

C. The Sage Colleges - Health Sciences & Nursing Simulation Lab Expansion Capital (133,466)

October 21, 2021

General Project Plan

- Grantee:** The Sage Colleges (“Sage” or the Organization”)
- ESD Investment:** A grant of up to \$40,000 to be used for a portion of the cost of machinery and equipment
- Project Location:** 65 First Street, Troy, Rensselaer County
- Proposed Project:** Purchase of machinery and equipment and furniture and fixtures for new simulation training lab
- Project Type:** Fit up of space to create training nursing simulation lab
- Regional Council:** The project is consistent with the Capital Region Regional Economic Development Council’s Plan to support Next-Tech, Talent, Metro, and Workforce-Development.

Background:

Industry – Higher Education

Organizational History - Russell Sage College was founded in Troy, New York, in 1916 by Margaret Olivia Slocum Sage and named in honor of her late husband, who had left her his considerable fortune. With Eliza Kellas, head of the Emma Willard School, Mrs. Sage was active in the women’s suffrage movement. In founding the new college, they proposed to offer women the means of independence through the combination of broad education in the liberal arts.

Initially, the college operated under the charter of the Emma Willard School, granting its first baccalaureate degree in 1918 and graduating its first class in 1920. In 1927, the New York State Board of Regents granted a separate charter for Russell Sage College and reaffirmed the status of Emma Willard as a secondary school.

During World War II, an “emergency men’s division” was created, and in 1942, the first graduate degree was conferred. In 1949, an Albany Division was opened, offering two-year, four-year and graduate degrees under the charter of Russell Sage College, extending the college’s mission to include the education of men on the second campus. The Sage Junior College of Albany received its own degree-granting powers in 1957.

In 1995, Sage Graduate School became authorized to grant degrees independently, Sage Evening College became recognized as a separate administrative unit and the institution was rechartered by the Board of Regents of the State of New York as “The Sage

The Sage Colleges - Health Sciences & Nursing Simulation Lab Expansion Capital (133,466)
October 21, 2021

Colleges.”

With a charter change effective July 1, 2020 and beginning with the fall 2020 semester, Russell Sage College, Sage College of Albany and Sage Graduate Schools united under a single name: Russell Sage College, one college with two co-educational campuses in Albany and Troy, New York.

Ownership - Russell Sage College is a 501(c)(3) non-profit organization led by a President and Board of Trustees.

Size - Russell Sage College has 347 employees, including 118 full-time faculty members, who operate on 2 campuses in Albany and Troy, New York.

Market – N/A

ESD Involvement - The Sage Colleges identified an increase in need to educate nurses in greater numbers, to serve the community, to address nursing shortages, and to be able to care for an influx of COVID-19 patients, by creating more nursing jobs. In July 2019, Sage applied through Round 9 of the Capital Regional Economic Development Council’s Consolidated Funding Application (“CFA”) for ESD’s assistance in closing a budget shortfall in the execution of the project. In April 2020, ESD made the College an offer of assistance which Sage accepted that same month. Without ESD support, the project would not have proceeded.

Competition – N/A

Past ESD Support - This is the Organization’s first project with ESD.

The Project:

Completion – January 2021

Activity - Specifically, this project allowed for an increase of 3,050 square feet of space with an open floor plan that now accommodates a multipurpose learning space including tables and chairs, whiteboards and mounted monitors/screens to accommodate 60 students at a time. There are eight fully equipped patient cubicles, including portable oxygen and suction headwalls, overbed tables, nightstands and IV pumps. This set up mimics what students will see when they leave the classroom and enter their workspace in a hospital.

There is also a separate patient room connected to a control room via a one-way mirror, allowing instructors to examine their students during exams. There are seven simulation manikins; one high fidelity, four adult medium fidelity, one pediatric medium fidelity

The Sage Colleges - Health Sciences & Nursing Simulation Lab Expansion Capital (133,466)

October 21, 2021

and one birthing mom. In addition, there are two auscultation torsos to validate heart and lung sounds, three portable simulation screens for one way viewing for validation, one exam table, four geriatric chairs, six medication carts, and personal protective equipment (PPE) carts.

Results - The project provides an integrated learning opportunity in a multipurpose environment that allows students to first engage in learning in a classroom setting to review theory content via lecture, guest speakers, webinars, power points, videos, web links, and other learning resources. Then the students have the opportunity in the same space to practice and validate these skills in a simulated setting with learning scenarios that they perform either individually or in a team with immediate feedback provided by faculty. Based on the level of course, the complexity and level of skills to be validated, can be individualized to the population focus (i.e. adult, pediatric).

In addition, outside of the scheduled classes included simulation, there is now space and time for “Open Lab” which provides additional practice time for students to prepare them for the actual clinical setting and increase their confidence and competence to provide safe quality care in preparation for the clinical workplace setting. This project has increased student retention and allowed for a larger nursing student population by providing a venue for students to apply concepts in a simulated real-life hospital setting with enhanced technologies and lab space. The facility will shorten the gap between education and practice and will be immediately transferable to the workplace.

In addition, this project has increased learning and simulation space, and enhanced technologies essential for students to learn, practice, and validate necessary technical skills in a safe environment. In addition, this open learning space is used by both undergraduate and graduate nursing students and with the other student health professions (i.e. Physical Therapy, Occupational Therapy) to promote interprofessional collaboration and better prepare graduates for entry into the workforce.

No Benefit-Cost Analysis (“BCA”) is required since these projects generate long-term benefits not captured in the short-term period used for the BCA and may involve no permanent job commitments.

Financing Uses	Amount	Financing Sources	Amount	Percent
Machinery and Equipment	\$136,695	ESD Grant	\$40,000	20%
Furniture and Fixtures	63,305	Organizational Equity	160,000	80%
Total Project Costs	\$200,000	Total Project Financing	\$200,000	100%

The Sage Colleges - Health Sciences & Nursing Simulation Lab Expansion Capital (133,466)

October 21, 2021

Grantee Contact - Frederick Barthelmas, VP for Finance & Administration
65 First Street
Troy, New York 12180
Phone: 518-244-2000
E-mail: barthf@sage.edu

<u>Project Team</u> -	Origination	Heidi Pasos
	Project Management	Amanda Goldfine
	Contractor & Supplier Diversity	Danielle Adams
	Environmental	Eram Qadri

Financial Terms and Conditions:

1. Upon execution of the grant disbursement agreement, the Organization shall pay a commitment fee of 1% of the \$40,000 capital grant \$400 and reimburse ESD for all out-of-pocket expenses incurred in connection with the project.
2. The Organization will be obligated to advise ESD of any materially adverse changes in its financial condition prior to disbursement.
3. The Organization will be required to contribute a minimum of 10% of the total project cost in the form of equity contributed after the Organization's written acceptance of ESD's offer. Equity is defined as cash injected into the project by the Organization or by investors and should be auditable through Organizational financial statements or Organization accounts, if so, requested by ESD. Equity cannot be borrowed money secured by the assets in the project or grants from a government source.
4. Up to \$40,000 will be disbursed to Grantee in a lump sum upon, documentation of machinery and equipment, and furniture and fixtures project costs totaling \$200,000, and upon completion of the project substantially as described in these materials, assuming that all project approvals have been completed and funds are available. Payment will be made upon presentation to ESD of an invoice and such other documentation as ESD may reasonably require. Expenses must be incurred on or December 19, 2019 to be considered eligible project costs. All disbursements must be requested by April 1, 2023.
5. ESD may reallocate the project funds to another form of assistance, at an amount no greater than \$40,000, for this project if ESD determines that the reallocation of the assistance would better serve the needs of the Organization and the State of New York. In no event shall the total amount of any assistance to be so reallocated exceed the total amount of assistance approved by ESD's CEO.
6. Grant funds will be subject to pro rata recapture if the property at the Project Location

The Sage Colleges - Health Sciences & Nursing Simulation Lab Expansion Capital (133,466)

October 21, 2021

is sold within five years of disbursement of funds. The Recapture Amount is based on the time that has lapsed between when the Grant funds were disbursed and when the transfer occurred. The Recapture Amount shall be calculated by aggregating the Recapture Amount for each disbursement of the Grant, which in each instance shall be equal to:

- (i) 100% of the disbursed amount if the transfer occurred in the calendar year that the disbursement was made, or in the first full calendar year after the disbursement was made;
- (ii) 80% of the disbursed amount if the transfer occurred in the second full calendar year after the disbursement was made;
- (iii) 60% of the disbursed amount if the transfer occurred in the third full calendar year after the disbursement was made;
- (iv) 40% of the disbursed amount if the transfer occurred in the fourth full calendar year after the disbursement was made;
- (v) 20% of the disbursed amount if the transfer occurred in the fifth full calendar year after the disbursement was made.

Non-Discrimination and Contractor & Supplier Diversity: ESD's Non-Discrimination and Contractor & Supplier Diversity policies will apply to this Project. The Recipient shall be required to include minorities and women in any job opportunities created, to solicit and utilize Minority and Women Business Enterprises (MWBEs) for any contractual opportunities generated in connection with the Project and shall be required to use Good Faith Efforts (pursuant to 5 NYCRR §142.8) to achieve an overall MWBE Participation Goal of 30% related to the total value of ESD's funding.

Statutory Basis – Regional Council Capital Fund: The funding was authorized in the 2019-2020 New York State budget and re-appropriated in the 2020-2021 and 2021-2022 New York State budgets. No residential relocation is required as there are no families or individuals residing on the site.