setting up, planning, and facilitating the learning experience.

Includes 10 interactive scenarios and a companion guide.

- Acetaminophen Overdose / Liver Failure
- Acute Myocardial Infarction - II
- Acute Respiratory Distress Syndrome
- Secondary to MVC II
- COPD Exacerbation II
- Diabetic Ketoacidosis
- Fluid and Electrolyte Imbalance II
- Heart Failure II
- Pneumonia II
- Potential Cervical Carcinoma
- Sepsis II

Each Nursing SLE includes the following key features:

- Purpose of the SLE
- Evidence-based rationale for the topic
- Learning objectives of the SLE
- Competencies addressed
- Psychomotor skills needed for successful participation
- Patient's medical history
- Supplies needed for the scenario
- Provider's Orders
- Prebriefing report to be given to students
- Scenario timeline with facilitator cues
- Scenario flowchart

Each Nursing SLE is mapped to the outcomes expected of graduates of nursing programs.

- NCLEX-RN® Test Blueprint
- BSN Essentials
- QSEN competencies
- IPEC core competencies

Perfect for both skills training and clinical simulation.

SUSIE's physical and physiological features allow learners to train practical skills using real techniques, medical tools, and devices. Additionally, SUSIE's breast and gynecological exam capabilities offer practice for learners in specialized nursing and medicine.



Speak as SUSIE and listen to provider's responses via wireless streaming voice. Illustrate seizures, eye dilation, reactivity, and blink rate



Normal and abnormal airway, heart, lung, and bowel sounds



Practice tracheostomy care procedures, including insertion, cleaning, and replacing cannulas safely



Bilateral IV access for bolus and/or infusion; deltoid and thigh IM sites support placement exercises



Supports oral or nasal intubation: ETT, LMA, King LT, NG. Enable difficult airway: tongue edema, pharyngeal swelling, and laryngospasm



Blood pressure can be taken using blood pressure cuff via auscultation or palpation



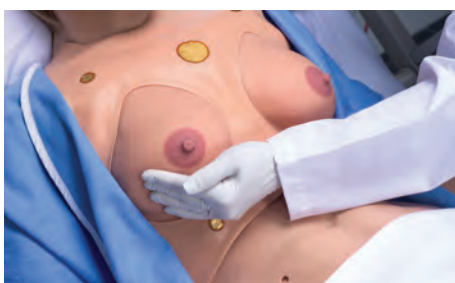
eCPR™ - Monitor CPR quality metrics in real-time, including rate and compression depth, no-flow time, and ventilations



Attach real ECG electrodes and monitor rhythms in real-time. Capture, cardiovert, and pace using a real defibrillator and pads



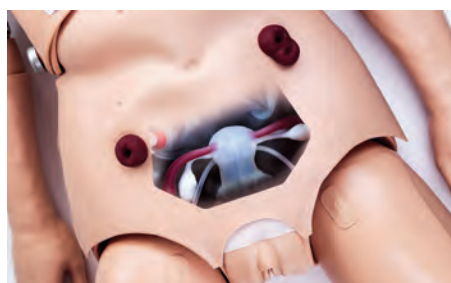
Control oxygen saturation in real-time while learners measure and monitor blood oxygen levels using a real pulse oximetry device



Includes 7 lifelike, interchangeable breasts to practice detecting and evaluating various pathologies



Interchangeable male/female genitalia allows catheterization. Rectum supports enemas and removing intestinal fluids introduced via NG tube



Interchangeable normal and abnormal uteri and cervixes simulate various pathologies and stages in pregnancy

Features

General

- Full-body adult patient
- Tetherless and wireless; fully responsive during transport¹
- Realistic joint articulation
- Compatible with optional virtual patient monitor
- Internal rechargeable battery; up to 4hr battery life²
- Converts to male patient; includes male chest and genitalia

Neurological

- Active Eyes; programmable blink rate, pupil size, and pupil reaction
- Severe or mild seizures
- Preprogrammed speech responses in multiple languages
- Wireless streaming voice

Airway

- Oral or nasal endotracheal intubation/suctioning
- Programmable difficult airway: Laryngospasm, pharyngeal swelling, tongue edema
- Sensors detect depth of intubation
- Tracheostomy care
- Unilateral chest rise with right mainstem intubation
- Multiple upper airway sound types

Breathing

- Control rate and depth of respiration and observe spontaneous breathing
- Ventilation is measured and logged
- Anterior and posterior lung sounds in all quadrants
- Visible chest rise during BVM ventilation

Cardiac/circulation

- Normal and abnormal heart sounds, rates, and intensities
- ECG monitoring using real devices
- eCPR™ sensors; chest compressions are measured and logged
- Monitor, capture, pace, and cardiovert using a real defibrillator and live energy
- Bilateral IV training arms and IM sites
- Measurable blood pressure and audible Korotkoff sounds
- Monitor oxygen saturation using your real native oximeter
- Visible cyanosis

- Bilateral carotid, radial, brachial, femoral, popliteal, and pedal pulses
- Fingerstick bleeding
- Interchangeable ulcerated foot

Gastrointestinal

- NG/OG intubation and feeding
- Bowel sounds
- Patent stoma sites support colostomy and ileostomy care
- Rectum supports enemas
- Male/female catheterization


Breast examination

- Supports breast examination techniques and identifying pathologies. BSE pack includes:
 - » Five interchangeable left breasts, which include fibrocystic disease (chronic mastitis), a benign tumor with stalk, a giant sarcoma, scirrhous carcinoma, and a retracted nipple
 - » Two right breast contains 8, 10, 16, and 20mm lumps for BSE

Gynecology examination

- Perform bimanual pelvic exam with interchangeable uteri
- Insert speculum and view interchangeable cervixes
- Perform PAP/douching/sounding
- GYN package includes:
 - » Anteverted uterus
 - » Retroverted uterus
 - » IUD uterus (installed)
 - » 6-8 Week pregnant uterus
 - » 10-12 Week pregnant uterus
 - » 20 Week pregnant uterus
 - » 6-8 Week pregnant uterus with short ovarian ligaments
 - » Normal cervix (set of 5, 1 installed)
 - » Abnormal set of cervix (set of 6)
 - » 6-8 Week pregnant cervix (set of 3)
 - » 10-12 Week pregnant cervix (set of 3)

SUSIE® S2000

S2000.PK 

SUSIE Tetherless Adult Patient Simulator, UNI® Tablet PC, RF communications module, Bluetooth communications module, Nursing Simulation Learning Experience Vol. II, GYN Pack and BSE Pack, accessories, user guide, roller case, and One-Year Limited Warranty. Extended service plans available. Skin tones available at no extra charge.

Gaumard Vitals™ Bedside Virtual Monitor

30080154B

Gaumard Vitals bedside virtual monitor. One Gaumard Vitals patient simulator license.

External Pathologies Uterine Package

S2000.235

Includes enlarged uterus, small uterus, uterus with moderate retroversion, myomatous uterus, uterus with left side salpingitis, uterus with right side salpingitis, severely anteverted-anteflexed uterus, uterus with large ovarian cyst, uterus with medium ovarian cyst, and bicornuate uterus.

Internal Pathologies Uterine Package

S2000.236

Internal Pathologies Uteri Package accessory for SUSIE adult nursing clinical skills simulator. Includes normal anteverted uterus, uterus with polyposis, uterus with varied polyps, uterus with hyperplasia, myomatous uterus, uterus with early carcinoma, uterus with advanced carcinoma, uterus with fundus carcinoma, and subseptate uterus.

Request a quote

www.gaumard.com/quote

sales@gaumard.com

Toll-Free USA & Canada

1.800.882.6655

Worldwide 305.971.3790

1. Maximum wireless range will vary depending on environmental factors and conditions. 2. Battery life estimates dependent on active features and settings; results may vary. Price without options, discounts, or special offers. Taxes and other fees not included. Extended service plans, product installation, and training services are available. Product design and price subject to change without notice. All trademarks and/or copyright materials are the property of their respective owners. © 2021 Gaumard Scientific. Patented; other patents pending. All Rights Reserved. MADE IN USA. 11190011D

April 7, 2022
Quote #6577

To: Dianne Hardin
Department of Nursing
Southeast New Mexico College



Re: NTI Webinar Subscription Service - Effective and Economical Faculty Development
No Travel, No Hassle – All part/full-time faculty/staff/preceptors

Accreditation with
Distinction
Because Quality Matters

We are excited to introduce the NTI Subscription Service. Because this is the most cost-effective, convenient and comprehensive faculty development package available, **over 1100 nursing programs from around the country** are subscribing annually.

NurseTim Subscriptions Include:

- 12 months* of unlimited access to 125+ live and recorded webinars
Conceptual learning, Test item writing, Clinical assessment, et al.
- Ultimate flexibility, pause/rewind recorded webinars to watch on your time 24/7
- Unlimited approved contact hours for nurses, accepted in 50 states
- Opportunity to dialogue with nationally-known experts
Diane Billings, Michelle Deck, Marilyn Oermann, and many more!
- Unlimited access to our CNE® Exam Preparation Webinar
- Special discounts on the Nuts & Bolts for Nurse Educators Conference
- Discounts on customized consultation from the 21 NTI Partner Consultants
- Professional portfolio for each faculty/instructor
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NTI Efficiency. Webinars average 60-75 minutes and easily connect you with over 75 speakers and 85 topics. All you need to do is click “play” to begin! Technology requirements are minimal and all handouts, tools, and samples are included.

NTI Collaboration. We work together to meet the needs of your nursing faculty to create better classroom, clinical, and curricular outcomes. Many of our best topics and ideas came from the suggestion of our subscribers, so we value your feedback and participation.

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**other durations available upon request.*

*Southeast New Mexico College—June 2022 Application
NMHED: Nurse Expansion FY23
Page 29 of 34*





Proposal: NurseThink® COMPLETE – RN

Prepared for Southeast New Mexico College

June 7, 2022



To: Ms. Dianne Hardin
Nursing Director
575.234.9313
dhardin@senmc.edu

Dear Dianne,

Thank you for reviewing NurseThink®. We are happy to share a proposal to bring the power of NurseThink® to your program.

NurseThink® COMPLETE – RN includes...

1. **Clinical Judgment Exams** – Readiness & Retention with Benchmarked, Open Check, and Build-Your-Own exams. 45 Different exams provide powerful data for faculty, students, and the program. Includes over 1400 additional clinical judgment test questions for your faculty to use on their own exams. Requires ExamSoft®. For exact pricing, reach out to or ask to be connected with your ExamSoft® Representative. [\$132.50 / student / year]
2. **NCLEX® PreView & ReView: Clinical Judgment Experiences for Students** – 1 Day PreView at the end of Fundamentals; 2 Day ReView in the final term for Practice Readiness + NCLEX® prep – School is responsible for all printing. [\$455 / student for 30 students or more per event]
3. **Student Success Book Bundle** – *The NoteBook 3rd Ed.; Conceptual Clinical Cases + accompanying online Faculty Guide; NCLEX Conceptual Review Guide + accompanying online Faculty Guide*. All books shipped directly to the nursing department designee. [\$67.99 + s/h / book or \$173.97 +s/h / 3-Book Bundle] or [\$57.99 / eBook / App] or [\$173.97 / 3-Book eBook bundle]
4. **CJSim™** – *Next Gen NCLEX® Sim used in every lecture / lab / sim / post-conference*. Over 150 cases and 1300 Next Gen Items. Full reporting / remediation for testing / and more. Randomized experiences with EHR based on the Evidence-base from NCSBN's CJMM. [\$75 per student one-time fee – lifetime of Nursing Program]

NurseThink® for Faculty

Up to 10 hours per term live video mentoring/on-boarding with NurseThink® COMPLETE (additional hours can be purchased).

Cohort Pricing

(pricing based on 24-month program – all paper books + s/h or eBooks / App)

- 0 - 50 Students:** \$703.97 /student for cohort duration at a single campus + \$132.50/year for Clinical Judgment Exams
- Student Pay Multi-Payment Option: add \$25/student/payment if students are making more than one payment. (no personal checks accepted)
 - School Pay Discount if Not Using a Credit Card (checks/ACH preferred): 5% discount with single/full payment for all students in the cohort at one time. If school uses two-payments a 3% discount is applied. There is no discount for more than two-payments.
 - These fees are not able to be discounted for a bookstore re-sale.

ADD-On: 6 to 10-Week Live Video Mentoring after ReView - \$130 /student for 30 or more students

ADD-On: Drug Guide plus 120 skills video Hub with Skyscape Mobile - \$98 /student

Southeast New Mexico College—June 2022 Application

NMHED: Nurse Expansion FY23

Page 30 of 34



NurseThink COMPLETE – RN Quick Overview	Price
<p>NurseThink COMPLETE RN for 0 - 50 students: Includes Clinical Judgment Exams, NCLEX® PreView & ReView, Student Success Bundle, CJSim™ and NurseThink for Faculty. Price is per student.</p>	<p style="text-align: center;">\$703.97</p> <p style="text-align: center;">+ \$132.50 /year for Clinical Judgment Exams</p>

Guarantee: Students who must repeat a semester/term will be allowed to participate for up to two additional semesters/terms without additional fees. Students who are unsuccessful on the NCLEX® can attend two additional NCLEX® ReViews with permission from the school. If purchased, students are allowed one additional 6 to 10-week Live Video Mentoring session. No refunds will be issued at any time.

Extended Term Discounts on COMPLETE and Bundle pricing:

24-Month Price Guarantee: Upon a signed commitment to 24 months or more for a COMPLETE or Bundle package, client is eligible for a price guarantee which locks in the current year’s price for 24 months or more, excluding third-party fees, such as ExamSoft, and shipping and travel fees.

36-Month Price Discount: Upon a signed commitment to 36 months or more for a COMPLETE or Bundle package, client is eligible for a 5% discount off the total cost of the program, excluding third-party fees, such as ExamSoft, and shipping and travel fees.

Please allow us to answer any questions you may have. The NurseThink® team looks forward to working with you and your team.

Respectfully Submitted,

Tim J. Bristol, PhD, RN, CNE, ANEF, FAAN
 Lead NCLEX® Specialist, Owner
 Direct – 952.843.3005 / tim@nursetim.com

CANCELLATION CLAUSE: Canceling NurseThink® COMPLETE 45 days in advance will result in the client being billed for actual expenses incurred to date (such as books shipped / airfare / etc.) plus \$50/student in administrative fees. Cancellations with less than 45-day notice will be billed the full per student fee plus other expenses incurred.

PROPOSAL ACCEPTANCE: Signing this agreement indicates acceptance of all terms.

College representative: Cohort Graduation Date: _____ Total # of students currently in cohort: _____
 Payment Option: _____ # of Payments
 Extended Term Discount (*initial*) _____ 24 Month _____ 36 Month

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 Signature

 Date

 Print Name

 Title

 Direct Phone

 Mobile Phone



APPENDIX F

Email from IT director Corey Barela-Eubank, MCP, MBA

June 3, 2022

Corey,

I know that you are swamped with other things but would like to ask you a very important question. I am trying to put together a proposal for an expansion funding opportunity for nursing programs and need to ask for a specific amount and justify what it will go toward. So I was wondering if you might be able to tell me approximately how much it would cost to upgrade our simulation control room equipment and to get back the ability to transmit to the classrooms again. I have to submit this proposal by the 15th, so any input you have would be greatly appreciated.

Thank you,

Dianne

Dianne Hardin, MSN, RN
Director/Professor
SEnMC Nursing Program
(formally NMSU Carlsbad)
1500 University Drive
Carlsbad, NM 88220
Office: 575-234-9305
Fax: 575-234-9304
dhardin@senmc.edu
dianneh@nmsu.edu

Dianne – I apologize for not responding sooner. Isaac and I spent some time looking at the rooms. We tested the signal end to end and we have good signal from the sim lab to the classrooms, but for reasons we cannot explain the tuners in the room are not outputting the signal to the projectors. We do not suspect the projectors to be the issue because they have worked in the past. Also the tuner in 424 is new and should be working properly, so we suspect that the issue may be the Extron control system, which was installed when the building was built. Is there a limit on the funding that we need to consider? Replacing the control system will cost up to \$10K per room, likely less but with supply chain issues we try to over estimate. Would could try to replace the tuners which would be around \$3000 for both 424 and 425. 423 we are waiting on additional information from Team 1st as we currently don't have an input open on that system but we should be able to get a tuner for that room as well.

Again I wanted to make sure that what we recommend will actually fix the issues.

Corey Barela-Eubank, MCP, MBA
Director - ICT
SEnMC
1500 University Dr.
Carlsbad, NM 88220
ceubank@senmc.edu



APPENDIX G

I. Allowable Costs: Regular appropriation and carryover

To frame the policy of allowable costs we consider the question: What constitutes nursing expansion activities? The Department defines **Nurse Expansion** as: *activities or expenditures designed to quantitatively increase the number of nursing graduates from the higher education institutions, as measured by an increase in the number of nursing degrees conveyed from year to year.*

As such, the allowable costs and activities can include, but are not limited to:

- Hiring of additional nursing faculty. Note that available funding under faculty endowment appropriations should be prioritized and that funding for faculty shall “supplement, and not supplant” other funds.
- Hiring of student support staff. Student support staff paid through nurse expansion funds (e.g., advisors, tutors, etc.) should dedicate the majority of time to support of nursing students and not be part of the general support staff for the higher education institution. Reasonable accommodations can be made for support staff that work within the general health sciences departments or divisions of the higher education institutions.
- Addition of instructional space specifically intended for nursing students (e.g., simulation labs, clinical practice spaces, etc.). Expenses may include construction or renovation costs, equipment purchases, and furnishing of the instructional space. This does *not* include regular classroom instructional space that may be used for other courses, nor should it include addition or renovation of faculty or staff office space, furniture, computers, supplies, and other expenses associated with the day-to-day operations of faculty and staff. These expenses should be supported through a higher education institution’s Instruction and General (I&G) budget. If funded, approval may be subject to review of the NMHED Capital Project Division.
- Any equipment, instructional materials, and consumables that are required to *increase* the number of nursing students that can be trained in an academic period are allowable. The guideline is that the funds expended shall “supplement, and not supplant” other funds.
- Miscellaneous expenses related to the maintenance of program accreditation that result from an increase in instructional capacity are allowed.
- Activities and expenses related to recruitment, retention, and professional development of nursing faculty, as long as these funds do not supplant other sources.

II. Carryover Funds (funds not expended within the fiscal year of the original appropriation):

In addition to the activities listed above, use of carryover funds may be used to support student scholarships. Again, the principle of “supplement, not supplant” shall be used. The Department recommends that scholarships supported by **Nurse Expansion** funds should supplement and not supplant other aid; and preference be given to students that declare intent to practice as a nurse educator. The following are proposed guidelines for the distribution of nurse expansion funds as scholarships for future nurse educators:

- A. Every award shall be evidenced by a contract between the higher education institution and the student. The contract shall provide for the payment by the state of a stated sum to the student and shall state the obligations of the nurse educator under the program, including a specified minimum period of service as a nurse educator.
- B. Nurse educators who serve a complete year shall receive credit for one year for the purpose of calculating any loan repayment award amounts. The minimum loan repayment award amount to be paid for each year completed shall be subject to approval by the Department.
- C. The contract between the nurse educator and the college or department shall provide that, if the recipient does not comply with the terms of the contract, they shall reimburse the college or department for all payments made on the student's behalf, unless the higher education institution finds acceptable extenuating circumstances for why the nurse educator cannot serve or comply with the terms of the contract.
- D. The higher education institution shall report to NMHED on: the amount of funds used for tuition scholarships; the number of scholarships awarded; and the degree or credential sought for each student supported by the tuition scholarship.

This list is not intended to be comprehensive or limiting, as there may be other activities or expenses that would constitute a reasonable use of **Nurse Expansion** funds. Other proposed expenses that do not fall within the categories described above should be submitted to the Department for approval by the Higher Education Cabinet Secretary.