

NYSCLA 2019 Laboratory Staffing

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Northwell Health®
Labs

Northwell Health Labs Mission and Vision

Mission:

To be the laboratory of choice and the place to work

Vision:

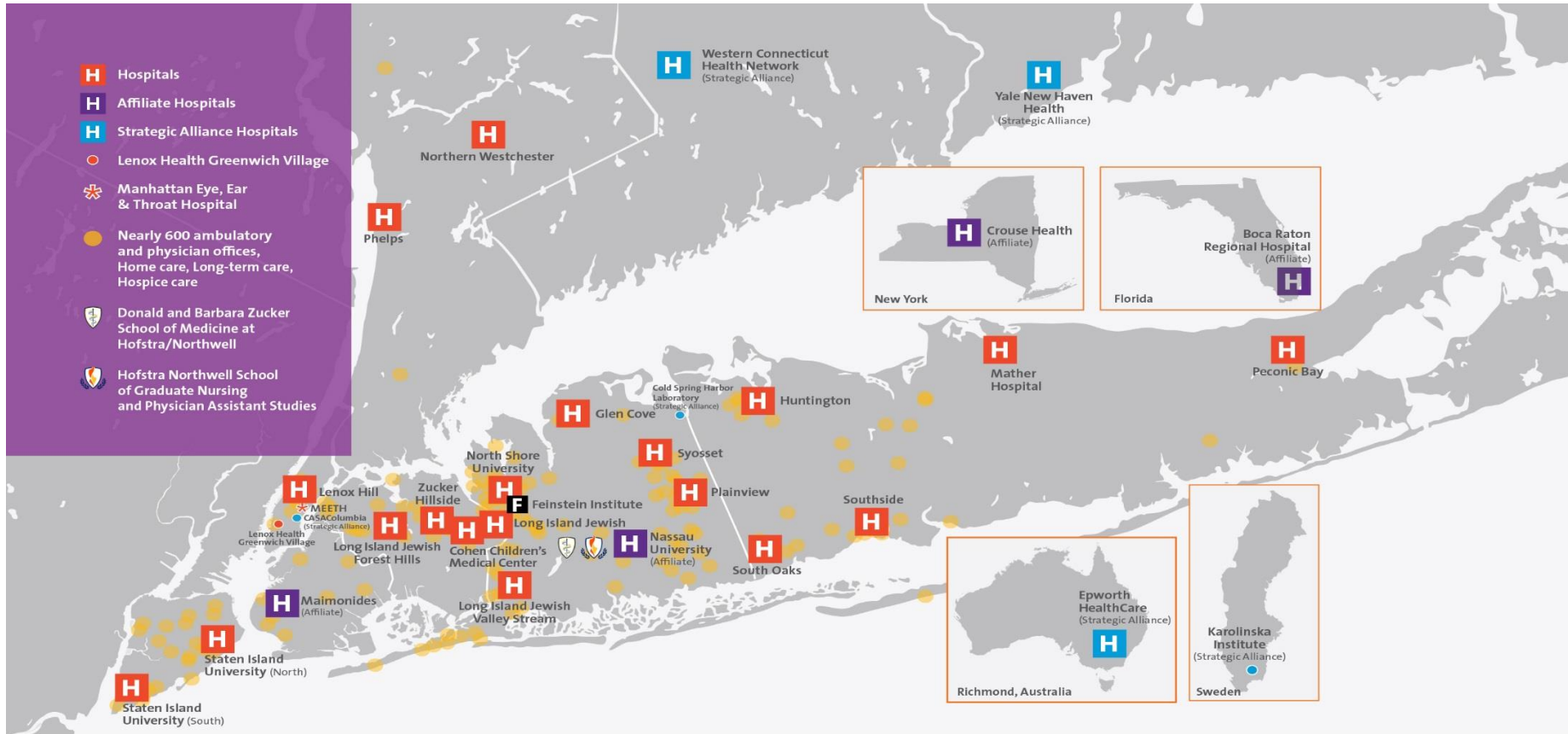
Northwell Health Labs strives to be a national leader in providing laboratory information, in a way that redefines the delivery of healthcare while improving quality and reducing costs

About Northwell Health Laboratories

- ❖ Centralized “Core” Laboratory
- ❖ Over 5,000 outreach clients (%’s)
- ❖ 175,000 sq. ft.
- ❖ 23 hospital based labs
- ❖ \$550 million annual operating budget
- ❖ More than 2,000 FTEs and more than 110 Pathologists
- ❖ Over 30 million billable test
- ❖ 200,000+ surgical specimens
- ❖ 27 Patient Service Centers (PSC)
- ❖ 430,000 Ambulatory Blood Draws
- ❖ 220,000 Nursing Home Draws
- ❖ 84,000 Home Phlebotomy Draws
- ❖ 500,000 Logistics pick ups
- ❖ Over 1 million customer service calls
- ❖ 99% physician satisfaction
- ❖ 1,000+ client result / order interfaces

More than 3,300 NWH Physician Partners. 700 Outpatient Facilities

23 hospitals; 6,500 + hospital and long-term care beds



Current System Wide Affiliation Agreements

A.S Degree

- Nassau Community College, CLT

B.S. Degree

- LIU Post, CLS
- SUNY Stony Brook, CLS
- CUNY York College, CLS
- CUNY Staten Island College, CLS
- St John's University, CLS
- SUNY Farmingdale, CLS
- Mercy College, CLS (new)

M.S. Degree

- LIU Post (Entry Level CLS)
- SUNY Stony Brook University, Medical Molecular Biology (new)

M.H.S. Degree

- Quinnipiac University, Pathologists' Assistant (new)

Certificate Programs (new)

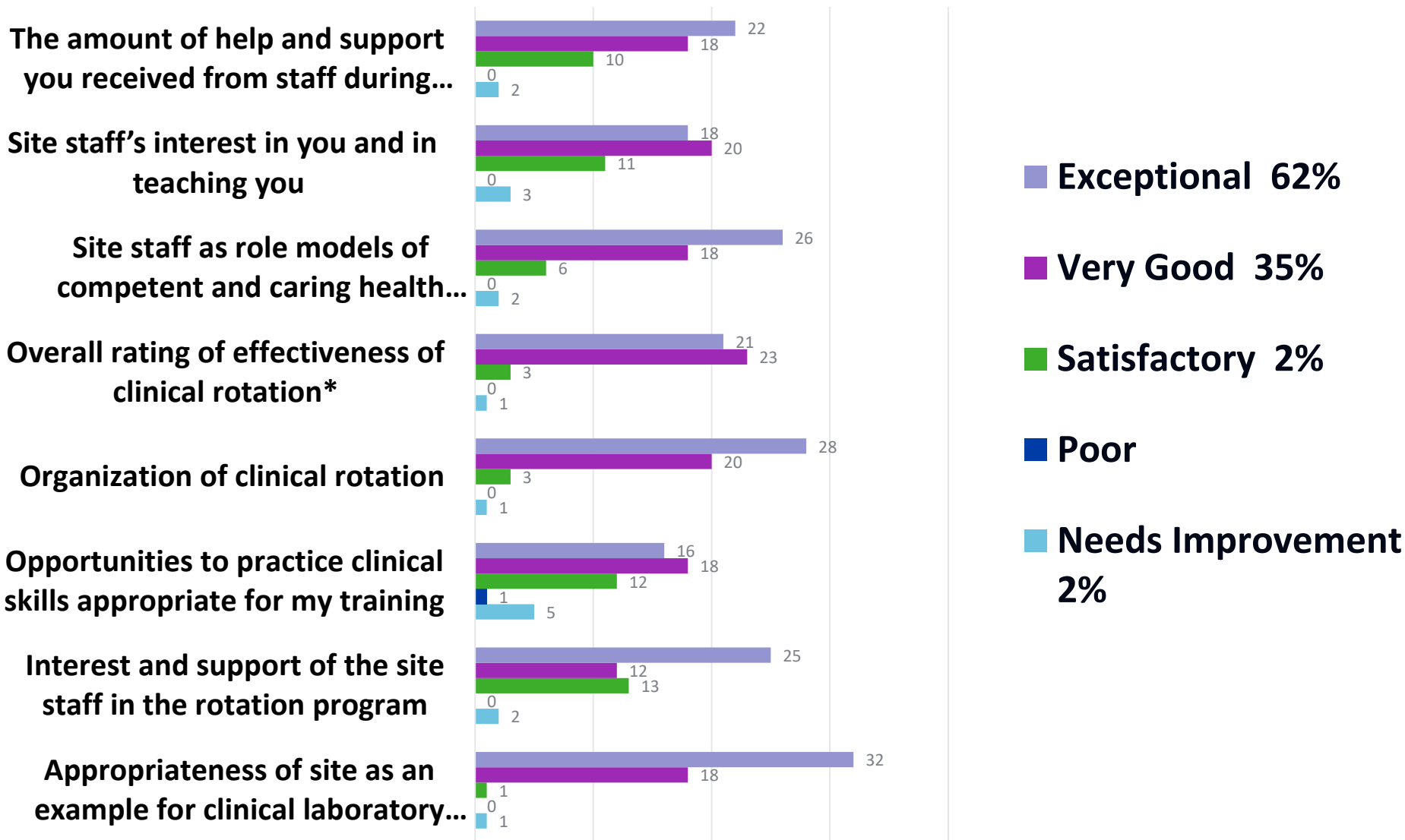
- SUNY Broome Community College, Histotechnician Online Certificate
- CUNY Hunter/MSKCC, Cytotechnology, Post Baccalaureate - Advanced Certificate CLS

Student Distribution

Sites Who Train Students	Approximate Number 2016/2017	Approximate Number 2017/2018	Approximate Number 2018/2019
Core Lab	30	31	33
Manhasset	20	26	10
LIJ	8	19	21
LIJ Forest Hills	4	3	1
LIJ Valley Stream	7	5	4
Lenox Hill	31	12	20
Glen Cove		3	5
Huntington	3	5	4
Plainview/Syosset	9	10	6
Southside	3	13	18
Staten Island N/S		2	4
Northern Westchester	1	1	1
Phelps		1	2
Peconic		2	2

Student Clinical Rotation Survey Responses

2016-2018



Hiring Statistics – Graduated Student Pool

Fall 2016- Summer 2018

School Year	Fall '16-Summer '17	Fall '17-Summer '18
Total Hired /Total Eligible (Grad.)	35%	40%

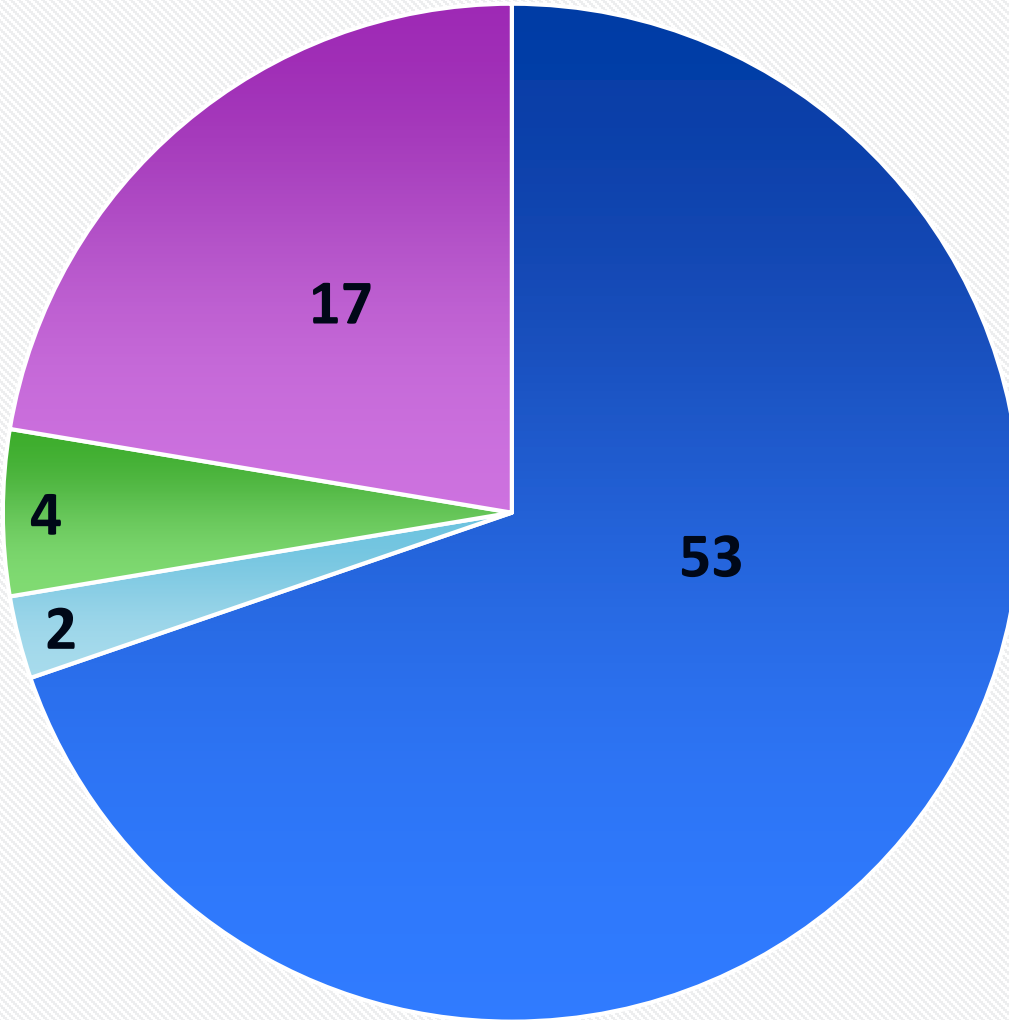
Job Outlook – Across the States

“Job outlook according to The U.S. Department Bureau of Labor and Statistics for Medical /Clinical Laboratory Technologists and Technicians projects a growth of 13 percent for the period of 2016-2026; faster than the average, indicating the need for more laboratory professionals to fill upcoming vacancies.”

Region	Employment 2016	Employment 2026	% Change	Projected Annual Job Openings
<u>United States</u>	171,400	191,200	12%	12,900
<u>Texas (1)</u>	12,500	15,010	+20%	1,080
<u>California (2)</u>	12,000	14,100	+18%	1,000
<u>New York (3)</u>	11,460	13,190	+15%	920
<u>Florida</u>	10,730	12,610	+18%	890
<u>Pennsylvania</u>	8,040	8,810	+10%	590
<u>Michigan</u>	7,310	7,930	+9%	520
<u>Ohio</u>	6,900	7,570	+10%	500

<https://www.bls.gov/ooh/healthcare/mobile/medical-and-clinical-laboratory-technologists-and-technicians.htm> <https://www.onetonline.org/link/summary/29-2011.00>

Northwell Health System Laboratories Current Vacancies by Title



- Lab Technologist
- Lead Lab Technologist
- Management
- Pathology Assistant

Current Challenges

- Future Consolidations of Laboratories
- Choice of Employment Opportunities for Applicants
- Generational work force expectations
- Salaries in comparison to other healthcare careers
- Decrease in qualified graduates

Recruitment Efforts

Promotion of the Profession

- Career Lectures
- Middle/High School Programs
- Community Events

Employment

- Enhancement of Career Website
- Hiring/Network Events and Conferences
- Social Media
- Blogs
- Digital and Print Advertising
- Emails or Text Campaigns
- Video testimonials
- Partnerships with Various Programs
- Continuous Contract Expansion



**THE ONLY PLACE
SUCCESS
COMES BEFORE
WORK
IS IN THE
DICTIONARY.**

- Vince Lombardi

THANK YOU