

2019-2020 Florida Job Growth Grant Fund Workforce Training Grant Proposal

Proposal Instructions: The Florida Job Growth Grant Fund Proposal (this document) must be completed and signed by an authorized representative of the entity applying for the grant. Please read the proposal carefully as some questions may require a separate narrative to be completed. If additional space is needed, attach a word document with your entire answer.

Entity Information

Name of Entity: Valencia College

Federal Employer Identification Number (if applicable): ██████████

Primary Contact Name: Kristeen Christian

Title: Asst. VP of Resource Development

Mailing Address: PO Box 3028, MC: DO-34, Orlando, FL, 32802-3028

Phone Number: 407-582-2909

Email: kchristian6@valenciacollege.edu

Secondary Contact Name: Joe Battista

Title: VP, Global, Professional and Continuing Education

Phone Number: 407-582-6622

Workforce Training Grant Eligibility

Pursuant to 288.101, F.S., the Florida Job Growth Grant Fund was created to promote economic opportunity by improving public infrastructure and enhancing workforce training. This includes workforce training grants to support programs offered at state colleges and state technical centers.

Eligible entities must submit proposals that:

- Support programs and associated equipment at state colleges and state technical centers.
- Provide participants with transferable and sustainable workforce skills applicable to more than a single employer.
- Are offered to the public.
- Are based on criteria established by the state colleges and state technical centers.
- Prohibit the exclusion of applicants who are unemployed or underemployed.

1. Program Requirements:

(If additional space is needed, attach a word document with your entire answer.)

Each proposal must include the following information describing how the program satisfies the eligibility requirements listed on page 1.

- A. Provide the title and a detailed description of the proposed workforce training.

See Attachment A

- B. Describe how this proposal supports programs at state colleges or state technical centers.

See Attachment A

- C. Describe how this proposal provides participants transferable, sustainable workforce skills applicable to more than a single employer.

See Attachment A

- D. Describe how this proposal supports a program(s) that is offered to the public?
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- E. Describe how this proposal is based on criteria established by the state colleges and state technical centers.

See Attachment A

- F. Does this proposal support a program(s) that will not exclude unemployed or underemployed individuals?

Yes

No

See Attachment A

- G.** Describe how this proposal will promote economic opportunity by enhancing workforce training. Please include the number of program completers anticipated to be created from the proposed training. Further, please include the economic impact on the community, region, or state and the associated metrics used to measure the success of the proposed training.

See Attachment A

2. Additional Information:

(If additional space is needed, attach a word document with your entire answer.)

- A.** Is this an expansion of an existing training program? Yes No
 If yes, please provide an explanation for how the funds from this grant will be used to enhance the existing program.

See Attachment A

- B.** Does the proposal align with Florida’s Targeted Industries? Yes No
 (View Florida’s Targeted Industries here.)

If yes, please indicate the specific targeted industries with which the proposal aligns.
 If no, with which industries does the proposal align?

See Attachment A

- C.** Does the proposal align with an occupation(s) on the Statewide Demand Occupations List and/or the Regional Demand Occupations List? (View Florida’s Demand Occupations List here.) Yes No

If yes, please indicate the specific occupation(s) with which the proposal aligns.
 If no, with which occupation does the proposal align?

See Attachment A

- D. Indicate how the training will be delivered (e.g., classroom-based, computer-based, other).
 If in-person, identify the location(s) (e.g., city, campus, etc.)
 where the training will be available.
 If computer-based, identify the targeted location(s) (e.g. city, county, statewide
 where the training will be available.

See Attachment A

- E. Indicate the number of anticipated annual enrolled students and completers in the proposed program.

See Attachment A

- F. Indicate the length of program (e.g., quarters, semesters, weeks, etc.), including anticipated beginning and ending dates.

Begin Date: Jan 2020

End Date: Dec 2024

See Attachment A

- G. Describe the plan to support the sustainability of the program after grant completion.

See Attachment A

- H. Identify any certifications, degrees, etc. that will result from the completion of the program. Please include the Classification of Instructional Programs (CIP) code and the percent of completer in each code, corresponding with Section E.

See Attachment A

- I. Does this project have a local match amount?

Yes No

If yes, please describe the entity providing the match and the amount (Do not include in-kind).

See Attachment A.

J. Provide any additional information or attachments to be considered for the proposal.

See Attachment B for letters of collaboration and other relevant information supporting this proposal.

3. Program Budget

(If additional space is needed, attach a word document with your entire answer.)

Estimated Costs and Sources of Funding: Include all applicable workforce training costs and other funding sources available to support the proposal.

1.) **Total Amount Requested** \$ 2,135,000
 Florida Job Growth Grant Fund

2.) Other Workforce Training Project Funding Sources:

City/County \$ _____

Private Sources \$ _____

Other (grants, etc.) \$ 750,000 _____

Please Specify: See budget

Total Other Funding \$ 750,000 _____

3.) Workforce Training Project Costs:

Equipment \$ 2,002,384 _____

Personnel \$ 0 _____

Facilities \$ 0 _____

Tuition \$ 107,616 _____

Training Materials \$ 25,000 _____

Other \$ 0 _____

Please Specify: N/A

Total Project Costs \$ 2,885,000 _____

Note: The total amount of the project should equal the total amount requested plus the total other funding.

- 4.) Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding, how equipment purchases will be associated with the training program, if applicable, and any other pertinent budget-related information.

See Attachment C for the Budget Narrative

4. Approvals and Authority

(If additional space is needed, attach a word document with your entire answer.)

- A. If entity is awarded grant funds based on this proposal, what approvals must be obtained before it can execute a grant agreement with the Florida Department of Economic Opportunity (e.g., approval of a board, commission or council)?

The Valencia College Board of Trustees will approve all grant projects at monthly board meetings.

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- B. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the entity and the Florida Department of Economic Opportunity:

- i. Provide the schedule of upcoming meetings for the group for a period of at least six months.
- ii. State whether entity is willing and able to hold special meetings, and if so, upon how many days' notice.

The next board meeting is 9/11/19. The board meets monthly, and will meet again October, November, December, February, April, May, June, and July. The board is skipping January, March, and August in order to observe college breaks. The group is willing to hold a special meeting with 5 days notice.

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- C. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the entity. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc.

Valencia college Policy 6Hx28:1-0 Organization, Authority, and Location outlines the undersigned's authority to execute the proposal on behalf of the college.

I, the undersigned, do hereby certify that I have express authority to sign this proposal on behalf of the above-described entity and to the best of my knowledge, that all data and information submitted in proposal is truthful and accurate and no material fact has been omitted.

Name of Entity: Valencia College

Name and Title of Authorized Representative: Dr. Sanford Shugart, President

Representative Signature: *Sanford Shugart*

Signature Date: 7-25-19

Workforce Training and Careers Grant Proposal: Florida Job Growth Grant Fund 2019

1. Program Requirements

A. Provide the title and a detailed description of the proposed workforce training

Valencia College is requesting workforce training funds for the **Workforce Training and Careers (WFTC)** project to promote economic enhancement in support of **Florida's targeted industries: Manufacturing, Global Logistics, and Machine Tooling**. As the third largest public state college, Valencia serves over 70,000 students annually in continuing education, degree, and certificate programs. The project will create a tremendous regional impact across the College's service district encompassing Orange and Osceola Counties including the Poinciana community (split between Osceola and Polk County). The tri-county area encompasses over 4,341 square miles with approximately 2.3 million residents. The project is located in Osceola County, home to three of the College's 10 learning locations: the Advanced Manufacturing Training Center, the Osceola Campus, and the Poinciana Campus. The WFTC project aligns with Valencia College's larger-scale initiative for workforce training and careers for Osceola County. The WFTC project budget is \$3.135 million, which includes requested funding support from the Florida Job Growth Grant Fund and funds leveraged by Valencia College and its partners in support of this project. Funding will support **900 participants** enrolling in training programs over five years and completing within 10 years with enhanced curriculum, equipment creating technology-enhanced learning environments, and tuition assistance to support their successful attainment of a credential in the high-demand industry areas targeted by this project.

The WFTC project will support the College's multi-year plan to increase access to workforce education programs and provide the necessary facilities to train residents of targeted, distressed communities to be fully prepared to participate in the workforce of the future. This project will provide long-term economic impact through collaboration with regional stakeholders including nationally-recognized industry leaders who have a shared interest in promoting economic development in the region. The workforce training programs offered through the WFTC project will create access for residents across Central Florida to participate in specialized workforce programs in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation. Training programs are housed in state of the art facilities, and each program provides a pathway for the student to earn national or international certifications in their field of study. Programs offered range from short-term, accelerated skills training to Associate of Science (A.S.) degree programs developed in partnership with industry and leading curriculum and training experts.

Accelerated skills training programs provide targeted outreach to individuals who are unemployed, under-employed, or working multiple jobs to make ends meet. The majority of program participants are referred to Valencia through community organizations such as CareerSource Central Florida, who verify income levels and identify potential successful candidates. Training program benefits include graduation with technical certifications in hand, placement services, and the soft skills training necessary to transition smoothly into local high-demand, high-wage jobs. Credentials are stackable, allowing returning participants to expand their skill set and increase their employability and income. Optionally, individuals can articulate

awarded credits towards selected A.S. degrees, further improving upward mobility and financial stability for local residents.

The WFTC project responds to new and emerging careers by offering students training with “multi-craft” skills to work on advanced systems and “intelligent” equipment in manufacturing and industrial industries. The workforce training will prepare students for employment in high-demand occupations including Industrial Maintenance Technicians, Mechanics, Transportation Logistics Specialists, Certified Logistics Technicians, and Supply Chain Technician.

The WFTC project provides training in three facilities and will provide training in a fourth facility beginning in January 2020. The following facilities support immersive, hands-on learning for students: (1) the 17,000 square foot Advanced Manufacturing Training Center near the Osceola Campus, which opened in 2016; (2) the Poinciana Campus Center for Accelerated Training, which offers short-term training courses and opened in August 2017; (3) a 14,700 square foot Center for Accelerated Training (CAT) on the Osceola Campus, which offers multiple accelerated skills training programs and opened in January 2019; and (4) a 53,000 square foot Careers in Industry and Technology (CIT) facility on the Osceola Campus that has an estimated opening date of January 2020. The facilities were designed with computer labs, classrooms and simulation labs for technology-enhanced skills training. CareerSource Central Florida will be co-located in the CAT and CIT facilities on the Osceola Campus to provide career counseling, job placement, assistance with Individual Training Accounts (ITAs), and wraparound services to participants of the targeted workforce training programs. See Attachment B. Additional Information for a map of the facility locations.

As an open-access state college, Valencia is well-positioned to offer A.S. degrees and accelerated skills training to benefit the public as the primary, most affordable, workforce educational provider in Central Florida. The A.S. degrees and accelerated workforce training will be offered in-person with simulation learning labs and technology-enhanced classrooms for computer-based and hands-on training. To bring economic development within targeted distressed regions, the College has strategically developed a modular approach to the WFTC training programs to promote a greater regional impact through portable workforce curriculum that is scalable to new learning sites. The workforce training programs ensures that Central Florida residents have access to the electrical, mechanical, and industrial skills training needed to obtain gainful employment immediately upon program completion.

B. Describe how this proposal supports programs at state colleges or state technical centers.

The WFTC project supports the mission of the Florida State College System of workforce development by providing the community access to the necessary facilities and equipment to be prepared for tomorrow's workforce needs. The regional initiative supports workforce training at Valencia College by offering A.S. degree pathways and accelerated programs that focus on advanced skills training needed by industry. Program curricula offered through this project is aligned with the Florida College System curriculum frameworks. The WFTC project supports the regional and statewide goals to increase job growth and economic development by preparing a skilled workforce in Florida's Manufacturing, Global Logistics, and Machine Tooling sectors. The project is located in a region of high need for workforce education and offers resources in

manufacturing and cross-functional supply chain logistics, electrical, mechanical, and computer skills training to communities that currently have no access to high-quality workforce training.

C. Describe how this proposal provides participants transferable, sustainable workforce skills applicable to more than a single employer.

Training provided through the WFTC project is intentionally designed to ensure program completers earn credentials that are applicable and transferable to multiple industry sectors. Training programs provide a pathway for each participant to earn industry recognized certifications in their field of study. The WFTC project will bridge the network between business leaders and residents to achieve measurable results in asset-based community transformation through accelerated workforce training. The WFTC program maximizes student success in technology-enhanced learning environments to develop a globally competitive workforce. All accelerated skills training and degree programs are created with guidance from multiple, varied industry partners and training is refined through continuous review and improvement processes. Through these partnerships and processes, WFTC will ensure participants' skills training addresses gaps in the workforce and that training is responsive to changing or varied industry needs.

Examples of targeted industry areas, and employers or industry associations requiring and advocating for the skills training provided through WFTC, and who have submitted letters of support for the project, include:

- Advanced Manufacturing: Bridg, Knight's Armament Company, and the Manufacturing Association of Central Florida.
- Global Logistics: National Center for Supply Chain Automation, Materials Handling Equipment Distribution Association, Dollar Tree, UPS, Southern States Toyota Lift – Toyota Industrial Equipment, Target, and Walmart.

Training program completers may earn industry credentials transferable and applicable to multiple employers in the targeted industry areas, such as:

- National Institute of Metalworking Skills (NIMS) Certifications:
 - Maintenance Operations
 - Basic Mechanical Systems
 - Basic Hydraulic Systems
 - Basic Pneumatic Systems
 - CNC Milling – Programming, Operations and setup
 - CNC Turning -- Programming, Operations and setup
 - Job Planning, Benchwork, & Layout
 - Measurement, Materials, & Safety
- CNC Production Specialist (IHK- Germany)
- Packaging Machinery Manufacturers Institute (PMMI) Certifications
 - Fluid Power I
 - Industrial Electricity I
 - Mechanical Components I
 - Programmable Logic Controllers I

- Shielded Metal Arc Welding (SMAW) Qualification
- Gas Metal Arc Welding (GMAW) Qualification
- Flux-Cored Arch Welding (FCAW) Qualification
- Gas Tungsten Arc Welding (GTAW) Qualification
- Material Handling Equipment Certificate

Additional credentials include:

- OSHA 10 General Industry Certification

The WFTC workforce training project will lead to job creation in the following occupations:

- First-line Supervisors of Production and Operating Workers 51-1011
- General and Operations Managers 11-1021
- Computer-Controlled Machine Tool Operators, Metal and Plastic 51-4011
- Computer Numerically Controlled Machine Tool Programmers, Metal and Plastic 51-4012
- Transportation, Storage, and Distribution Managers 11-3071
- Electro-Mechanical Technicians 17-3024
- Mechanical Engineering Technicians 17-3027
- Electrical and Electronics Repairers, Commercial and Industrial Equipment 49-2094
- Electrical and Electronic Equipment Assemblers 51-2022
- Electromechanical Equipment Assemblers 51-2023
- Industrial Machinery Mechanics 49-9041
- Helpers-Production Workers 51-9198
- Welders, Cutters, Solderers, and Brazers 51-4121
- Electro-Mechanical Technicians 17-3024
- Industrial Engineering Technicians 17-3026
- Electrical and Electronic Engineering Technicians 17-3023
- Electronics Repairers, Commercial and Industrial Equipment 49-2094
- Industrial Machinery Mechanics 49-9041
- Mechanical Engineering Technicians 17-3027

The WFTC project will develop and maintain workforce educational programs with the support of industry advisory councils and recommendations from regional partners. The College engages in on-going environmental scans for continuous program improvement and development of relevant workforce programming by engaging the regional workforce investment board (CareerSource Central Florida), and the non-profit backbone organizations (e.g. Manufacturers Association of Central Florida and Osceola's Advanced Manufacturing Consortium-BRIDG) that contribute to the regional strength and movement of the advancing manufacturing and logistics workforce. The College is currently partnering with the Florida Advanced Technological Education Center (FLATE) and the National Center for Supply Chain Automation (NCSCA), which are both National Science Foundation Advanced Technological Education Centers of Excellence, to develop an Engineering Technology degree and Supply Chain Automation specialization. The Engineering Technology degree program will begin enrolling students in fall 2019.

D. Describe how this proposal supports programs that are offered to the public:

The proposed project is strategically located in a region with high percentage of job vacancies in industry clusters with a significant projected job growth in manufacturing and distribution operations (Florida Department of Economic Opportunity Labor Market Information and EMSI). The WFTC project will offer intentional recruitment and targeted outreach to individuals in economically distressed areas in Osceola County, including those who are unemployed, under-employed, or working multiple jobs. In partnership with CareerSource Central Florida and other community organizations, Valencia College identifies and enrolls individuals who need to change careers or learn skills enabling them to move up in their current field. Training programs are open to all eligible candidates. The WFTC project will prepare and engage the current and future workforce for careers in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation, by offering relevant education through technical instruction and training resulting in career pathways leading to high-skill; high-wage employment.

E. Describe how this proposal is based on criteria established by the state colleges and state technical centers.

The WFTC project aligns workforce training with career clusters and learning competencies detailed in the Florida Department of Education's Career and Technical Education (CTE) Curriculum Frameworks, as well as the learning competencies validated through federally supported national and international advanced technology education programs (e.g. National Science Foundation Advanced Technological Education Centers; Department of Labor TAACCCT workforce curriculum.) The workforce training will offer transferable, nationally recognized certifications that articulate into Valencia's A.S. Engineering Technology Degree with specializations in Supply Chain Automation and Advanced Manufacturing, and the State's A.S. Transportation, Distribution and Logistics, A.S. Supply Chain Management, and the Bachelor of Science (B.S.) Engineering Technology degrees. The WFTC program design for an industry-validated, credential-based, articulated degree is a model for implementation of accelerated workforce education strategies. Credentials assist participants to obtain employment in the region's high-demand, high wage jobs, while also supporting a pathway to a degree program, shortening the time to degree completion or allowing students to work in a high wage job while completing a college degree.

F. Does this proposal support a program that will not exclude unemployed? Yes. The WFTC program intentionally targets individuals who are unemployed, under-employed, or working multiple jobs to earn a family sustainable wage. Through partnership with CareerSource Central Florida to verify income levels and identify potential successful candidates, the WFTC project will assist the state's unemployed and under-employed individuals.

G. Describe how this proposal will promote economic opportunity by enhancing workforce training. Please include the number of program completers anticipated to be created from the

proposed training. Further, please include the economic impact on the community, region, and state the associated metrics used to measure the success of the proposed training.

The WFTC project connects to a broader economic development vision for the community by providing residents from distressed communities access to the necessary facilities and equipment for the advanced skills training required by industry. In response to the needs of regional industry partners, the WFTC workforce training project creates capacity to train and place over 900 students in high-wage, high-skill manufacturing jobs over the next ten years. The regional impact of this project was tested through a smaller pilot project where the income of the average program completer increased from minimum wage to \$15.00- \$30.00 an hour. The project's return on investment is significant due to the large increase in wages for program completers. Program completers can anticipate an increase of wages between \$5 to \$15 an hour. The project team anticipates a minimum of 900 program completers will enter high-wage jobs over the next ten years with an estimated impact range of \$9 to \$30 million increase in wages projected. The savings on social services such as unemployment compensation, welfare, food stamps and other related services are not yet estimated but have the potential to be a significant amount.

The WFTC project supports regional and statewide goals to increase job growth and economic development by preparing a skilled workforce in Florida's Manufacturing, Global Logistics, and Machine Tooling targeted industry areas. The project is in a region of high need for transferrable workforce education and offers resources in manufacturing and cross-functional electrical, mechanical, and computer skills training to communities that currently have no or limited access to high-quality workforce training. In response to community needs, the WFTC program targets residents in Osceola County, a region with high levels of poverty and unemployment, and limited options in education and workforce training. The Poinciana area, home to 70,000 residents and straddling Osceola and Polk counties, is an especially challenged area of the state. Poinciana residents need access to affordable education. The per capita income and median family income in Poinciana are far below the state average. As of 2012, the per capita income of Poinciana was \$17,371, lower than the state average of \$26,451 and substantially below the national average of \$28,051. While college-going rates for Osceola County students trail most of the state, the data reveal that the situation is far worse for Poinciana students. At Poinciana High School, only 37 percent of graduates continue on to college, while at Liberty High School, only 38.5 percent go to college. According to research from Georgetown University, there are growing barriers to job placement for those without postsecondary education, and the majority of jobs now require some training and education after high school, even if many jobs no longer require a bachelor's or associate's degree. With robust industry partnerships, the WFTC project will lead to job creation across Central Florida and aggressively advance the economy in regions characterized by residents with significantly low educational attainment, high unemployment, and low per capita income

Recent industry expansion within the Central Florida region has created a high-demand for a skilled workforce in advanced technologies including manufacturing and distribution operations. As the seventh fastest growing county in the nation, Osceola County includes the cities of Kissimmee and St. Cloud as well as a variety of unincorporated areas, including Davenport, Celebration, Poinciana and Harmony. In alignment with the strategic plan of the Orlando Economic Partnership, the WFTC project team developed workforce programs in response to the

recent expansion of industries targeting the Central Florida region. The project leverages the strong partnership and recommendations of CareerSource Central Florida and the Orlando Economic Partnership. The project will support regional efforts and provide Central Florida with quality jobs, economic growth, broad-based prosperity and a sustainable quality of life by filling a supply gap in advanced manufacturing occupations.

The following metrics will measure and indicate the success of the proposed training:

- Enrollment: Serve 900 participants from distressed economic areas in Central Florida, with specific focus on Osceola County.
- Completion rate: 80% of participants will enroll and complete one of the WFTC training programs within 10 years.
- Certifications/Credentials Obtained: 90% of program completers will obtain an industry certification, technical certificate, or college degree (Associate of Science, Associate of Arts, or Bachelor of Science/Applied Science degree) within ten years of enrollment in a training program.
- Job Placement Rate: 80% of program completers will be placed into a job or work-experience program (internship).
- Obtainment of High Wage Job Rate: the average wage for program completers placed in jobs will be \$15 per hour or greater.

2. Additional Information

A. Is this an expansion of an existing training program? Yes. The WFTC curriculum is modeled after the successful workforce education programs offered at Valencia College's Advanced Manufacturing Training Center and is an expansion of the current distribution operations and mechatronics program curriculum. In 2016, the advanced manufacturing programs offered at the College have seen a 90% completion and placement rate. The curriculum for Engineering Technology and Supply Chain Automation was created through a National Science Foundation, Advanced Technological Education grant project that is supporting program development and enhancement aligned with recommendations from the Florida Advanced Technological Education Center (FLATE) and National Center for Supply Chain Automation (NCSCA0).

B. Does the proposal align with Florida's Targeted Industries, Yes. Indicate which ones.

Manufacturing, Global Logistics, and Machine Tooling

C. Does the proposal align with occupation(s) on the Statewide Demand Occupations List and/or the Regional Demand Occupation List, Yes. If yes, which ones.

WFTC project training prepares individuals for the following occupations found on the 2019-2020 Statewide Demand Occupations List or the Regional Demand Occupations List for Workforce Development Area 12 – Lake, Orange, Osceola, Seminole, and Sumter Counties:

- 511011 First-Line Supervisor of Production and Operating Workers;
- 111021 General and Operations Managers;
- 499041 Industrial Machinery Mechanics;
- 514121 Welders, Cutters, Solderers, and Brazers; and
- 173023 Electrical and Electronics Engineering Technicians (Regional List only).

Additional occupations aligning with this proposal but not found on the Statewide or Region 12 Demand Occupations List have strong regional demand supported by secondary sources including EMSI, Burning Glass, and/or letters of support from local industry partners seeking qualified applicants for open positions. All occupations supported by the WFTC project are outlined in **Table 1** of this proposal (page 13-14).

D. Indicate how the training will be delivered, (E.G., classroom-based, computer-based, other). If in person, identify the locations (e.g., city, campus, etc.) where the training will be available. If computer-based, identify the targeted location(s) (e.g. city, county, statewide where the training will be available).

The training will be offered in-person with simulation learning labs and technology-enhanced classrooms for computer-based training and hands-on learning at the Valencia College-Osceola Campus, Valencia College – Poinciana Campus, and Advanced Manufacturing Training Center, three of the ten Valencia College learning locations. The WFTC project will be strategically located in the heart of Osceola County. The project will develop talent across a three-county region including Orange, Osceola and Poinciana (a census designated area split between Polk and Osceola counties) encompassing over 4,341 square miles with approximately 2.3 million residents.

E. Indicate the number of anticipated annual enrolled students and completers in the proposed program.

Total enrollment over the five year grant period will be 900 students with the following anticipated annual enrollment:

Year 1 – 150, Year 2 – 185, Year 3 – 185, Year 4 – 185, Year 5 – 195

Of the 900 enrolling, 80% or 720 individuals will complete one of the WFTC training programs within 10 years.

F. Indicate the length of program (e.g. quarters, semesters, weeks, etc.) including anticipated beginning and end dates.

Beginning Date: January 2020

End Date: December 2024

The program will begin in January 2020 with 900 students enrolling over five years and 80% of these completing in 10 years. Training programs comprising the overall WFTC project operate in weeks, quarters, and semesters, so cannot indicate a specific length for programming.

G. Describe the plan to support the sustainability of the proposal.

Valencia College has a well-established history as a national leader in developing and implementing replicable, innovative solutions to a variety of educational challenges specific to preparing and engaging the current and future workforce. Over the past decade, the College has proven its ability to successfully administer a variety of workforce education programs supported by grants, including National Science Foundation Advanced Technological Education,

Department of Education Title V, and Department of Labor Trade Adjustment Assistance for Community Colleges and Career Training (TAACCCT) grants. The WFTC project is aligned with Valencia College's strategic plan and supports the core work of the College. As a result, the College plans to sustain the building and offer on-going management for maintenance of the facility and equipment.

H. Identify any certifications, degrees, etc. that will result from the completion of the program. Please include the Classification of Instructional Programs (CIP) code and the percent of completer in each code, corresponding with Section E.

The following workforce programs will be offered by through the WFTC project: Accelerated Skills Training in Mechatronics; CNC Machining; Welding; Distribution Operations; and the Associate of Science Engineering Technology degree program with specializations in Supply Chain Automation and Advanced Manufacturing. These programs support workforce development in Florida's targeted industry areas of Manufacturing, Global Logistics, and Machine Tooling. The WFTC project provides significant opportunities to participants not only to obtaining training in high demand, targeted industry areas, but also to overlap programs and articulate credits and learning for certifications and degrees.

Advanced Manufacturing training includes:

I. MECHATRONICS: Industrial Maintenance Technician

Program Overview: In this accelerated training program, students will learn the basics of mechanical components and electrical drives in complex automated systems. The demand for this type of skilled worker is projected to increase at an above average rate according to the Bureau of Labor Statistics. The career opportunities for this exciting field are diverse and the potential to work in high wage positions exist.

Program Highlights:

- Safety and Machine Operations – Monitoring and interpreting machine operation to include the importance of accurate maintenance logs
- Basic Mechanical Systems – Knowledge of mechanical power transmission systems, including gears, chains, belt drives and lubrication including troubleshooting
- Electrical Systems – How to measure voltage, current and resistance in AC and DC circuits; process control, troubleshooting and installation of electrical components
- Machine Maintenance – How to perform planned and unplanned maintenance procedures on industrial system components
- Hydraulic & Pneumatic Systems – Understanding how fluid power systems work, troubleshooting and fault correction
- Intro to Global Supply Chain Logistics – Importance of logistics in the manufacturing process

Upon completion, students will have the opportunity to earn the following credentials:

- National Institute of Metalworking Skills (NIMS) Certifications:
 - Maintenance Operations
 - Basic Mechanical Systems

- Basic Hydraulic Systems
- Basic Pneumatic Systems
- Packaging Machinery Manufacturers Institute (PMMI) Certifications
 - Fluid Power I
 - Industrial Electricity I
 - Mechanical Components I
 - Programmable Logic Controllers I
- OSHA 10

II. COMPUTER NUMERIC CONTROL (CNC) PRODUCTION SPECIALIST: CNC Machine Operator or Machinist

Program Overview: Students will be introduced to the basics of machining and CNC coding. Hands-on training will allow students to practice what they learn in the classroom and the ability to make simple parts. This course offers a pathway to one of the most sought after positions in today's high-tech manufacturing marketplace. Students start with the basics of CNC machining by working first with the manual machines and then progress to working with some of the most advanced computer simulation tools in order to better understand the mechanics of designing and making simple parts. Students learn how to properly operate both manual and CNC machines using G and M codes. Students also gain an understanding in parts design and parts inspection

Program Highlights:

- Read blueprints, sketches, or computer-aided design (CAD) and computer-aided manufacturing (CAM) files.
- Set up, operate, and disassemble manual, automatic, and computer numerically controlled (CNC) machine tools.
- Align, secure, and adjust cutting tools and work pieces.
- Monitor the feed and speed of machines.
- Turn, mill, drill, shape, and grind machine parts to specifications.
- Measure, examine, and test completed products for defects
- Smooth the surfaces of parts or products.
- Present finished work pieces to customers and make modifications if needed

Upon completion, students will have the opportunity to earn the following credentials:

- National Institute of Metalworking Skills (NIMS)
- CNC Milling – Programming, Operations and setup (NIMS)
- CNC Turning -- Programming, Operations and setup (NIMS)
- Job Planning, Benchwork, & Layout (NIMS)
- Measurement, Materials, & Safety (NIMS)
- CNC Production Specialist (IHK- Germany)
- OSHA 10

III. WELDING TECHNOLOGY: Welder

The Welding program is split into two parts: Level I (Entry-level) and Level II (Advanced). Most students will start with Level I and have the ability to move into Level 2 upon successful completion. The program will encompass various weld techniques (that correlate to each level).

This is an American Welding Society (AWS) performance-based program, about 80% of which is hands-on.

Program Highlights: Topics covered include –

- Workplace and shop safety
- Welding theory
- Material identification
- Equipment selection and setup
- Blueprint reading/shop drawings
- Welding symbol interpretation
- Measuring
- Related math

Upon completion, students will have the opportunity to earn the following credentials:

- Shielded Metal Arc Welding (SMAW) Qualification
- Gas Metal Arc Welding (GMAW) Qualification
- Flux-Cored Arch Welding (FCAW) Qualification
- Gas Tungsten Arc Welding (GTAW) Qualification
- OSHA 10 General Industry Certification

Global Logistics training includes:

III. DISTRIBUTION OPERATIONS: Distribution Operations Technician

Program Overview: The Distribution Operations program will provide transferrable workforce skills training that is applicable to transportation industries including airports, highways, rail lines and seaports that employers across Central Florida. Students will learn the fundamentals of logistics with an emphasis on Safety, Supply Chain Lifecycle and Facilities, Quality Control, Warehouse Operations, and operating Material Handling Equipment such as forklifts and pallet jacks.

Program Highlights:

- Tracking and receiving orders and shipments, inventory, controls, analytical skills
- Operating equipment, load levels, coordinating transportation requirements
- Working with complex computer systems tracking cargo, and entering shipping data.
- Global Supply Chain Logistics – Importance of logistics in the manufacturing process

Upon completion, students will have the opportunity to earn the following credentials:

- Material Handling Equipment Certificate
- Certified Logistics Associate
- Certified Logistics Technician
- OSHA 10

IV. ENGINEERING TECHNOLOGY ASSOCIATE OF SCIENCE, ADVANCED MANUFACTURING AND SUPPLY CHAIN AUTOMATION SPECIALIZATIONS:

Supply Chain Technician

Program Overview: The 60 credit hour A.S. degree in Engineering Technology is aligned with education and careers in the manufacturing career cluster. The Engineering Technology A.S. degree prepares students for the applied side of Engineering and requires more “hands-on” labs

and course work. Specifically, the program focuses primarily on applying, analyzing, implementing and improving existing technologies in support of modern manufacturing and high-tech material distribution. Graduates of the program will be prepared for careers as industrial technicians in manufacturing, assistant engineers, project supervisors, traffic engineers, water/waste-water technicians, maintenance supervisors/managers, quality technicians/supervisors, and supply chain automation technicians.

Program Highlights:

- Apply knowledge, techniques, skills and modern tools of mathematics, science, engineering, and technology to solve well-defined engineering problems appropriate to industry.
- Design solutions for well-defined technical problems and assist with engineering design of systems, components, or processes appropriate to industry.
- Apply written, oral, and graphical communication in both technical and non-technical environments, and an ability to identify and use appropriate technical literature.
- Conduct standard tests and measurements, and conduct, analyze, and interpret experiments.
- Function effectively as a member of a technical team.
- Identify the knowledge and skills of a successful technician working in a high-tech logistics and supply chain distribution center.

Upon completion, students will have the opportunity to earn the following credentials:

- PMMI Certifications
 - Fluid Power I
 - Industrial Electricity I
 - Mechanical Components I
 - Programmable Logic Controllers I
- NIMS Certifications
 - Maintenance Operations
 - Basic Mechanical Systems
 - Basic Hydraulic Systems
 - Basic Pneumatic Systems
 - Electrical Systems
 - Electronic Control Systems
 - Process Control Systems
- MSSC Certifications
 - Certified Logistics Associate
 - Certified Logistics Technician
 - Certified Production Technician
 - Certified Automation program
- Additional credentials include:
 - OSHA 10

The following table lists the Classification of Instructional Programs (CIP) codes associated to the WFTC project workforce programs, with percentages of the 1,280 program completers corresponding with each code.

Table 1: WFTC Project Programs, CIPs, Occupation, SOC, and Percent of Completers				
Program	CIP	Occupation(s)	SOC	Percent Completers
Across the training program curriculum	Advanced Manufacturing and Production Technology (PSAV) 0615040606	First-line Supervisors of Production and Operating Workers	51-1011	N/A
	Industry Operations Specialist (CCC) 0652020502	General and Operations Managers	11-1021	N/A
Computer Numeric Control (CNC) Production Specialist	CNC Production Specialist (CCC) 0648050307	Computer-Controlled Machine Tool Operators, Metal and Plastic	51-4011	23%
		Computer Numerically Controlled Machine Tool Programmers, Metal and Plastic	51-4012	
Distribution Operations	Logistics and Transportation Specialist (CCC) 0652020901	Transportation, Storage, and Distribution Managers	11-3071	23%
Mechatronics	Mechatronics (CCC) 0615000013	Electro-Mechanical Technicians	17-3024	23%
		Mechanical Engineering Technicians	17-3027	
	Mechatronics Technology (PSAV) 0615049901	Electrical and Electronics Repairers, Commercial and Industrial Equipment	49-2094	
		Electrical and Electronic Equipment Assemblers	51-2022	
		Electromechanical Equipment Assemblers	51-2023	

	Industrial Machinery Maintenance 1 (PSAV) 0647030303 Industrial Machinery Maintenance 2 (PSAV) 0647030304	Industrial Machinery Mechanics	49-9041	
	Industrial Machinery Maintenance and Repair (PSAV) 0647030300	Industrial Machinery Mechanics	49-9041	
Welding Technology	Welding Technology (PSAV) 0648050805	Helpers-Production Workers	51-9198	16%
		Welders, Cutters, Solderers, and Brazers	51-4121	
Engineering Technology AS Degree – Supply Chain Automation specialization	Engineering Technology AS Degree 1615000001	Electro-Mechanical Technicians	17-3024	15%
		Industrial Engineering Technicians	17-3026	
		Electrical and Electronic Engineering Technicians	17-3023	
		Electronics Repairers, Commercial and Industrial Equipment	49-2094	
		Industrial Machinery Mechanics	49-9041	
	Automation (CCC) 0615040601	Mechanical Engineering Technicians	17-3027	

I. Does this project have a local match amount?

Valencia College has secured contributions of \$750,000 in leverage and match funds through partnership commitments (federal grant funding, nonprofit organizations, private foundations, and CareerSource Central Florida) to support the requested Florida Job Growth Grant Funds to ensure completion of the WFTC scope of work.



July 25, 2019

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund

Dear Governor DeSantis:

CareerSource Central Florida (CSCF) would like to express our support for Valencia College's application to the Florida Job Growth Grant Fund in pursuit of workforce training funds that will allow for greater access to education and training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation. These training funds will be used in Osceola County and provide residents from disadvantaged communities access to the necessary facilities and equipment for their advanced skills training required by the industry.

As the regional workforce board for Lake, Orange, Osceola, Seminole and Sumter Counties, we deliver programs that can expedite training and strengthen the talent pipeline to meet the specific needs of Central Florida industries that are growing and hiring, such as the programs proposed by Valencia College in this grant application.

The grant will support regional and statewide goals to increase job growth and the economy by preparing a skilled workforce in Florida's advanced manufacturing, distribution and logistics sectors. Training provided through Valencia College will provide participants with the opportunity to obtain a credential leading them to higher paying jobs with a steady, sustainable career for years to come. For these reasons, CSCF strongly supports Valencia's pursuit of these Florida Job Growth Grant funds and will commit resources toward the success of the project.

CSCF is committed to the continuous development of workforce programs that provide opportunities for our region's workers and businesses to succeed in the economy. This project will undoubtedly serve the needs of businesses and provide a sustainable, well-trained talent pipeline for Central Florida.

Sincerely,

A handwritten signature in black ink that reads "Pamela Nabors".

Pamela J. Nabors
President & CEO
CareerSource Central Florida

CareerSourceCentralFlorida.com
390 North Orange Avenue, Suite 700 | Orlando, FL 32801
p. 407.531.1222 | f. 407.708.1385 | TTY/TTD 711



July 22, 2019

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund

Dear Governor DeSantis:

The Orlando Economic Partnership (The Partnership) is pleased to offer our commitment to support Valencia College's application to the Florida Job Growth Grant Fund in pursuit of workforce training funds that will allow for greater access to in-demand training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology and Supply Chain Automation. These programs will be offered in Osceola County and provide residents from distressed communities access to the necessary facilities and equipment for the advanced skills training required by industry.



ORLANDO
ECONOMIC
PARTNERSHIP

The Partnership works to provide the Orlando region with quality jobs, economic growth, broad-based prosperity, and a sustainable quality of life. Valencia College's Workforce Training and Careers (WFTC) project will promote economic enhancement in support of Florida's targeted industries and aligns with The Partnership's mission. The project will help to meet the needs of our residents and local businesses.

Valencia College's WFTC project supports regional and statewide goals to increase job growth and economic development by preparing a skilled workforce in Florida's manufacturing and distribution and logistics sectors. Training provided through the WFTC project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment for years to come. The Partnership pledges our cooperation, involvement and support in this outstanding regional public safety opportunity.

I am pleased to extend my support for this workforce training project and I look forward to the growth and opportunity it will provide for the Central Florida region.

Sincerely,

A handwritten signature in blue ink that reads "Tim Giuliani". The signature is fluid and cursive, with a large initial "T" and "G".

Tim Giuliani
President and CEO
Orlando Economic Partnership

July 10, 2019

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

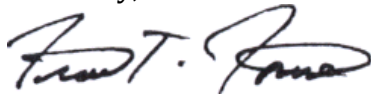
Dear Governor DeSantis:

BRIDG is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, Workforce Training and Careers (WFTC). BRIDG currently supports Valencia's efforts in providing education and training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation. BRIDG is committed to the success of the WFTC project and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Training provided through the WFTC project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment for years to come.

Valencia College provides a variety of training and educational options that can be adjusted and customized to industry needs. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. BRIDG values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

BRIDG values Valencia College's commitment to develop the talent pipeline needed for high-tech career fields to prosper because of their workforce development efforts. Please let us know if there is anything more we can do to support you.

Sincerely,



Fran Korosec
Vice President, Program Management



KNIGHTS ARMAMENT

July 8, 2019

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

Knight's Armament Company is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Workforce Training and Careers* (WFTC). Knight's Armament Company currently supports Valencia's efforts in providing education and training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation. Knight's Armament Company is committed to the success of the WFTC project and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Training provided through the WFTC project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment for years to come.

Valencia College provides a variety of training and educational options that can be adjusted and customized to industry needs. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications; training and education to enter the workforce or advance in their current work. Knight's Armament Company values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing, and distribution and logistics occupations. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,

A handwritten signature in black ink, appearing to read 'Arthur Hoelke', written in a cursive style.

Mr. Arthur Hoelke
VP/General Manager
ahoelke@knightarmco.com

AH/rmp



National Center for Supply Chain Automation

RESOURCES FOR EDUCATION & INDUSTRY

July 11, 2019

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

The National Center for Supply Chain automation, an NSF/ ATE supported initiative is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Workforce Training and Careers* (WFTC). The National Center currently supports Valencia's efforts in providing education and training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation. The National Center is committed to the success of the WFTC project and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Training provided through the WFTC project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment for years to come.

Valencia College provides a variety of training and educational options that can be adjusted and customized to industry needs. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. The National Center values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing, and distribution and logistics occupations. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,



James Reeves
Executive Director

The National Center for Supply Chain Automation



407.897.3384 | 800 N. Magnolia Avenue, Suite 1850, Orlando FL 32803 | www.MACF.biz

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Orange County Government
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Lake Technical College
- Mike Martucci**
Orange Technical College

July 25, 2019

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399

Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

The Manufacturers Association of Central Florida is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Workforce Training and Careers* (WFTC). The Manufacturers Association of Central Florida currently supports Valencia's efforts in providing education and training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation. The Manufacturers Association of Central Florida is committed to the success of the WFTC project and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Training provided through the WFTC project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment for years to come.

Valencia College provides a variety of training and educational options that can be adjusted and customized to industry needs. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. The Manufacturers Association of Central Florida values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing, and distribution and logistics occupations. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Wishing you continued success,

Sherry Reeves
Executive Director



National Science Foundation
www.madeinflorida.org
www.fl-ate.org

Date: July 6, 2019

July 6, 2019

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

The Florida Advanced Technological Education Center of Excellence (FLATE), an National Science Foundation (NSF) Regional Center for Excellence for Manufacturing is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Workforce Training and Careers* (WFTC). FLATE currently supports Valencia's efforts in providing education and training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation with subject matter expertise for education and training in these fields. FLATE is committed to the success of the WFTC project and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Training provided through the WFTC project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment in the career sectors above.

Valencia College provides a variety of training and educational options that can be adjusted and customized to industry needs. Programs, such as those offered by Valencia College, ensure that Central Florida regional residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. FLATE values Valencia College's commitment to talent pipeline development that is needed for regional prosperity.

FLATE welcomes the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this Central Florida partnership.

Sincerely,

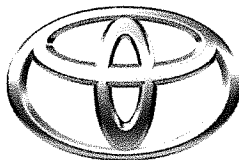
Marilyn Barger, Ph.D., PE

Hillsborough Community College • Brandon Campus • 10414 East Columbus Drive • Tampa, Florida • 33619

Marilyn Barger, Ph.D., P.E.
Executive Director
Principal Investigator, HCC
(813) 259-6578
barger@fl-ate.org

Richard Gilbert, Ph.D.
Principal Investigator, USF
(813) 974-2139
gilbert@fl-ate.org

Bradley Jenkins, M.S.
Principal Investigator, SPC
(727) 341-4378
jenkins@fl-ate.org



Corporate Office
115 S. 78th Street
Tampa, FL 33619
(813) 621-1000
Fax (813) 252-7741

5127 Recker Highway
Winter Haven, FL 33880
(863) 967-8551
Fax (863) 965-2681

11000 Palmbay Drive
Orlando, FL 32824
(407) 859-3000
Fax (407) 859-9944

1623 N. Magnolia Ave.
Ocala, FL 34475
(352) 840-0030
Fax (352) 840-7166

560 Cynthia Street
Jacksonville, FL 32254
(904) 764-7662
Fax (904) 764-1079

1865 Business Parkway
Valdosta, GA 31601
(229) 247-8377
Fax (229) 245-7299

1115 Don L. Cutler Sr. Dr.
Albany, GA 31705
(229) 338-7277
Fax (229) 338-7270

7565 Chattsworth Road
Columbus, GA 31820
(706) 660-0067
Fax (706) 660-0066

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Macon, GA 31206
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Fax (478) 784-1525

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July 8, 2019

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399

Re: Florida Job Growth Grant Fund

Dear Governor DeSantis:

Southern States Toyotalift is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Workforce Training and Careers* (WFTC). Southern States Toyotalift currently supports Valencia's efforts in providing education and training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation. Southern States Toyotalift is committed to the success of the WFTC project and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Training provided through the WFTC project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment for years to come.

Valencia College provides a variety of training and educational options that can be adjusted and customized to industry needs. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. Southern States Toyotalift values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing, and distribution and logistics occupations. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,

Lance K Landeche
Vice President of Operations



July 17, 2019

**William Sturgeon,
MPA, CPM
City Manager**

**Veronica Miller, AICP
Assistant City Manager**

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

The City of St. Cloud is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Workforce Training and Careers* (WFTC). The City of St. Cloud currently supports Valencia's efforts in providing education and training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation. The City of St. Cloud is committed to the success of the WFTC project and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Training provided through the WFTC project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment for years to come.

Valencia College provides a variety of training and educational options that can be adjusted and customized to industry needs. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. The City of St. Cloud values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing, and distribution and logistics occupations. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,

William E. Sturgeon
City Manager



July 15, 2019

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund

Dear Governor DeSantis:

Target Corporation is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Workforce Training and Careers* (WFTC). Target Corporation currently supports Valencia's efforts in providing education and training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation. Target Corporation is committed to the success of the WFTC project and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Training provided through the WFTC project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment for years to come.

Valencia College provides training and educational options that can be adjusted and customized to industry needs. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. Target Corporation values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing, and distribution and logistics occupations. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,

A handwritten signature in blue ink, appearing to read "Phillip C. Jones".

Phillip C. Jones
Director, Supply Chain Engineering
Target Corporation



Engineering & Facilities
Global Supply Chain & Logistics



National Center for Supply Chain Automation
RESOURCES FOR EDUCATION & INDUSTRY

UPS
6001 E. 8th Avenue
Hialeah, FL 33028



July 3, 2019

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

UPS is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Workforce Training and Careers* (WFTC). UPS currently supports Valencia's efforts in providing education and training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation. UPS is committed to the success of the WFTC project and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Training provided through the WFTC project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment for years to come. Valencia College provides a variety of training and educational options that can be adjusted and customized to industry needs. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. UPS values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing, and distribution and logistics occupations. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,

A handwritten signature in black ink that reads "Mark Welsh". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Mark Welsh
UPS Florida District Training Manager



601 N Walton Blvd.
Bentonville, AR 72716
www.walmart.com

July 6, 2019

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

Walmart Supply Chain is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Workforce Training and Careers* (WFTC). Walmart Supply Chain currently supports Valencia's efforts in providing education and training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation. Walmart Supply Chain is committed to the success of the WFTC project and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Training provided through the WFTC project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment for years to come.

Valencia College provides a variety of training and educational options that can be adjusted and customized to industry needs. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. Walmart Supply Chain values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing, and distribution and logistics occupations. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,

Keith Nye
Director of Maintenance
Walmart US Supply Chain



July 11, 2019

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

Community Vision, Inc. is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Workforce Training and Careers* (WFTC). We function as a convening organization in Osceola County by bringing members of the public, private and independent sectors together to develop innovative solutions to complex, systemic community needs, and by offering programs that help build community consensus. Our organization currently supports Valencia's efforts through our Project OPEN (Osceola Poverty Elimination Network) program by providing the tuition dollars necessary for vocational training in high demand fields along with case management, employability training, and in many cases, career placement, to low-income individuals in Osceola County. Community Vision is committed to the success of the WFTC project and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Training provided through the WFTC project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment for years to come.

Valencia College provides a variety of training and educational options that can be adjusted and customized to industry needs. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. Community Vision values Valencia College's commitment to develop the talent pipeline needed for our community to prosper because of their workforce development efforts.

As Project OPEN aims to break the cycle of poverty, we welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,

A handwritten signature in blue ink, appearing to read "Susan E. Ring", is written over a light blue circular stamp.

Susan E. Ring
Associate Director

Accelerated Skills Training Program Featured in Workforce Playbook | The Grove



The Aspen Institute's College Excellence Program featured Valencia College's Accelerated Skills Training program in "The Workforce Playbook: A Community College Guide to Delivering Excellent Career and Technical Education."

The Aspen Institute College Excellence Program traveled the country visiting top-performing community colleges — including a visit to Valencia in March 2018 — to learn what the best schools do to build effective workforce programs.

"The Workforce Playbook" presents this research and provides guidance on how excellent community colleges have delivered career technical education, so that students gain the skills they need to succeed in the next stage of their lives. This tool is designed to help community colleges bridge the opportunity gap and is a practical guide with the goal of improving community colleges' ability to deliver talent for communities and enable social mobility for students.

The playbook is based on interviews with leaders and practitioners from 30 community colleges, as well as in-depth qualitative investigations of six colleges that deliver exceptional labor market outcomes for students, including Valencia College; Lake Area Technical Institute in Watertown, South Dakota; Monroe Community College in Rochester, New York; North Dakota State College of Science in Wahpeton, North Dakota; Northeast Wisconsin Technical College in Green Bay, Wisconsin; and San Jacinto College in Pasadena, Texas.

Students Celebrated During Advanced Manufacturing Training Center Completion Ceremony | The Grove

Students Celebrated During Advanced Manufacturing Training Center Completion Ceremony

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Pomp and circumstance. The elated cheers of friends and family. Hugs exchanged between instructors and students. Firm handshakes quietly acknowledging the gravitas of a moment.

The Advanced Manufacturing Training Center (AMCT) Completion Ceremony, which was held on Thursday, June 27, 2019, very much resembled that of Valencia College's annual commencement. Much like the receipt of a degree is the ultimate achievement for some, the completion of an Accelerated Skills Training program and its related certifications is the crowning moment for others — and, more importantly, the beginning of a new chapter.

This was very much true for the 69 students belonging to Cohort 8, all of whom completed programs in electronic board assembly, computer number control machining, mechatronics or welding in preparation for a new career or to advance a current one. In fact, several students were unable to attend the completion ceremony because their next chapters began early (translation: they had already accepted and begun their new careers — quite a good problem to have).

But, the ceremony's commencement speaker, Founder and Owner of NSMotif Karen Roe warned, even phenomenal opportunity comes with challenges. Fortunately, she explained, by embracing learning and the confidence the students have found through their Valencia education, challenge can often become strength.

“You will face adversity,” she said. “There will be people who challenge you. Stay confident in yourself. We don’t grow from mountain tops; we rise from valleys.”

And so Valencia AMCT graduates will continue to rise, much as they have already done.



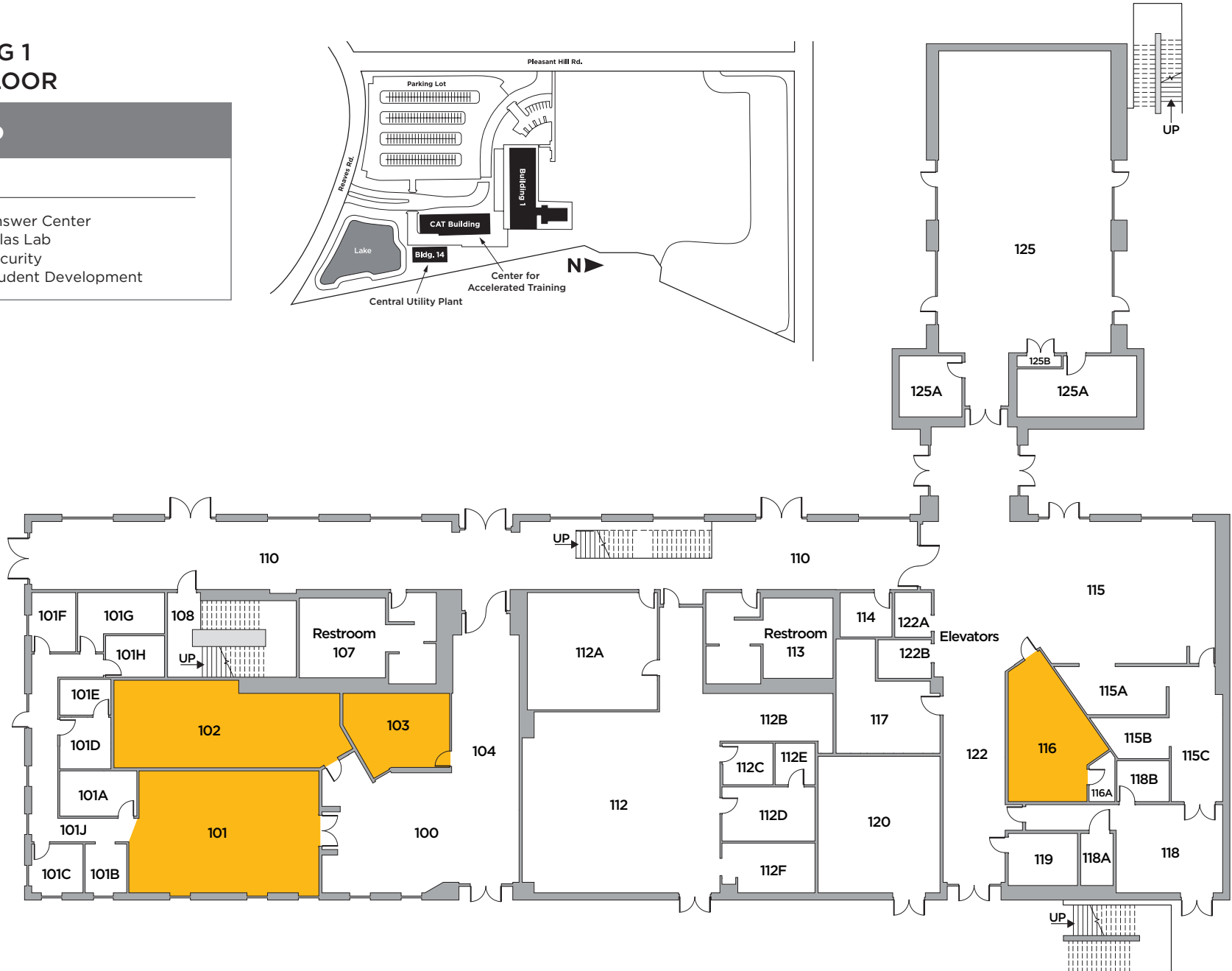
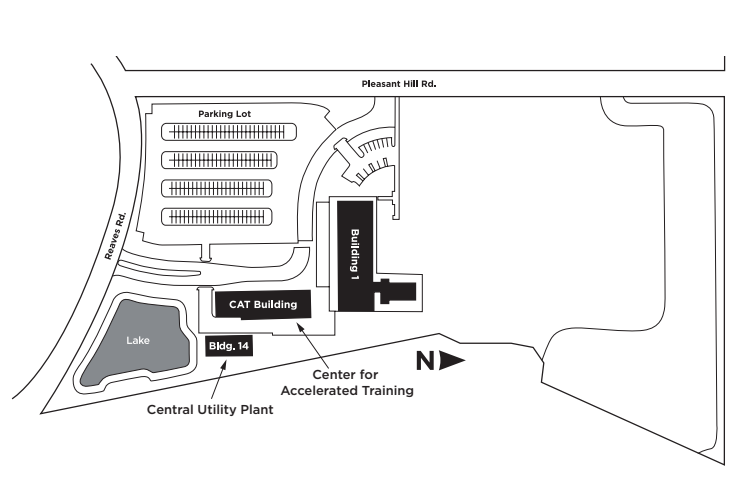
Map of CAT and CIT Buildings on Osceola Campus (circled in red)



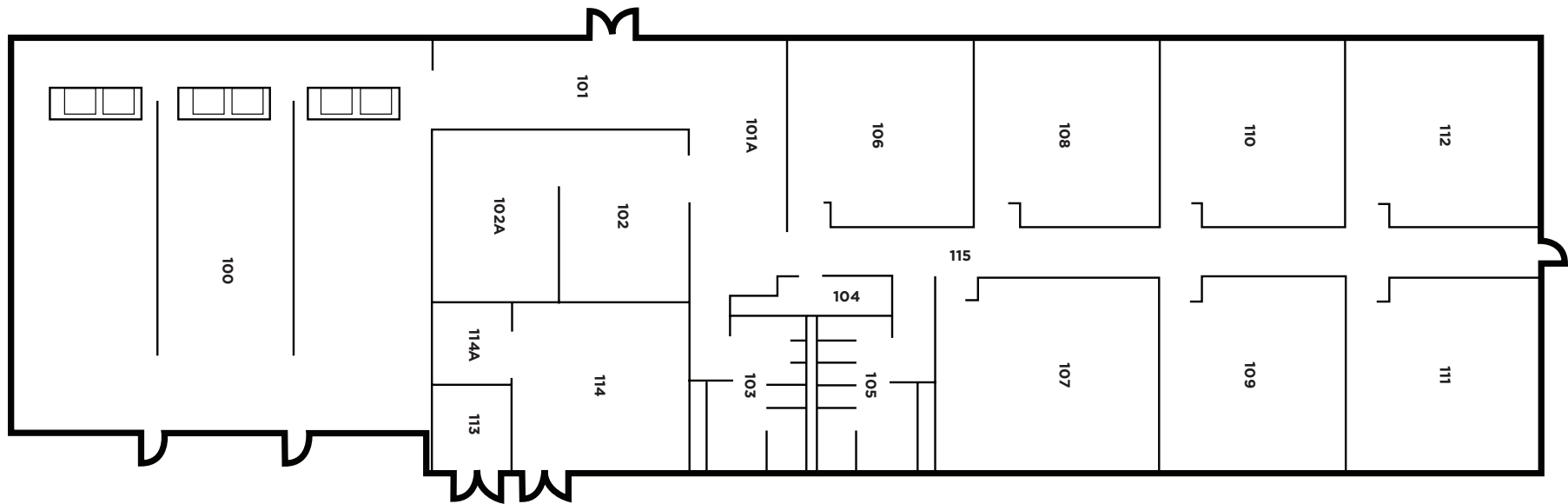
**BUILDING 1
FIRST FLOOR**

LEGEND

Room	
101	Answer Center
102	Atlas Lab
103	Security
116	Student Development



CAT BUILDING
CENTER FOR ACCELERATED TRAINING



The Center for Accelerated Training offers continuing education courses in English as a Second Language, Spanish, construction, welding, and other short-term training needs.



DIRT PARKING

MAP
of the **ADVANCED
MANUFACTURING FACILITY**
VALENCIA COLLEGE

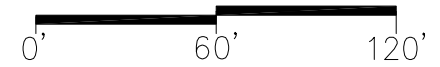
EXISTING
PARKING

ENTRANCE

SHADY LANE

SITE NUMBER
SITE NAME

6
ADVANCED MANUFACTURING CENTER



Budget Narrative

Valencia College: Workforce Training and Careers Project Costs:

1) Total Amount Requested: \$2,135,000 (Florida Job Growth Grant Fund)

2) Other Workforce Training Project Funding Sources:

- City/County: None
- Private Sources: None
- Other (grants, etc.): Valencia College partnership commitments
Please specify: see below
- **Total Other Funding: \$750,000**

Valencia College has secured contributions of \$750,000 in leverage and match funds through partnership commitments (federal grant funding, nonprofit organizations, private foundations, and CareerSource Central Florida) to support the requested Florida Job Growth Grant Funds to ensure completion of the WFTC scope of work.

3) Workforce Training Project Costs

- **Equipment: \$2,002,384**
Equipment to support Accelerated Skills Training programs CNC Production, Distribution Operations, Mechatronics, and Welding Technology and the Associate of Science degree program Engineering Technology including the specialization in Supply Chain Automation. Equipment purchases may include, but are not limited to:
 - Capstone system to train/certify students on electricity & electronics, fluid power, smart sensors, robotic integration, and use of a CMMS for maintenance metric analysis;
 - Material Handling Equipment & Simulators to train students in warehouse operations;
 - 5-Axis vertical mill for advanced CNC training
- Personnel: None
- Facilities: None
- **Tuition: \$107,616**
Workforce training tuition assistance will be allocated based on need to defray the costs of the workforce educational training fees for low-income participants. The tuition will support will range from \$500-\$2,000 determined by need. The requested tuition amount are projections based on Valencia's current workforce program. The grant will provide partial costs of tuition with the additional support available through project partners and Valencia College.
- **Training Materials: 25,000**
Training materials and equipment requests less than \$5,000 to support the training programs listed above.
- Other: None
- **Total Project Costs: \$2,885,000**

Additional Information including timing and steps necessary to obtain funding:

The project is ready to commence upon grant fund approval and contract execution:

- Advanced Manufacturing Training Center: currently open and can provide state of the art facilities for accelerated skills training to students upon commencement of project.
- Poinciana and Osceola Campuses Centers for Accelerated Training buildings (two buildings at two different campus locations in Osceola County): currently open and can provide state of the art facilities for accelerated skills training to students upon commencement of project.
- Careers in Industry and Technology: slated for completion in January 2020. This facility will be open for equipment installation and as a space for student training during the five-year participant enrollment grant period.