



March 11, 2022

NOTICE

The Board of Directors of the Kaweah Delta Health Care District will meet in an open Academic Development Committee meeting at 4:00PM on Tuesday March 15, 2022 in the Kaweah Health Medical Center – Support Services Building Copper Conference Room (2nd Floor) 520 West Mineral King Avenue.

All Kaweah Delta Health Care District regular board meeting and committee meeting notices and agendas are posted 72 hours prior to meetings (special meetings are posted 24 hours prior to meetings) in the Kaweah Health Medical Center, Mineral King Wing entry corridor between the Mineral King lobby and the Emergency Department waiting room.

The disclosable public records related to agendas are available for public inspection at Kaweah Health Medical Center – Acequia Wing, Executive Offices (Administration Department) {1st floor}, 400 West Mineral King Avenue, Visalia, CA and on the Kaweah Delta Health Care District web page <https://www.kaweahhealth.org>.

KAWEAH DELTA HEALTH CARE DISTRICT
Mike Olmos, Secretary/Treasurer

A handwritten signature in black ink that reads "Cindy Moccio".

Cindy Moccio
Board Clerk, Executive Assistant to CEO

DISTRIBUTION:

Governing Board
Legal Counsel
Executive Team
Chief of Staff

<http://www.kaweahdelta.org>

KAWEAH DELTA HEALTH CARE DISTRICT BOARD OF DIRECTORS

ACADEMIC DEVELOPMENT

Tuesday, March 15, 2022

Kaweah Health Support Services Building
520 West Mineral King – Copper Conference Room (2nd floor)

ATTENDING: Directors: Lynn Havard Mirviss (chair) & Ambar Rodriguez; Gary Herbst, Chief Executive Officer; Lori Winston, M.D., Vice President Medical Education & Designated Institutional Officer; Amy Shaver, Director of GME; James McNulty, Director of Pharmacy Services, S. Oldroyd, DO; Cindy Moccio, Executive Assistant to CEO & Board Clerk, Recording

Lacey Jensen, Cory Nelson, Rubina Faizy, Antonieta Rueda, Daniela Rangel Orozco, Jacob Kirkorowicz

OPEN MEETING – 4:00PM

CALL TO ORDER – Lynn Havard Mirviss

Public / Medical Staff participation – Members of the public may comment on agenda items before action is taken and after it is discussed by the Board. Each speaker will be allowed five minutes. Members of the public wishing to address the Board concerning items not on the agenda and within the jurisdictions of the Board are requested to identify themselves at this time. For those who are unable to attend the beginning of the Board meeting during the public participation segment but would like to address the Board, please contact the Board Clerk (Cindy Moccio 559-624-2330) or cmoccio@kaweahhealth.org to make arrangements to address the Board..

1. **UNITEK NURSING SCHOOL PARTNERSHIP** – Presentation of a program to support and host nursing student cohorts at Kaweah Health.

Jamie Morales, Director of Talent Acquisition

2. **EMERGENCY MEDICINE RESIDENCY ANNUAL PROGRAM REVIEW** - Review of accreditation status, current citations, performance on institutional metrics, and SWOT {Strengths, Weaknesses, Opportunities, and Threats} analysis.

Lori Winston, M.D., Vice President Medical Education & Designated Institutional Officer

3. **PROGRAM DEVELOPMENT** – Update on Graduate Medical Education Development in Neurology and Psychiatry.

Lori Winston, M.D., Vice President Medical Education & Designated Institutional Officer

ADJOURN – Lynn Havard Mirviss

In compliance with the Americans with Disabilities Act, if you need special assistance to participate at this meeting, please contact the Board Clerk (559) 624-2330. Notification 48 hours prior to the meeting will enable the District to make reasonable arrangements to ensure accessibility to the Kaweah Delta Health Care District Board of Directors meeting.

*Mike Olmos – Zone I
Secretary/Treasurer*

*Lynn Havard Mirviss – Zone II
Vice President*

*Garth Gipson – Zone III
Board Member*

*David Francis – Zone IV
President*

*Ambar Rodriguez – Zone V
Board Member*

MISSION: Health is our Passion. Excellence is our Focus. Compassion is our Promise.

Kaweah Health Partnership – Unitek College

This presentation is a proposal to be considered by the Kaweah Health Board for the purposes of expanding RN educational opportunities in Tulare County.



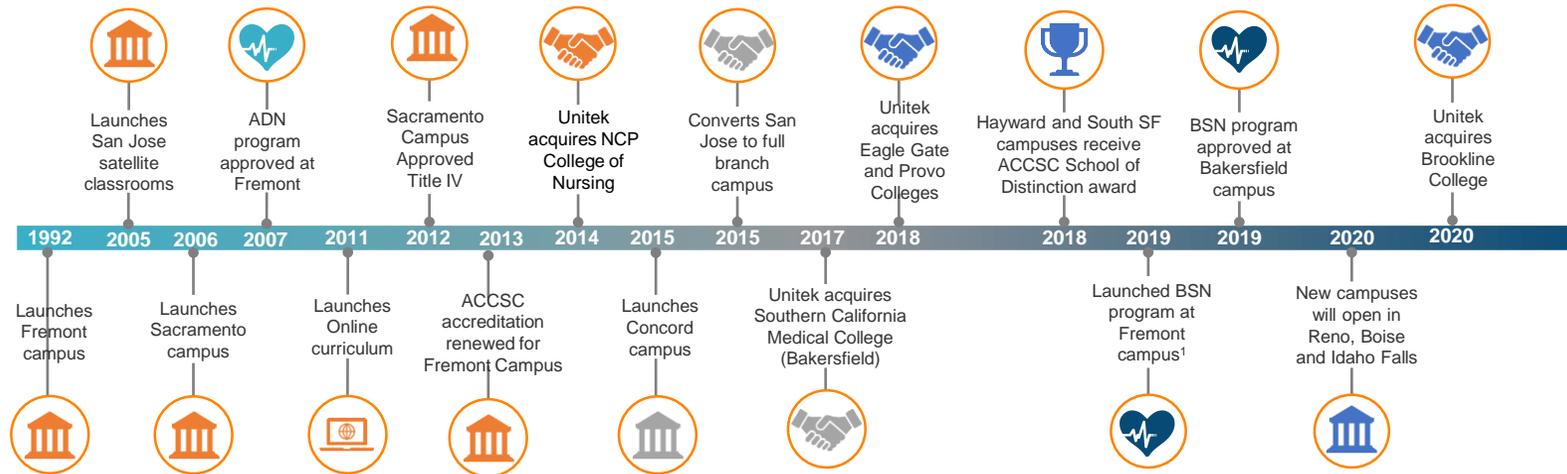
Goals and Purpose

To establish a community partnership to prepare safe and competent baccalaureate registered nurses to help address workforce shortages in our region



Unitek's Success Reflects a 27-Year History of Growth

Founded in 1992, Unitek Learning is the parent company for five distinguished learning institutions in the areas of healthcare, nursing, and emergency medical services.



Formation and Early Growth

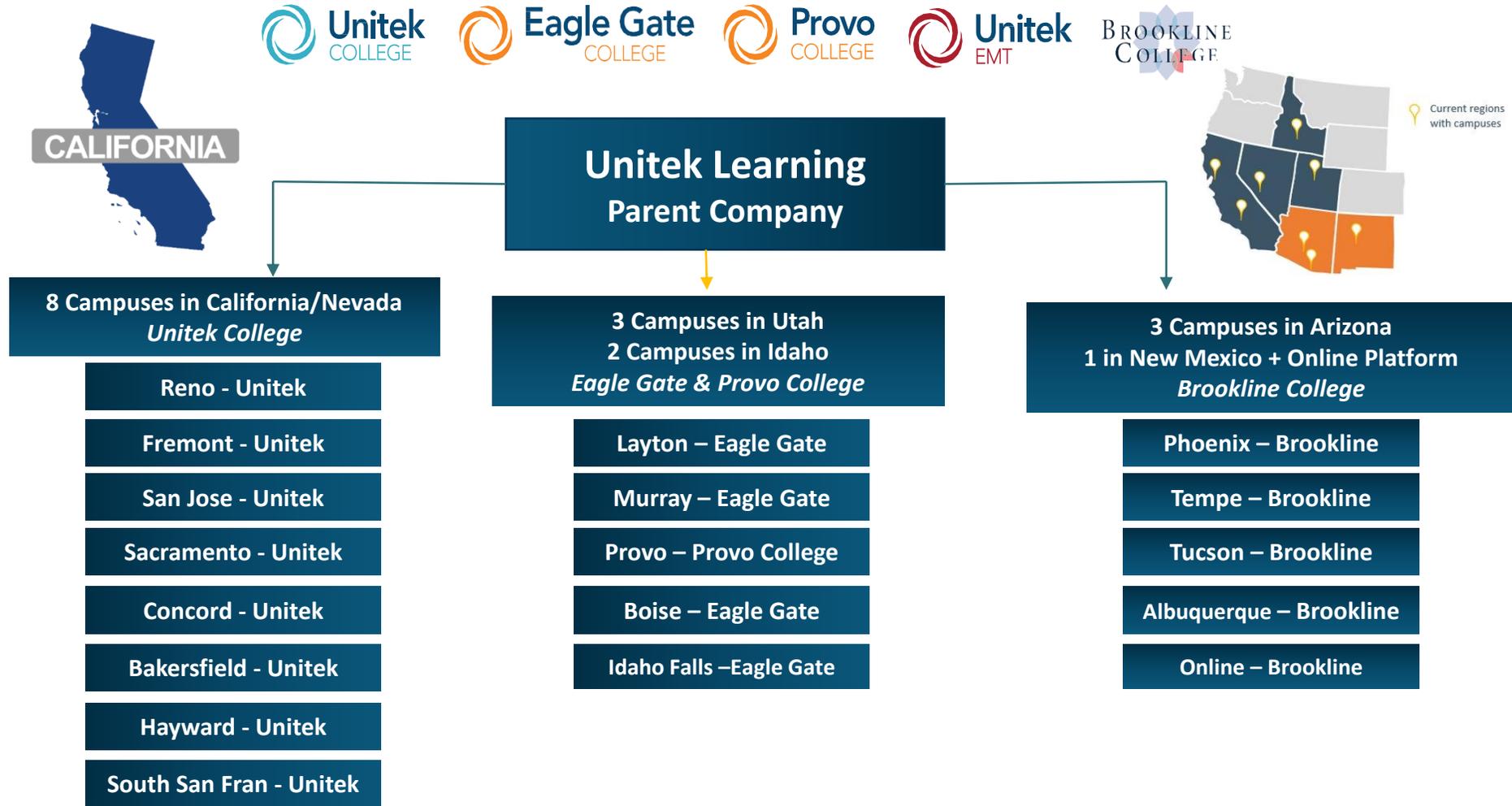
- Primary strategic focus on establishing accreditations and industry presence
- Established deep-rooted relationships with clinical partners and regulators to expand footprint within California to multiple campuses
- Continued investment in technology enabled launch of online program

Accelerating Growth

- Established leadership in California enabled addition of three Utah campuses
- Academic program offerings expanded with launch of BSN at Fremont and Bakersfield campuses
- Unitek's best-in-class healthcare programs recognized with prestigious awards granted by the ACCSC (Accrediting Commission of Career Schools and Colleges)



About Unitek Learning



About Unitek Learning

Accreditations



Approvals



Accolades



Watson Caring
Science Institute

2020 SCHOOLS OF EXCELLENCE

2020 SCHOOLS OF DISTINCTION

Outcomes



NCLEX-RN

90.2%

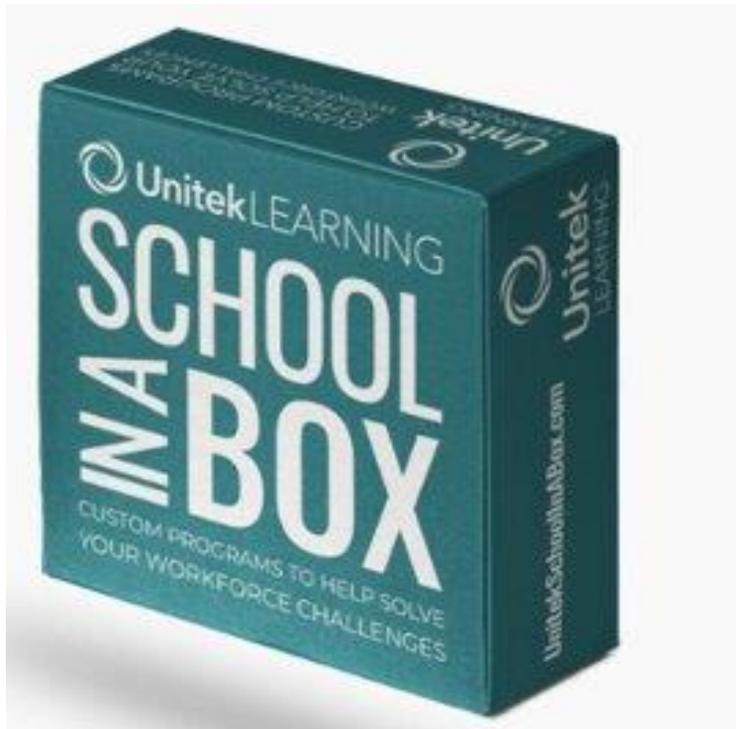
NCLEX-PN

87.0%



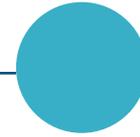
School-in-a-Box

School-in-a-Box; expanding campus-based programs into the Hospital



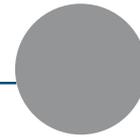
Unitek College

Sponsoring college



Bakersfield

Sponsoring campus. Campus based student will not attend school-in-a-box and school-in-a-box students will not attend campus face-to-face.



School-in-a-Box (expanded use site)

The SIB location will **not be considered a separate facility / satellite / campus**; we simply send to ACCSC a copy of the SIB contract and Nursing Board approval for the **"expanded use facility"** (i.e. more than clinical instruction).

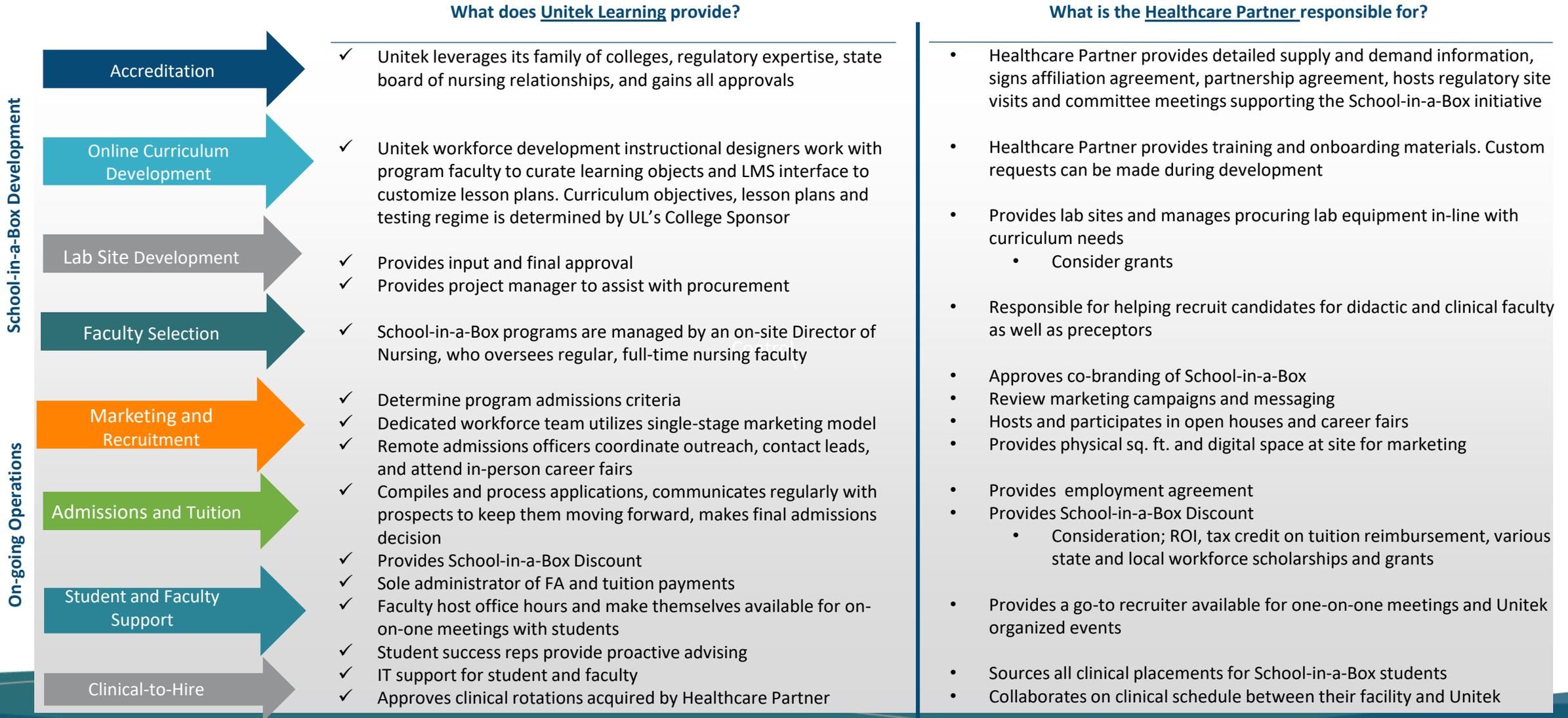


BSN Unitek College

- **School-in-a-Box Assumptions**
 - Delivery of the BSN Program together
 - Didactic and Gen Eds – all online
 - Lab/Skills – at Kaweah Health
 - Clinical – at Kaweah Health
- **Population Summary**
 - Assuming regulatory approval, starting students in Fall 2022/Jan 2023
 - Starting 20 students 2 times per year (Advanced Placement – two year program for BSN; three year program for BSN full)



School-in-a-Box; Anatomy of a Partnership



A Sharing Economy Breakdown

Unitek Learning

- Marketing
 - Direct and indirect lead gen
- Faculty
 - Site Director
 - General Education, Instructional Faculty
 - Nursing, Instructional Faculty
 - Sim Operator
- Direct Student Support
 - Admissions
 - Financial Aid Rep
 - Registrar
 - Student Workforce Integration Lead (career services)
 - Student Services Advisor
 - NCLEX Success Coach

Kaweah Health

- Skills and Sim Space
- Clinical Rotations



Regulatory Approvals

Milestones	Short Scenario	Long Scenario
Signed SIB Agreement Target	February 2022	April 2022
BRN Committee Meeting	April 21, 2022	June 23, 2022
Send ACCSC BSN App	April 2022	July 2022
BRN Full Approval	May 18-19, 2022	August 17-18, 2022
ACCSC Staff Level Approval	June 2022	September 2022
BPPE	June 2022	September 2022
USDOE	June 2022	September 2022
Start Marketing and Faculty Recruitment	July 2022	October 2022
Shortest Start Scenario	June 2022	October 2022
Longest Start Scenario	September 2022	January 2023



Marketing Concepts

Direct Lead Gen Examples

- Co-Branded Landing Page
- PPC
- Social/Display
- SEO
- Media/Association

Get Started
Complete this form and our Admissions department will contact you shortly with more information.

FIRST NAME LAST NAME

PHONE ZIP CODE

EMAIL STATE

Albuquerque Nursing

I have read and agree to Brookline's privacy policy and understand how my personal information may be collected and used. By submitting this form, I agree that Brookline College may call and/or text me about educational services at the phone number provided, including a wireless number, using automated technology. Please note, this consent is not required to attend our institution.

[Get Started >](#)

Indirect Lead Gen Examples

- Digital board advertising in hospital
- Open Houses, lunch-and-learns, online transfer credit reviews
- Hospital-based - Installation for advertising the program:



Tuition Pricing – Kaweah Health Contributions

Example: Cohort of 20 at BSN (AP two-year program) = tuition of \$59,316 with Unitek Discount. Kaweah Health contributes \$10,000 per year for two years = \$39,316. With books and supplies, cost to each student is \$48,559. Each student will be eligible for Kaweah Health Tuition Reimbursement of \$5,000 based on successful completion of classes, leaving each student with an out of pocket cost of \$38,559. Each student will be evaluated for grant opportunities and loans. Note: For the BSN Full, Kaweah Health Tuition Reimbursement is capped at \$10,000 over the three years.

Tuition Pricing Summary - Kaweah-Delta

Employee	Catalog Tuition		\$ 93,150		\$ 127,250		Annual Fee		Program Total	
	Unitek Tuition Discount		Discounted Tuition Price		SIAB Fee per Student		Student Tuition with Books			
	BSN	BSN Full	BSN	BSN Full	BSN	BSN Full	BSN	BSN Full	BSN	BSN Full
Starts per Cohort										
15 - 19	26.7%	20.2%	\$ 68,316	\$ 101,493	\$ 14,500	\$ 14,500	\$ 48,559	\$ 68,010		
20 - 24	36.3%	30.9%	\$ 59,316	\$ 87,993	\$ 10,000	\$ 10,000	\$ 48,559	\$ 68,010		
25 or More	41.2%	36.2%	\$ 54,816	\$ 81,243	\$ 7,750	\$ 7,750	\$ 48,559	\$ 68,010		

