



## 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: Flagler Technical Institute

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

Primary Contact Name: Renee Stauffacher

Title: Director

Mailing Address: 5400 E Hwy 100

Palm Coast, FL 32164

Phone Number: 386-447-4345

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Secondary Contact Name: Sharon Kochenour

Title: Grant Manager

Phone Number: 386-447-4345

### 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 attached

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

See attached

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

See attached

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- D. Describe how this proposal supports a program(s) that is offered to the public?**

See attached

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

See attached

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

Yes       No

See attached

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- 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 attached

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**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 attached

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- 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 attached

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

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

See attached

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- 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, etc.) where the training will be available.**

See attached

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

See attached

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

Begin Date: \_\_\_\_\_

End Date: \_\_\_\_\_

See attached

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

See attached

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- 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 completers in each code, corresponding with Section E.**

See attached

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- 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 attached

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

See attached

**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**      \$ 1,555,246.08  
 Florida Job Growth Grant Fund

**A. Other Workforce Training Project Funding: Sources:**

City/County	\$ _____
Private Sources	\$ _____
Other (grants, etc.)	\$ 479,436.52
<b>Total Other Funding</b>	<b>\$ 479,436.52</b>

See attached

Please Specify: \_\_\_\_\_

**B. Workforce Training Project Costs:**

Equipment	\$ 1,475,246.08
Personnel	\$ 167,700.00
Facilities	\$ 50,000.52
Tuition	\$ 22,436.00
Training Materials	\$ _____
Other	\$ 479,436.52
<b>Total Project Costs</b>	<b>\$ 2,034,682.60</b>

See attached

Please Specify: \_\_\_\_\_

**Note:** The total amount requested must be calculated by subtracting the total other workforce training project funding sources in A. from the total workforce training project costs in B.



- C. 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 attached

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#### 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)?

FTI will be able to execute this grant agreement immediately upon award.

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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.

FTI will be able to execute this grant agreement immediately upon award.

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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.

Please find attached a copy of accreditation from the Council on Occupational Education, the Council on Occupational Education rule regarding implementation of similar programs, the Florida Department of Education listing of FTI as a district postsecondary institution, and state statute authorizing district postsecondary schools to provide career and technical education programs.

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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: Flagler Technical Institute

Name and Title of Authorized Representative: Renee Stauffacher, Director

Representative Signature: 

Signature Date: September 30, 2019

1A – Provide the title and a detailed description of the proposed workforce training.

This proposal will **expand Flagler Technical Institute’s Transportation, Distribution and Logistics Programs**. This includes Commercial Vehicle Driving, Commercial Class “B” Driving and Heavy Equipment Operation Technician.

### **Commercial Vehicle Driving**

This project will expand and strengthen the Commercial Vehicle Driving Program (CVD Program) (SOC Code 53-3032) at Flagler Technical Institute (FTI) through the addition of a tractor trailer truck. The CVD program currently reaches the maximum of 6 students per class based on the existing number of trucks. This additional truck will allow FTI to expand the CVD Program from 6 to 10 students per class.

Students in this program earn a class “A” commercial driver license. Commercial Vehicle Driving is a growing industry that is consistently looking for qualified drivers to meet the tremendous growth and need. According to the U.S. Bureau of Labor Statistics, the median annual wage of a commercial driver is \$43,680.

### **Commercial Class “B” Driving**

This project will allow FTI to expand into a Commercial Class “B” Driving Program (SOC Code 53-3033) under the career cluster; Transportation, Distribution and Logistics. This project will include the purchase a 5 person crew cab box truck, additional classroom space, furniture, personnel and curriculum.

Commercial Class “B” Driving is a growing industry that is consistently looking for qualified drivers to meet the growth and need. A Class “B” license allows drivers to operate commercial trucks with an attached cab or cargo area with a combined weight greater than 26,000 pounds. Class “B” Drivers will also be qualified to operate vehicles that have a detached towed cargo and weigh less than 10,000 pounds. The median annual wage of a Class “B” Driver is \$30,000 with an average salary between \$23,000 and \$40,000 per year as reported by CB39.org. through workchron.com.

### **Heavy Equipment Operations Technician**

This project will expand and strengthen the Heavy Equipment Operations Technician Program (HEOT Program) (SOC Code 47-2073) with the purchase of heavy equipment training vehicles. FTI currently rents the vehicles necessary to meet the course requirements throughout the HEOT Program course progression. The transportation, distribution and logistics industries are in high need of qualified heavy equipment operators to meet the high skilled worker demand as the current population of qualified operators is quickly aging out. Through the purchase of this training equipment, FTI will be able to expand the number of students per class, and provide work based training off campus providing students with real world experience.

Referencing the Bureau of Labor Statistics, heavy equipment operators make an average salary of \$46,080 as of May 2017. There is a current talented pipeline shortage and overall employment of heavy equipment operators is expected to rise 12% by 2026.



**1B – Describe how this proposal supports programs at state colleges or state technical centers.**

All three programs under the cluster of Transportation, Distribution and Logistics are provided by Flagler Technical Institute, a state technical center, and therefore supports the state technical center through the expansion of its programs. The expansion of this cluster of programs will allow FTI to better meet workforce development needs locally and statewide. Through an articulation agreement with the local state college, Daytona State College, this project will support the state college by providing a seamless transition for students to an AA degree in Industrial Management. Students will receive credit hours toward the completion of an Industrial Management Degree.

The Commercial Driving Program classes at FTI is consistently full to capacity and runs a waiting list for entry. This proposal will increase the number of students per class from 6 to 10.

The addition of the Commercial Class “B” Driving program will provide a local option for students to train and earn a Class “B” commercial driver license. The Class “B” Driving course mandates that the student demonstrate required competencies to operate a Class B vehicle. The addition of a crew cab box truck, along with additional classroom space and personnel will assist FTI in implementing this much needed program. A Class “B” license allows drivers to operate commercial trucks with an attached cab or cargo area with a combined weight greater than 26,000 pounds. Class “B” Drivers will also be qualified to operate vehicles that have a detached towed cargo and weigh less than 10,000 pounds.

This project will also support FTI through the expansion of its Heavy Equipment Operations Technician Program. This proposal will allow FTI to operate multiple cohorts at one time and will allow for students to gain real world work experience through participating in off campus job site locations. Student capacity will double from 10 to 20 with the purchase of this equipment.

**1C – Describe how this proposal provides participants transferable, sustainable workforce skills applicable to more than a single employer.**

Students earn a Class “A” or Class “B” commercial driver’s license. This license will allow students to gain the necessary training and offer an indispensable service to the state of Florida as well as across the country. General qualifications require drivers to have a combination of knowledge, skills and experience. Program graduates will be able to seek employment as a commercial driver in the over 500,000 trucking companies in the United States. A commercial license provides for transferable and sustainable workforce skills that are used to gain employment nationwide.

Students earn a certificate of completion as a Heavy Equipment Operations Technician. This certificate will allow students to gain the compulsory training and offer an indispensable service to the state of Florida as well as across the nation. General qualifications require operators to have a combination of knowledge, skills and experience. Program graduates will be able to gain employment as a Heavy Equipment Operator.

The truck driving and construction industry are booming in Florida. There is currently a skills gap in both of these areas and skilled employees are aging out of the industry. Florida must train more truck drivers and heavy equipment operators to meet industry needs. The skills learned in the CVD Program, the Commercial Class “B” Driving Program, and the HEOT Program will provide students with certification in each area. These certifications/licenses are transferable to many employers across the state.

**1D – Describe how this proposal supports a program that is offered to the public.**

Flagler Technical Institute is a public school district run postsecondary institution that offers the Commercial Vehicle Driving program to the general public. All programs are open to the public. FTI complies with all equal opportunity guidelines and encourages enrollment from special populations such as individuals with disabilities; individuals from economically disadvantaged families, including low-income youth and adults; individuals preparing for non-traditional fields; single parents, including single pregnant women; out-of-work individuals; English learners; homeless individuals; youth who are in, or have aged out of the foster care system; and youth with a parent who is a member of the armed forces (as such is defined in section 101(a) of title 10, United States Code) and is on active duty (as such term is defined in section 101(a) of such title). Scholarships are available for students that qualify. FTI partners with CareerSource FV, Northeast Florida Community Action Agency, local Rotary Clubs and the Kiwanis Club all of which provide tuition assistance to students. The HEOT Program is over 600 clock hours in length so it is a Pell eligible program.

**1E – Describe how this proposal is based on criteria established by the state colleges and state technical centers.**

This proposal is based on criteria established by Flagler Technical Institute, a district technical center. FTI follows Florida Department of Education framework requirements for curriculum and instruction. Additional requirements from the Florida Department of Transportation are added as necessary. FTI uses the following criteria when determining program offerings: workforce and industry need for skilled workers in a particular area, locations of similar programs, if any, that are within driving distance for a student to commute, and connecting career and technical education offerings in K-12 with postsecondary opportunities for students creating a seamless transition for Flagler County students from secondary to postsecondary education. All programs offered through FTI's Transportation, Distribution, and Logistics Cluster benefit the workforce needs within our community and the state of Florida. Both the CVD Program and the HEOT Program offered under this cluster are listed on both the 2019-20 Florida Statewide and Regional Demand Occupations List as well as the Green Jobs Survey Report, Region 11, Flagler and Volusia Counties (Tractor Trailer drivers, Class "A" SOC Code 53-3032 and Heavy Equipment SOC Code 47-2073).

**1F – Does this proposal support a program that will not exclude unemployed or underemployed individuals.**

Yes. FTI does not exclude unemployed or underemployed individuals in any of its programs, and strives to serve all special populations such as individuals with disabilities; individuals from economically disadvantaged families, including low-income youth and adults; individuals preparing for non-traditional fields; single parents, including single pregnant women; out-of-work individuals; English learners; homeless individuals; youth who are in, or have aged out of the foster care system; and youth with a parent who is active member of the armed forces.

FTI's recruitment plan is designed to reach out to youth and adults within our region, especially underrepresented non-traditional candidates. FTI provides outreach to CareerSource FV (local workforce development board), Flagler Chamber of Commerce, Vocational Rehabilitation, Habitat for Humanity, Housing Authority, Access Flagler First, Northeast Florida Community Action, Samaritan Ministries, Family Life Center, Alpha Omega, and Flagler County Health Department American Legion

Flagler Post 115, VFW Post 8696, AMVETS, Disabled American Veterans, African American Cultural Society, Flagler County NAACP, Italian American Club of Palm Coast, Columbian Club of Flagler County, Portuguese American Club, Inc., Hispanic American Club, Inc., Polish American Club, Flagler County Library, Palm Coast Community Center, and Belle Terre Swim & Racquet Club to build awareness regarding the Transportation, Distribution, and Logistics Programs at FTI. FTI also participates in career fairs and workshops through CareerSource FV, employment service agencies such as Spherion and Labor Finders, the Flagler County School District, and other agencies in the community for the purpose of familiarizing them with current opportunities for workforce training.

1G – Describe how this proposal will promote economic opportunity by enhancing workforce training.

This proposal promotes economic opportunity by enhancing workforce training through creating a conduit of commercial drivers and heavy equipment operators that will fill trade jobs state wide.

The 2019-20 Florida Statewide Demand Occupations List reports that there are 11,150 tractor-trailer truck driver openings statewide annually. Locally, the 2019/20 Regional Demand Occupations list shows an annual percent growth in local employment of 1.23 with 199 job openings annually. There is an extreme need for Commercial Vehicle drivers as evident by placement opportunities. The Commercial Vehicle Driving program at FTI consistently runs a waiting list. Students currently on a waiting list will have to wait for two class sessions before they can be admitted into the CVD program. Expanding our resources will allow us to train more students per class, therefore reducing the wait time for training and increasing our ability to more adequately fill the local industry need for commercial vehicle drivers. FTI currently produces 24 graduates per year. The additional tractor-trailer will allow us to increase the number of students trained per year to 40. FTI is accredited by the Council on Occupational Education. This accreditation mandates that FTI maintains a 60% completion rate, 70% licensure pass rate, and 70% placement rate in field for all workforce programs. FTI maintains that compliance with a current licensure pass rate of 100%.

The 2019-20 Florida Statewide Demand Occupations List reports that there are 2,454 heavy equipment operator positions open annually statewide. Locally, the 2019/20 Regional Demand Occupations list shows an annual percent growth in local employment of 1.87 with 60 job openings annually. The HEOT Program was started in August, 2019, to meet a local industry need. A focus group of 5 local construction companies approached FTI concerned with the absence of training in heavy equipment and the large number of local heavy equipment operators aging out of the workforce. They formed an advisory committee to assist FTI to develop and begin the HEOT Program. That advisory committee has now grown to 7 companies as positions continue to go unfilled due to a lack of skilled labor force. The first cohort of students has not yet completed. Additional heavy equipment purchased through this grant will allow FTI to increase enrollment in the HEOT Program from 10 to 20 students.

2A – Is this an expansion of an existing training program? If yes, provide an explanation for how the funds from this grant will be used to enhance an existing program.

Yes. This proposal will expand FTI's current Transportation, Distribution, and Logistics Cluster.

This proposal will enhance this current cluster through expanding the number of students enrolled in the CVD Program to accommodate the growth in the field. In order to meet industry needs, FTI seeks



funds to purchase an additional 18 wheel tractor trailer. This additional vehicle will allow FTI to expand each class size from 6 to 10.

This proposal will also enhance this current cluster through the addition of a Commercial Class "B" Driving Program. This program is not currently offered locally. In order to meet industry needs, FTI will purchase a class "B" crew cab truck and expand classroom space and personnel. This program allows for cohorts of 4 students and will have 4 start times per year. FTI will continue to seek funds for an additional Class "B" Crew Cab Truck to continue expansion in this area.

Finally, this proposal enhances this cluster through the enrichment of student learning and engagement and through the expansion of student capacity in the HEOT Program. This proposal will provide for the purchase of heavy equipment necessary for training. FTI currently rents 4 pieces of equipment at a time, limiting class size to 10 students and limiting the amount of real work experience projects that are completed by students to the equipment that is rented at that time. FTI will purchase a bulldozer, wheel loader, compact excavator, backhoe, motor grader, skid steer, excavator, roller, D3 tractor, and trailer to move equipment. This additional equipment will allow FTI to double its enrollment from 10 to 20 students, and allow us to give students more opportunity for real world work experience at off campus sites. Purchase of this equipment will also reduce the fees charged to students, therefore, reducing the overall cost of the program per participant.

**2B – Does this proposal align with the Florida's Targeted Industries?**

Yes. Completion of these programs will equip graduates in the area of Homeland Security Defense under the transportation category.

**2C – Does this proposal align with an occupation on the Statewide Demand Occupation List and/or the Regional Demand Occupations List?**

Yes. Commercial Vehicle Driving, Class "A" and "B" aligns with Heavy and Tractor – Trailer Truck Drivers. Heavy Equipment Operations Technician aligns with Operating Engineers and Other Construction Equipment Operators.

**2D – Indicate how the training will be delivered.**

All programs in the Transportation, Distribution, and Logistics Cluster will be a hands on, face-to-face, classroom, lab and on the road. Classroom training is held at FTI's industry center located at 245 Education Way, Bunnell, FL 32110. On the road driving for the Commercial Vehicle Driving Program and the Commercial Class "B" Driving Program extends throughout Flagler County roads and highways. The Heavy Equipment Operator Technician Program will utilize off campus worksites to provide real world experience to students.

The purpose of the program is to prepare students for employment in the transportation, distribution, and logistics industries. Designed instruction will prepare students to pass their Class "A" or "B" commercial vehicle driver's license exam and gain employment in this high demand industry.

The program strategically focuses on a broad spectrum of skills including an understanding of all aspects and demands of commercial driving and heavy equipment operations. Students must not only meet D.O.T requirements but also must be able to demonstrate elements of the industry such as effective communication and resilience to constant change and everyday stressors related to their fields of study.

All programs offer the course in sequence. The content is rigorous and aligns with a challenging academic expectations and standards set by the Florida Department of Education. Students will demonstrate proficient technical skills and competency necessary to be successful within the industry.

Additionally, this program teaches emerging technology, research, measurements, problem solving, safety procedures and more. Drivers must develop an understanding of the complexity and troubleshooting required for safe and effective driving of trucks and heavy equipment. Classroom and driving skills testing is an integral part of the certification. Equipment, supplies, and comfortable classroom settings are provided to enhance the hands-on learning experience for students choosing this profession. A simulator assists with safety in the HEOT Program as students learn practical skills there before mounting heavy equipment.

2E – Indicate the number of anticipated annual enrolled students and completers in the proposed program.

Commercial Vehicle Driving: Anticipated 40 students enrolled annually and 35 completers.

Commercial Class “B” Driver: Anticipated 16 students enrolled annually and 13 completers.

Heavy Equipment Operation Technician: Anticipated 20 students enrolled and 8 completers. The remainder (10) will continue to the next year.

2F – Indicate the length of program including anticipated beginning and ending dates.

Commercial Vehicle Driving requires 320 hours to complete. Classes are held Monday through Friday, 8am to 5pm.

Beginning Date: August 19, 2019

End Date: October 15, 2019

Beginning Date: October 18, 2019

End Date: December 20, 2019

Beginning Date: January 6, 2020

End Date: March 4, 2020

Beginning Date: March 23, 2020

End Date: May 18, 2020

Commercial Class “B” Driver requires 150 hours to complete. Classes are held Monday through Friday, 8am to 5pm.

Beginning Date: January 6, 2020

End Date: January 31, 2020

Beginning Date: March 23, 2020

End Date: April 16, 2020

Beginning Date: August 17, 2020

End Date: September 11, 2020

Beginning Date: October 19, 2020

End Date: November 13, 2020

Heavy Equipment Operations Technician requires 1200 hours to complete. Classes are held Monday through Friday 8:30 a.m. to 2:30 p.m.

Beginning Date: August 12, 2019

End Date: July 24, 2020

2G – Describe the plan to support the sustainability of the program after grant completion.

The programs will continue to be sustained through student enrollment i.e. tuition and lab fees as well as workforce development dollars and local scholarships. Perkins funding is available to purchase new, updated essential equipment. The purchase of new trucks and heavy equipment will have a life span of 15-30 years providing a continual return on investment through enrollment and completion of these programs. Owning equipment rather than renting it will allow FTI to reduce program costs to students making the program more financially accessible to the economically disadvantaged population. Additional workforce development dollars earned through increased enrollment will sustain personnel.

2H – Identify and certificates, degrees, etc. that will result from the completion of the program.

**Commercial Vehicle Driver Program:** A Certificate of completion for CVD is awarded once a student meets all comprehensive requirements (Program # I490205, CIP # 0649020500). The Department of Motor Vehicles (DMV) then issues the completer an endorsed Class "A" commercial driver's license. FTI anticipates 35 completers or 88% annually in the CVD program. This percentage is well above 60% completion requirement from our accrediting body, the Council on Occupational Education (COE).

**Commercial Class "B" Driver:** A Certificate of completion for Class "B" is awarded once a student meets all comprehensive requirements (Program # I490251, CIP # 0649020502). The DMV then issues the completer an endorsed Class "B" commercial driver's license. FTI anticipates 13 completers or 81% annually in this program. This percentage is well above 60% completion requirement from our accrediting body, COE.

**Heavy Equipment Operations Technician:** A Certificate of completion for HEOT is awarded once a student meets all comprehensive requirements (Program # T440200, CIP # 0649020201). FTI anticipates 8 completers or 80% annually in the HEOT Program. This percentage is well above 60% completion requirement from our accrediting body, COE.

2I – Does this project have a local match amount?

**Commercial Vehicle Driving:** Local Match amounts include workforce development dollars earned (approximately \$134,917.96), third party testing revenue (approximately \$26,650), annual fund raisers (\$12,000) and Perkins funding (\$10,026).

**Commercial Class "B" Driver:** Local Match amounts include workforce development dollars earned (approximately \$21,080.93), annual fund raisers (\$8,000) and Perkins funding (\$7,000).

**Heavy Equipment Operations Technician:** Local Match amounts include workforce development dollars earned (approximately \$263,511.63), third party testing revenue (approximately \$26,650), annual fund raisers (\$5,000) and Perkins funding (\$16,000).

**Total**

Workforce Development Dollars = \$419,510.52

Third Party Testing = \$26,650

Fund Raisers = \$25,000

Perkins = \$33,026

**Total match = \$773,736.52**



2J – Provide any additional information or attachments to be considered for the proposal.

Due to increased internet ordering/shipping, increased growth in construction of roads, bridges, tunnels, buildings, homes and other structures, and a number of other factors, employment opportunities for transportation, distribution, and logistics is on the rise. District technical centers are responsible for the education required to fill these positions. As such, FTI must be prepared to meet the future employment needs of this industry through offering quality relevant programs that supply the required talented workforce. Referencing the American Trucking Association, the United States has approximately 3.5 million truck drivers. However; the trucking industry provides employment for more than 8.7 million people. Referencing gijobs.com for construction workers and the Bureau of Labor Statistics Heavy Equipment Operators is expected to rise by 12% by 2026 in both metropolitan and urban areas. This proposal will provide FTI the opportunity to better meet the growing demand in transportation, distribution, and logistics.

3 – Program Budget

Program Budget – Estimated

1. Total Amount Requested: \$ 1,555,246.08

Florida Job Growth Grant Fund

A. Other Workforce Training Project Funding Sources – City/County

Private Sources	\$	
Other (Grants, etc.)	\$479,436.52	(workforce development, third party testing, fund raisers, Perkins)
Total Other Funding	\$479,436.52	

B. Workforce Training Project Costs

Equipment	\$ 160,000	Tractor and Trailer (CVD)
	\$ 75,000	Crew Cab Truck (Class B)
	\$ 130,000	Dump Truck (HEOT)
	\$ 12,712.18	Trailer (HEOT)
	\$ 140,000	Wheel Loader (HEOT)
	\$ 66,426.72	Compact Excavator (HEOT)
	\$ 150,000	Bulldozer (HEOT)
	\$ 130,000	Backhoe (HEOT)
	\$ 200,141.93	Motor Grader (HEOT)
	\$ 72,048.17	Skid Steer (HEOT)
	\$ 150,000	Excavator (HEOT)
	\$ 79,152.08	D3 Tractor (HEOT)
	\$ 47,000	Roller (HEOT)
	\$ 27,765	Universal Trenching Bucket
	\$ 35,000	Simulator
Personnel	\$ 167,700	Personnel (Trans., Distr., Log. Cluster)

Facilities	\$ 25,000	Classroom build/furnish/add (Class B/CVD)
Facilities	\$ 50,000.52	Rentals and Utilities (CVD, HEAT, Class B)
Tuition	\$ 294,300	Tuition
Training Materials	\$ 7,000	Books and Classroom Supplies
	\$ 15,436	Diesel/Gas and Vehicle Repair & Maintenance
Other	\$	
<b>Total Project Costs</b>	<b>\$ 2,034,682.60</b>	

**C. Detailed Proposal Budget:**

Equipment	\$ 160,000	Tractor and Trailer (CVD)
	\$ 75,000	Crew Cab Truck (Class B)
	\$ 130,000	Dump Truck (HEOT)
	\$ 12,712.18	Trailer (HEOT)
	\$ 140,000	Wheel Loader (HEOT)
	\$ 66,426.72	Compact Excavator (HEOT)
	\$ 150,000	Bulldozer (HEOT)
	\$ 130,000	Backhoe (HEOT)
	\$ 200,141.93	Motor Grader (HEOT)
	\$ 72,048.17	Skid Steer (HEOT)
	\$ 150,000	Excavator (HEOT)
	\$ 79,152.08	D3 Tractor (HEOT)
	\$ 47,000	Roller (HEOT)
	\$ 27,765	Universal Trenching Bucket
Personnel	\$ 90,000	Personnel (Trans., Distr., Log. Cluster)
Facilities	\$ 25,000	Classroom build/furnish/add (Class B)
<b>Total Project Costs</b>	<b>\$ 1,555,246.08</b>	

Informal Quotations shall be obtained from at least three (3) sources prior to issuing a purchase order for materials, services, or equipment exceeding \$7,500. Any purchase or service over \$25,000 must be approved by the school board. In certain instances, the District may have an existing solicitation or an appropriate state, local or school district piggyback bid which may be used in lieu of three quotes or competitive solicitation. After reviewing the required quotes/bids, the purchase shall be awarded to the lowest vendor, unless there is written documentation to support selection of a vendor based on factors other than the lowest cost. If the purchase is thought to be a single (sole) source, the Purchasing Department will post a description of the commodity on the District website for at least 7 business days and request that prospective vendors provide information regarding their ability to supply the commodity.

All trucks and heavy equipment will be purchased by June 30, 2020. Personnel will be in place within 120 days of project award. The classroom will be complete by June 30, 2020.

All purchases will be used to expand and enhance the Transportation, Distribution, and Logistics Cluster at FTI. All trucks and heavy equipment purchased will support the curriculum frameworks as identified by the FLDOE and D.O.T. These purchases will be used to expand student capacity, enhance the student hands on experience, and reduce student enrollment costs. Personnel will support the project through instruction, curriculum development, purchasing of trucks and heavy equipment, supervision of classroom construction and setup, and overall management of the project. The classroom will be developed to implement the Commercial Class "B" Driving Program.

4A – 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.

FTI will be able to execute this grant agreement immediately upon award.

4B – 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: Provide the schedule of upcoming meetings for the group for a period of at least six months. State whether entity is willing and able to hold special meetings, if so, upon how many days' notice.

FTI will be able to execute this grant agreement immediately upon award.

4C – Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of this entity.

Please find attached a copy of accreditation from the Council on Occupational Education, the Florida Department of Education listing of FTI as a district postsecondary institution, and state statute authorizing district postsecondary schools to provide career and technical education programs.



# ACCREDITED INSTITUTION

**Flagler Technical Institute**  
**FTI Industry Center**  
*245 Education Way, Bunnell, FL*

*is accredited by the*  
**Commission of the Council on Occupational Education**  
*and is entitled to the recognition and privileges resulting therefrom.*

*Dr. Lois M. Gackenheimer RN*  
Dr. Lois M. Gackenheimer RN  
Chair



*Gary Puckett*  
Gary Puckett  
Executive Director

ID#: 309105  
Effective Date: July 1, 2019  
Expiration Date: June 30, 2020





# District Postsecondary Institutions

[District Postsecondary Institutions Map \(PDF\)](#)

## Bay

- [Tom P. Haney Technical Center](#), 3016 Highway 77, Panama City, FL 32405, 850-767-5500
  - [Driving Directions](#)

## Bradford

- [North Florida Technical College](#), 609 N Orange Street, Starke, FL 32091, 904-966-6764
  - [Driving Directions](#)

## Broward

- [Atlantic Technical College](#), 4700 Coconut Creek Parkway, Coconut Creek, Florida 33066, 754-321-5100
  - [Driving Directions](#)
- [Sheridan Technical College](#), 5400 Sheridan Street, Hollywood, Florida 33021, 754-321-5400
  - [Driving Directions](#)
- [William T. McFatter Technical College](#), 6500 Nova Drive, Davie, Florida 33317, 754-321-5700
  - [Driving Directions](#)

## Charlotte

- [Charlotte Technical College](#), 18150 Murdock Circle, Port Charlotte, FL 33948, 941-255-7500
  - [Driving Directions](#)

## Citrus

- [Withlacoochee Technical College](#), 1201 W Main Street, Inverness, FL 34450, 352-726-2430

- [Driving Directions](#)

## Collier

- [Immokalee Technical College](#), 508 N. 9th Street, Immokalee, FL, 34142, 239-377-9900
  - [Driving Directions](#)
- [Lorenzo Walker Technical College](#), 3702 Estey Avenue, Naples, FL 34104, 239-377-0900
  - [Driving Directions](#)

## Escambia

- [George Stone Technical College](#), 2400 Longleaf Drive, Pensacola, FL 32526, 850-941-6200
  - [Driving Directions](#)

## Flagler

- [Flagler Technical Institute](#), 5400 E Highway 100 Palm Coast, FL 32164, 386-447-4345
  - [Driving Directions](#)

## Gadsden

- [Gadsden Technical Institute](#), 201 Martin Luther King, Jr. Boulevard, Quincy, FL 32351, 850-875-8324
  - [Driving Directions](#)

## Hernando

- [Suncoast Technical Education Center](#), 4057 California Street, Brooksville, FL 34604, 352-797-7091
  - [Driving Directions](#)

## Hillsborough

- [Aparicio-Levy Technical College](#), 10119 E. Ellicott Street, Tampa, FL 33610, 813-740-4884
  - [Driving Directions](#)
- [Brewster Technical College](#), 2222 North Tampa Street, Tampa, FL 33602, 813-276-5464
  - [Driving Directions](#)
- [Erwin Technical College](#), 2010 E Hillsborough Ave, Tampa, FL 33610, 813-769-5180



the development of course frameworks for low-performing schools, special needs students, females, and minorities.

(e) Disseminate information regarding research-based teaching practices in mathematics and science to teachers and teacher educators in the state.

(f) Collect, manage, and report on assessment information regarding student achievement in mathematics and science. The report shall include student achievement by ethnic group.

(g) Establish partnerships with public and private universities, Florida College System institutions, school districts, and other appropriate entities to further increase student achievement in mathematics and science.

(h) Develop a comprehensive plan, with input from school districts, to increase the number and percentage of females and minority students enrolling in and successfully completing mathematics and science courses.

(2) The department shall monitor the center through the Division of K-12 Public Schools.

HIST: s. 59, ch. 2006-60; s. 65, ch. 2011-5.

#### PART IV WORKFORCE DEVELOPMENT EDUCATION

##### 1004.91. Requirements for career education program basic skills.

(1) The State Board of Education shall adopt, by rule, standards of basic skill mastery for completion of certificate career education programs. Each school district and Florida College System institution that conducts programs that confer career and technical certificates shall provide applied academics instruction through which students receive the basic skills instruction required pursuant to this section.

(2) Students who enroll in a program offered for career credit of 450 hours or more shall complete an entry-level examination within the first 6 weeks after admission into the program. The State Board of Education shall designate examinations that are currently in existence, the results of which are comparable across institutions, to assess student mastery of basic skills. Any student found to lack the required level of basic skills for such program shall be referred to applied academics instruction or another adult general education program for a structured program of basic skills instruction. Such instruction may include English for speakers of other languages. A student may not receive a career or technical certificate of completion without first demonstrating the basic skills required in the state curriculum frameworks for the career education program.

(3) (a) An adult student with a disability may be exempted from this section.

(b) The following students are exempt from this section:

1. A student who possesses a college degree at the associate in applied science level or higher.

2. A student who demonstrates readiness for public postsecondary education pursuant to s. 1008.30 and applicable rules adopted by the State Board of Education.

3. A student who passes a state or national industry certification or licensure examination that is identified in State Board of Education rules and aligned to the career education program in which the student is enrolled.

4. An adult student who is enrolled in an apprenticeship program that is registered with the Department of Education in accordance with chapter 446.

HIST: s. 234, ch. 2002-387; s. 93, ch. 2004-357; s. 14, ch. 2008-235; s. 66, ch. 2011-5; s. 49, ch. 2013-27.

##### 1004.92. Purpose and responsibilities for career education.

(1) The purpose of career education is to enable students who complete career programs to attain and sustain employment and realize economic self-sufficiency. The purpose of this section is to identify issues related to career education for which school boards and Florida College System institution boards of trustees are accountable. It is the intent of the Legislature that the standards articulated in subsection (2) be considered in the development of accountability standards for public schools pursuant to ss. 1000.03, 1001.42(18), and 1008.345 and for Florida College System institutions pursuant to s. 1008.45.

(2) (a) School board, superintendent, and career center, and Florida College System institution board of trustees and president, accountability for career education programs includes, but is not limited to:

1. Student demonstration of the academic skills necessary to enter an occupation.

2. Student preparation to enter an occupation in an entry-level position or continue postsecondary study.

3. Career program articulation with other corresponding postsecondary programs and job training experiences.

4. Employer satisfaction with the performance of students who complete career education or reach occupational completion points.

5. Student completion, placement, and retention rates pursuant to s. 1008.43.

(b) Department of Education accountability for career education includes, but is not limited to:

1. The provision of timely, accurate technical assistance to school districts and Florida College System institutions.

2. The provision of timely, accurate information to the State Board of Education, the Legislature, and the public.

3. The development of policies, rules, and procedures that facilitate institutional attainment of the accountability standards and coordinate the efforts of all divisions within the department.

4. The development of program standards and industry-driven benchmarks for career, adult, and community education programs, which must be updated every 3 years. The standards must include career, academic, and workplace skills; viability of distance learning for instruction; and work/learn cycles that are responsive to business and industry.

5. Overseeing school district and Florida College System institution compliance with the provisions of this chapter.

6. Ensuring that the educational outcomes for the technical component of career programs are uniform and designed to provide a graduate who is capable of entering the workforce on an equally competitive basis regardless of the institution of choice.

(3) Each career center operated by a district school board shall establish a center advisory council pursuant to s. 1001.452. The center advisory council shall assist in the preparation and evaluation of center improvement plans required pursuant to s. 1001.42(18) and may provide assistance, upon the request of the center director, in the preparation of the center's annual budget and plan as required by s. 1008.385(1).

HIST: s. 235, ch. 2002-387; s. 118, ch. 2003-1; s. 94, ch. 2004-357; s. 19, ch. 2008-108; s. 67, ch. 2011-5.