



## 2021-2022 Florida Job Growth Grant Fund Workforce Training Grant Proposal

Proposal Instructions: Please read this document carefully and provide the information requested below. Some questions may request that a separate narrative be completed. If additional space is needed, attach a word document with your entire answer.

### **Entity Information**

Name of Entity: Daytona State College

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

Primary Contact Name: Lisa Koogle

Title: Director of Resource Development

Mailing Address: 1200 W. International Speedway Blvd., Daytona Beach, FL 32114

Phone Number: 386-506-4459

Email: [lisa.koogle@daytonastate.edu](mailto:lisa.koogle@daytonastate.edu)

Secondary Contact Name: Colin Chesley

Title: Associate Vice President, College of Health and Public Services

Phone Number: 386-506-4429

### **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.

**All responses to 1. Program Requirements (A-G) are provided in the attached pages.**

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

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

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- 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.

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

Yes       No

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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.
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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.

**All responses to 2. Additional Information (A-J) are provided on the attached pages.**

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

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

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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?  
 ([View Florida’s Demand Occupations Lists 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?

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

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

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

**External letters of support for the project are 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** \$2,749,806  
 Florida Job Growth Grant Fund

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

City/County \$0  
 Private Sources \$455,000

Other (grants, etc.) \$10,109,641 Please Specify: DSC, FL PECO  
**Total Other Funding** \$10,564,641

**B. Workforce Training Project Costs:**

Equipment \$1,708,745  
 Personnel \$708,156  
 Facilities \$0  
 Tuition \$0  
 Training Materials \$48,000  
 Other \$284,905 Please Specify: Operational & Indirect costs  
**Total Project Costs** \$13,314,447

**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.

**A detailed budget is attached including: project summary tab, separate tabs for costs assigned to individual academic programs, and final tab showing the committed match funds.**

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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)?

Approval by the Daytona State College District Board of Trustees is required for the execution of a formal contract or grant agreement.

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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.

Scheduled meetings: January 20, 2022; February 24, 2022; April 14, 2022; May 19, 2022; June 23, 2022

Daytona State College is willing and able to hold special meetings. Fourteen days' public notice is required.

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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.

Daytona State College Policy 5.14 (based on Legal Authority F.S. 1001.64).2): To assure that externally funded projects are consistent with the College mission, purposes and operating procedures, each proposal for external grant or contract support shall be . . . approved by the President of the College. Each proposal shall then be presented to the Board for its approval.

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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: Daytona State College

Name and Title of Authorized Representative: Thomas LoBasso

Representative Signature: 

Signature Date: 12/4/21

**DAYTONA STATE COLLEGE  
FLORIDA JOB GROWTH GRANT 2021-2022**

**1. Program Requirements:**

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

**Title: Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center**

In spring 2022, Daytona State College will begin construction on a new \$13 million Healthcare and Skilled Trades Workforce Education Center on its Deltona Campus. Capital improvement funds allocated by the state will be used for construction of the 30,000 sq. ft. facility, which is scheduled for completion in summer 2023. The Center will house Nursing, Medical Sonography, and Machining programs with the first student cohorts starting in fall 2023. In addition, the College will renovate approximately 4,000 sq. ft. of an existing campus building to enable HVAC training beginning in January 2024. College funds will be used to fund the needed renovations. Job Growth Grant funds will be used to purchase instructional equipment, hire faculty to develop curricula and deliver instruction, and hire operational personnel to manage the project and coordinate student services throughout the grant to ensure completion and job placement.

*Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center (Deltona In-Demand)*, will provide a major upgrade and expansion of the Deltona campus to meet increased student demand and growing employment gaps on the west side of Volusia County. Deltona is the largest city in the county (90,403) and boasts an increasingly diverse population with proximity to the Orlando metropolitan area. The four programs will provide qualified employees for a range of in-demand occupations for which strong and sustained growth are projected in the region. *Deltona In-Demand* will enable Daytona State College (DSC, the College), to establish a vital center of workforce preparation to serve area residents and employers of all sizes.

Healthcare	<ul style="list-style-type: none"><li>• Nursing, A.S. Degree</li><li>• Medical Sonography, A.S. Degree</li></ul>
Machining	<ul style="list-style-type: none"><li>• CNC Machining, Career Certificate</li><li>• Advanced Maching, Career Certificate</li></ul>
Heating, Ventilation, Air Conditioning/ Refrigeration	<ul style="list-style-type: none"><li>• HVAC Mechanic, Career Certificate</li><li>• HVAC Technician, Career Certificate</li></ul>



The coronavirus pandemic has increased the already high demand for nurses and other healthcare professionals across the country. Modern healthcare education requires highly qualified instruction coupled with sophisticated technology and equipment. Students learn conceptual knowledge while also gaining critical hands-on and work-based learning experience. This project will pair state-of-the-art patient simulation and other high-tech equipment with well-designed instruction to ensure students are fully prepared to enter the workforce and serve the healthcare needs of the community in a range of settings from hospitals and surgery centers to outpatient facilities, long-term care environments, and physician offices.

Nursing: DSC's nursing program is nationally accredited and has a strong reputation among employers in the region. Recognized by the Accreditation Commission for Education in Nursing (ACEN) since 1985, the program is being reviewed for continuing accreditation, which will ensure all aspects of the program from hiring standards to curricular content, instructional design, program outcomes, and student services are in place and ready to deliver the highest quality education when the new facility opens. Required clinical experiences are provided at local hospitals, extended care facilities, and health related community agencies. After completing the program, graduates take the National Council Licensing Examination (NCLEX) for Registered Nurses. The associate of science in nursing degree (ADN), is 72 credits and typically is completed in five semesters. The Deltona facility will enroll a new cohort of 30 students starting each fall and spring semester. The Deltona program will train 120 students annually, more than 20% of the College's total associate nursing degree enrollment of 570.

Medical Sonography: The College is preparing to offer a new associate of science degree in Medical Sonography. Curriculum development and program planning will occur throughout 2022 with DSC District Board of Trustees and Southern Association of Colleges and Schools Commission on Colleges (SACSCOC) formal approval expected by fall 2022 or early 2023. The medical sonography program will train students to operate complex machinery and computerized instruments to help physicians assess and diagnose medical conditions. Sonographers work closely with physicians and surgeons before, during, and after procedures. Their employers and work settings include hospitals, medical and diagnostic laboratories, physicians' offices, outpatient care centers, and other healthcare facilities.

Recruitment for the new program will begin in January 2023 for the first student cohort scheduled to start in the fall semester. With a new cohort of 24 students starting each fall, the program will be training 48 medical sonographers annually by the end of year two. The A.S. program is 77 credits. Classes will be offered fall, spring, and summer semesters to allow completion in two years, thus enabling students to enter the workforce sooner.

Machining: The College will expand training in the new facility, which will house hands-on training labs, high-tech equipment, and software for both computer numerical control (CNC) machining and advanced machining. Instruction covers lathe and mill operations, proper care and use of measuring tools, CNC programming and operations, CAD/CAM programming, job-related mathematics, blueprint reading, precision measuring, and primary manufacturing processes and systems. Advanced computer software will allow students to design and draw 2-

D and 3-D geometry that is common in the industry. Student participants can obtain multiple National Institute of Metalworking Skills (NIMS) stackable certifications throughout both programs. The CNC Machining program is two semesters of full-time enrollment (600 hours) while the Advanced Machining program is five semesters (1500 hours). The two programs are expected to enroll 190 students annually helping to meet the workforce needs of more than 520 manufacturing employers in the region.

Heating, Ventilation, Air Conditioning/Refrigeration (HVAC): DSC will renovate existing classroom and laboratory space on the Deltona campus to house both the HVAC Mechanic career certificate program and the more advanced HVAC Technology program. Certificate training programs for these in-demand occupations provide a solid foundation in refrigeration fundamentals; electricity and controls; and installing, operating, servicing, and repairing HVAC equipment. Students gain hands-on experience working on commercial refrigeration and air conditioning equipment, including heat pumps, ice machines, oil, and gas systems. Students will learn to design, construct, and evaluate refrigeration systems with state-of-the-art equipment. The HVAC Mechanic program is two semesters of full-time enrollment (750 hours). The HVAC Technology program is four semesters (1350 hours). Combined, the programs will enroll 485 students annually with training classes available both during the day and in the evening.

### **Project Implementation**

Construction and renovation of the Deltona campus facilities is being overseen by Christopher Wainwright, Associate Vice President of Facilities Planning, in consultation with President Thomas LoBasso and the senior academic leadership of the College. Workforce projections, exploration of emerging industry trends, instructional design and delivery, student needs, and enrollment trends/demand have been considered during the planning for this new facility.

All other aspects of the project will be managed by a full-time Project Manager, to be hired upon award notification. The Project Manager will work closely with Dr. Colin Chesley, Associate Vice President of the College of Health and Public Services (Nursing, Sonography), and Dr. Sherryl Weems, Associate Vice President of the Mary Karl College of Workforce and Continuation Education (Machining, HVAC) to ensure the detailed planning for the project is implemented both on time and within budget. Faculty hiring will be guided by the AVPs with support from their respective Academic Chairs and the College's Human Resources staff. Once in place, new faculty will undertake curriculum development, where needed, and instructional planning to be fully prepared for the enrollment timetable established for each program.

The College will heavily market the four programs and the new Deltona campus facility to ensure awareness within the local community as well as across the broader east central Florida region. Recruiting and admitting students for the various program areas will be conducted by Enrollment Services staff on the Deltona Campus using routine processes and workflows.

The project will be supported by the College's Grants Manager, Grants Accountant, and other College personnel to ensure the implementation is successful and deliverables are met.

The figure below summarizes the timetable for key steps in the project: completion of facilities construction and renovation, hiring key project personnel, curriculum development, enrollment, and student support. The first student cohorts will be enrolled as of fall 2023.



**B. Describe how this proposal supports programs at state colleges.**

The Florida legislature has awarded DSC more than \$13 million in capital funding for a facility specifically designed to deliver in-demand workforce training in the Deltona area. *Deltona In-Demand* will expand current Nursing, Machining, and HVAC programs, as well as support a new program in Medical Sonography. Funding will provide instructional equipment, faculty, and transition services to ensure students can complete training and enter the workforce. By increasing access to training opportunities leading to a wide range of in-demand regional occupations with family sustaining wages, *Deltona In-Demand* will strengthen the College’s capacity to serve western Volusia County and its growing population and workforce needs. Founded in 1957, Daytona State College currently offers more than 100 certificate, associate, and bachelor’s degree programs to approximately 25,000 students at its seven instructional sites. Academic program creation and expansion at DSC are the result of careful planning and preparation as the College consistently strives to serve both the educational goals of community residents and the workforce needs of the region’s employers. Multiple processes are used to evaluate the landscape and enable institutional decision-making including

comprehensive strategic planning, detailed annual academic program evaluation which monitors student learning outcomes, and the use of industry-academic advisory boards to ensure employers and industry representatives help to inform the curricula and learning experiences of all DSC students.

DSC's strategic plan, adopted by the District Board of Trustees in 2020, directs the College to "offer quality educational programs that meet the academic and non-academic workforce needs of Volusia and Flagler counties and beyond." Specifically, the plan directs the College to "provide students personalized, program-specific career and academic support... provide educational programs and pathways that are accessible, flexible, and affordable... increase the use of best practices in course and program offerings... and develop and maintain educational partnerships that expand pathways for students." (*DSC Strategic Plan 2020-2023*).

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

Associate degree graduates in Nursing and Sonography gain a broad set of technical and professional skills as well as employability skills that are designed to be transferable and sustainable across the professions. Graduates of both programs can consider multiple employment options including hospitals, surgery centers, physician and outpatient settings, long-term care facilities, public health agencies, home healthcare, and more.

Professional licensure in both fields ensures DSC healthcare program graduates have achieved the knowledge, skills, and abilities essential to the successful practice of their discipline. DSC nursing graduates take the National Licensure Exam (NCLEX) exam after completing the degree program to obtain their professional nursing license. Gaining the license ensures all employers the nurse has achieved the core skills of the profession that are transferable and sustainable across the occupation and among all healthcare employers.

Graduates of the new medical sonography program will gain a similarly broad and uniformly recognized set of knowledge, skills, and abilities, as demonstrated by successfully completing the Registered Diagnostic Medical Sonographer (RDMS) licensure exam and receiving the credential. The RDMS credential, administered by the American Registry for Diagnostic Medical Sonography (ARDMS), is recognized as the international standard in sonography credentialing, meeting ISO 17024 Standard via the American National Standards Institute.

In addition to consistently high licensure and job placement rates, DSC nursing graduates gain the advantage of national program accreditation through the Accreditation Commission for Education in Nursing (ACEN). As graduates of a nationally accredited program, DSC alumni are equipped with a highly respected credential as well as workforce skills applicable to multiple employers within and beyond the borders of DSC's service region.

Graduates of the Machining and HVAC programs will attain a broad set of applicable workforce skills including troubleshooting, problem-solving, critical thinking, equipment maintenance,

safety awareness, operation monitoring, and active listening, all of which are transferable and sustainable. Individuals who complete the CNC Machining and/or Advanced Machining programs will have wide-ranging employment options through the College's well-established relationship with Volusia Manufacturing Association (VMA), which represents more than 520 manufacturers of all types and sizes across the region. Graduates of the HVAC program will be well-equipped to seek employment across an equally large and diverse set of employers, particularly within the burgeoning residential and commercial construction industry. Both programs offer students the opportunity to achieve a national and/or industry credential(s), consistent with the Credentials of Value concept and Master Credentials list being implemented by the Florida Department of Education.

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

As a comprehensive public college and member of the Florida College System, Daytona State College offers open access to all programs. Where programs have limited enrollment due to classroom size or program design, applications will be processed as received until all slots in each cohort are filled. Waiting lists will be employed if necessary. Applicants will be advised of any prerequisite course completion requirements prior to enrollment.

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

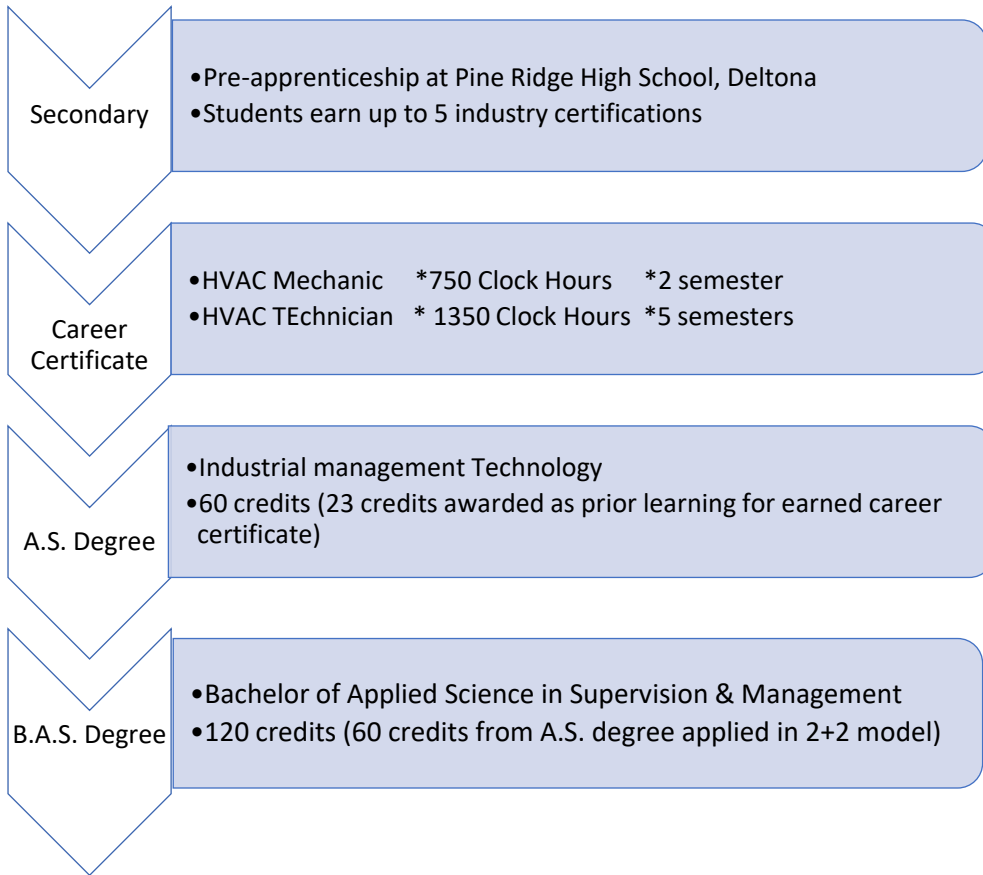
All four programs supported by the initiative – nursing, sonography, machining, and HVAC - are aligned to Florida Department of Education Curriculum Frameworks and are consistent with the Career Cluster on which the specific guided pathway is established (i.e., Health Science, Manufacturing, Architecture and Construction).

The Florida Career and Professional Education Act was created to provide a statewide planning partnership between business and education communities, to expand and retain high-value industry, and sustain a vibrant state economy. While originally focused on industry certification attainment by secondary students, the 2013 Legislature expanded the CAPE Act to include industry certification attainment by postsecondary students (FLDOE).

<https://www.fl DOE.org/academics/career-adult-edu/cape-postsecondary/faq.stml>.

Currently, Florida is creating a Master Credentials list to guide postsecondary program development and ensure students can earn credentials of value as they complete designed training programs. The College has verified all programs offered will provide students the opportunity to gain an approved credential. In most cases, once students have entered a career pathway, they will have the opportunity to gain multiple credentials as they progress.

The career pathway for HVAC students, through the Architecture and Construction Career Cluster, is illustrated in the figure below as an example:



**F. Does this proposal support a program(s) that will not exclude unemployed or underemployed individuals?**      X   Yes                         No

*Deltona In-Demand* will work actively to recruit unemployed or underemployed individuals and will not exclude such persons from enrolling in the four designated programs.

Outreach and marketing will specifically target those who are out of the workforce, those impacted by job losses or changes due to COVID-19, and those currently employed who wish to advance or change careers. Expanding postsecondary education opportunities in the Deltona area will make it more feasible for unemployed and underemployed persons to participate since time and travel costs will be minimized, helping to reduce cost and transportation barriers.

For those seeking cost-effective post-secondary education, Daytona State College offers quality training for the lowest cost in the region and is ranked among the 50 most affordable institutions according to the U.S. Education’s Department’s College Affordability and Transparency Center.

DSC is designated as a Veteran-friendly institution which honors the GI Bill, offers Yellow Ribbon Book Scholarships, and authorizes out-of-state fee waivers for honorably discharged Veterans. The College offers annual scholarships for eligible nursing students which covers the cost of tuition and other related educational expenses. The DSC Foundation offers other scholarships and financial support to eligible students.

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

In 2021, the Florida Chamber Foundation published its *Florida Workforce Needs Study*, a detailed report of the workforce needs and skills gaps within the state. (<https://www.flchamber.com/FloridaWorkforceNeedsStudy/>). Taking into consideration the projected population growth, workforce trends, and pandemic-related job/business losses, the report outlines where undersupplied, high-wage career opportunities are vast and where pathways from oversupplied, low-wage careers to those high-wage careers could be built. The report identifies Healthcare and Architecture/Engineering as two of the four core areas where demand is strong and pathways can be established. The four DSC programs to be implemented by Deltona In-Demand fall directly within those two core areas.

The core areas were identified as having strong demand with projections of continued growth. According to the study, in the months following the onset of the pandemic, the four core areas represented 32% of all job postings in Florida, with healthcare being the most in demand. The core areas also were found to offer wages that were as much as \$20,000 above Florida’s overall annual compensation rates.

Annual Percent Growth	Nursing	Sonography	Machining	HVAC
Regional Annual Growth	1.59%	2.57%	.57%	1.34%
Regional Annual Openings	379	522	48	110
FL Growth	16%	8+%	3-4%	3-4%
FL Openings	14,000	5,100	38,000	34,200
Mean hourly wage	\$28.22	\$30.43	\$19.91	\$20.51
<i>Source: Enterprise Florida, Regional Demand Occupations List 2021-2022, Region 11; O*NET</i>				

An economic report developed for Daytona State College by EMSI (economicmodeling.com) in spring 2021 showed healthcare, construction, and manufacturing all were in the top eight industries for size/number of employees in the College’s two-county service area. Healthcare and construction were the top two industries for current and projected growth.

National trends also provide important context for understanding the value of the training to be offered. A recent National Academy of Medicine report showed community colleges conferred 75% of all associate in nursing degrees awarded in 2019-2020. In particular, the report notes

community colleges provide a local, thus more accessible, and more affordable option for entering the professional nursing workforce than do four-year colleges (<https://www.nap.edu/catalog/25982/the-future-of-nursing-2020-2030-charting-a-path-to>). The Bureau of Labor Statistics reports that 66% of all employers require an associate degree rather than baccalaureate degree as the entry-level nursing credential.

*Deltona In-Demand* anticipates total enrollment (through June 2028) of 1,095 with 890 completions expected over six years (through June 2029). The cost per enrolled participant is \$2,264.75, while the cost for program completers is \$2,786.41. Completion rates vary by program; estimates are provided in the table below.

<b>Healthcare Programs - Anticipated Enrollment and Completion</b>					
Year	Enrolled - new	Completion	Enrolled - new	Completion	<b>Completion Total</b>
	Nursing	Nursing	Sonography	Sonography	
2023-2024	60		24		
2024-2025	60	48	24	22	<b>70</b>
2025-2026	60	48	24	22	<b>70</b>
2026-2027	60	48	24	22	<b>70</b>
2027-2028	60	48	24	22	<b>70</b>
2028-2029		48		22	<b>70</b>
<b>Total</b>	<b>300</b>	<b>240</b>	<b>120</b>	<b>110</b>	<b>350</b>

<b>Workforce Programs - Anticipated Enrollment and Completion</b>					
Year	Enrolled - new	Completion	Enrolled - new	Completion	<b>Completion Total</b>
	Machining	Machining	HVAC	HVAC	
2023-2024	20		40		
2024-2025	30	16	75	32	48
2025-2026	40	24	110	60	84
2026-2027	50	32	130	88	120
2027-2028	50	40	130	104	144
2028-2029		40		104	144
<b>Total</b>	<b>190</b>	<b>152</b>	<b>485</b>	<b>388</b>	<b>540</b>

An economic investment analysis prepared for DSC in 2019 by EMSI demonstrated the average associate degree graduate of the College will gain increased earnings of \$6,100 each year of their working lives compared to Floridians with a high school diploma or equivalent (The Economic Value of Daytona State College, January 2019). Graduates who complete a certificate program will have increased annual earnings of at least \$2,400 per year. Over a 20-year period, the additional income earned by healthcare graduates through the proposed project is \$42,700,000. The 20-year accumulated increase for career certificate completers is



\$25,920,000. The aggregate increased income would be returned to the state through taxes, purchased goods and services, and through the social savings that typically accompany more education, including reduced healthcare costs, criminal activity, and reliance on income assistance/public benefits. The cumulative income gains divided by the projected completers would provide a return on investment to the state of \$77,101 per participant.

## 2. Additional Information

**A. Is this an expansion of an existing program.**  Yes  No

**Please explain how funds will be used to enhance the existing program.**

*Deltona In-Demand* is designed to expand three existing DSC programs: A.S. degree in nursing, Career Certificate in Machining, and Career Certificates in HVAC. All three are currently delivered on one or more of the College's other campuses. Machining and HVAC are not offered in Deltona at all. Some nursing classes are offered on the Deltona campus, but students are not able to seek the full 72 credit program in Deltona without traveling to the Daytona Beach campus (approximately 30-40 minute drive time) to complete their requirements.

Job Growth Grant funds will be used to purchase some instructional equipment, hire new faculty to develop and deliver instruction, and hire a Project Manager.

The Project Manager will work with the two AVPs and academic department chairs to coordinate all project activities and implement the training programs according to the anticipated timeline. The Project Manager will establish data collection procedures, coordinate the procurement of project equipment and supplies, and monitor the budget.

**B. Does the proposal align with Florida's Targeted Industries?**  YES  No

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

According to the Qualified Target Industry Tax Refund/Target Industries by NAICS Code (found via the link on the Job Growth Grant website), only businesses able to locate to other states or serving multi-state and/or international markets are targeted. By that definition, the Machining program, which serves the manufacturing industry, is aligned with the Targeted Industries list. Florida has some 20,000 manufacturing companies employing 380,000 workers.

Nursing and Medical Sonography primarily fall within the Education and Health Services Industry, thus are not directly aligned with the current Qualified Target Industry list. ([https://floridajobs.org/docs/default-source/florida-job-growth-grants-proposals/target-industry-update.pdf?sfvrsn=e14a4fb0\\_2](https://floridajobs.org/docs/default-source/florida-job-growth-grants-proposals/target-industry-update.pdf?sfvrsn=e14a4fb0_2)) That said, Florida's many hospitals and other health facilities and employers are part of the Life Science industry, which is identified by Enterprise Florida as "major industries" for the state. (<https://www.enterpriseflorida.com/industries/life-sciences/>) The Life Science industry in Florida features more than 52,000 employers who maintain nearly one million employees.

Occupations in HVAC serve a variety of industries, including Construction, which is not on the targeted industries list, and Manufacturing, Space Research and Technology, which are.

**C. Does the proposal align with occupations on the Statewide and/or Regional Demand Occupations List?**  Yes  No

All four of DSC’s proposed programs are listed on the 2021-2022 Statewide and/or Regional Demand Occupations list for Region 11 – Volusia and Flagler Counties. See the table below.

2021-22 Region 11	Nursing	Medical Sonography	Machining	HVAC
SOC Code	29-1141	29-2032	51-4041	49-9021
Annual Growth	1.59%	2.57%	0.57%	1.34%
Annual Openings	379	522	48	110
Mean Wage	\$28.22	\$30.43	\$19.91	\$20.51

Source: Enterprise Florida, Regional Demand Occupations List 2021-22, Region 11

Registered Nurse is the most advertised occupation in Workforce 11 with an increase of 88.7% or 551 job postings in September 2021 compared to only 292 in September 2020 (Florida Insight, Florida Department of Economic Opportunity) demonstrating strong demand in Volusia and Flagler Counties.

The new Medical Sonography program will enroll 24 students in the first cohort in 2023 and increase to 48 annual enrollments by 2024 which will aid in filling the workforce demand with a total of 216 newly trained sonographers. Projected growth for Diagnostic Medical Sonographers is 8% or greater throughout Florida and 2.5% in Workforce Region 11. Most sonographers are employed at medical or surgical hospitals. Currently there are seven hospitals in Volusia County and three in Flagler County. Other popular places of employment include medical and diagnostic laboratories, physicians’ offices, outpatient care centers, and educational facilities.

The manufacturing sector experienced growth of 4.4% and more than 382,300 jobs in August 2021, an increase of 9,600 jobs for the year prior (Florida Department of Economic Opportunity), demonstrating ample opportunity. Heating, Air Conditioning, and Refrigeration are considered Hot Technology with a Bright Outlook designation by O\*Net.

**D. Indicate how the training will be delivered (classroom, computer -if computer identify city, county, statewide, etc.)**

The project will result in the classroom and laboratory space needed for full program delivery on the Deltona campus. As a result, all four programs are intended to be delivered primarily through in-person instruction using classrooms, learning labs, etc. A few courses may be offered online, where appropriate, to best serve the needs of the students. All programs can be

prepared to move to remote learning, if needed due to health or public safety concerns, to ensure program continuity.

**E. Indicate the number of anticipated annual enrolled students and completers.**

Nursing is expected to have an 80% completion rate based on historical performance. The Medical Sonography program is expected to have 92% completion among participants.

<b>Healthcare Programs - Anticipated Enrollment and Completion</b>					
Year	Enrolled - new	Completion	Enrolled - new	Completion	<b>Completion Total</b>
	Nursing	Nursing	Sonography	Sonography	
2023-2024	60		24		
2024-2025	60	48	24	22	<b>70</b>
2025-2026	60	48	24	22	<b>70</b>
2026-2027	60	48	24	22	<b>70</b>
2027-2028	60	48	24	22	<b>70</b>
2028-2029		48		22	<b>70</b>
<b>Total</b>	<b>300</b>	<b>240</b>	<b>120</b>	<b>110</b>	<b>350</b>

Completion rates for the Machining and HVAC programs are projected to be approximately 80%, based on annual College assessment data.

<b>Workforce Programs - Anticipated Enrollment and Completion</b>					
Year	Enrolled - new	Completion	Enrolled - new	Completion	<b>Completion Total</b>
	Machining	Machining	HVAC	HVAC	
2023-2024	20		40		
2024-2025	30	16	75	32	48
2025-2026	40	24	110	60	84
2026-2027	50	32	130	88	120
2027-2028	50	40	130	104	144
2028-2029		40		104	144
<b>Total</b>	<b>190</b>	<b>152</b>	<b>485</b>	<b>388</b>	<b>540</b>

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

Begin Date: Spring 2022

End Date: Spring 2029

During the initial grant period, activity will focus on construction and renovation of the training facilities, equipment procurement, and hiring faculty who will develop curriculum and plan for the delivery of training. The first cohorts to be enrolled in Nursing, Medical Sonography, and Machining will begin in Fall 2023. The first HVAC cohort will start in January (spring semester) 2024. The length of each program is shown in the table below.

Program	SOC Code	Degree/ Certificate	Length of Program	Summer Schedule
Nursing	29-1141	AS Degree	72 Credits 4 to 5 semesters	No
Sonography	29-2032	AS Degree	77 Credits 5 semesters	Yes
Machining: CNC Production	51-4041	Career Certificate	600 Clock Hours 2 Semesters	No
Machining: Advanced Machining	51-4041	Career Certificate	1,500 Clock Hours 5 Semesters	No
HVAC: Mechanic	49-9021	Career Certificate	750 Clock Hours 2 Semesters	No
HVAC: Technician	49-9021	Career Certificate	1,350 Clock Hours 4 Semesters	No

For the purposes of reporting performance, DSC plans to track enrollment and completion for cohorts across a five-year period - starting with the cohorts who enter during the 2023-2024 academic year and ending with the cohorts who begin training during 2027-2028. The final year tracked will be 2028-2029. Licensure and certification exam performance as well as job placement rates would be tracked for all participants trained during the same five-year period.

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

The four programs incorporated in *Deltona In-Demand* are designed to be self-sustaining by the end of the grant period. Three programs are currently offered on other DSC campuses and have demand sufficient to warrant the expansion on the Deltona campus specifically to meet growing workforce needs in that region. Projections of workforce demand in Medical Sonography, including the needs of local employers and clinical partners, provide sufficient evidence of need for the College to design and launch the new program.

Based on careful forecasts, the College anticipates sustaining instructional delivery of the four programs through tuition and fee revenue prior by the midpoint of the grant performance period. The Project Manager position responsibilities and ongoing management of the programs will be fully assumed by the appropriate AVPs and Academic Chairs.

**H. Identify any certifications, degrees, etc. that will result for the completion of the program. Include CIP code and percent of completers in each code.**

Participants in the Nursing and Medical Sonography programs will earn an Associate of Science degree and professional licensure upon successful completion of the designated exam.

Both Advanced Machinery and HVAC students who complete the program will have the opportunity to earn industry credentials from the National Center for Construction Education and Research (NCCER) and the National Institute of Metalworking Skills (NIMS).

	<b>Nursing</b>	<b>Sonography</b>	<b>Machining</b>	<b>HVAC</b>
CIP Code	1351390200	1351091004	0648050305 0648050307	0615050110 0615050111
Educational Attainment	A.S. Degree	A.S. Degree	Career Certificate	Career Certificate
Credentials	Registered Nurse Licensure	Registered Diagnostic Medical Sonographer	<ul style="list-style-type: none"> <li>• NIFMS019: NIMS Machining Level II – CNC Milling Skills II</li> <li>• NIFMS020: CNC Machining Level II CNC Turning Skills II</li> </ul>	NATEX004: Air to Air Heat Pump Service Technician
% of Completers	80%	92%	80%	80%
% of Passing Rates	85%	85%	80%	80%

**I. Does this project have a local match amount?**  X  Yes      No

Match sources include the capital improvement funds allocated by Florida Public Education Capital Outlay (PECO), healthcare instructional equipment funds provided by the Bert Fish Foundation, and renovation costs funded by Daytona State College. Total match funds committed: \$10,564,641.

Match funds are all non-federal. Sources are detailed below:

\$455,000 for instructional equipment, provided by the Bert Fish Foundation  
 \$817,280 for facilities renovation, provided by Daytona State College  
 \$9,292,361 for new construction, provided by Florida Public Education Capital Outlay (PECO)  
 PECO funds were allocated in multiple years:

2017-18	\$1,230,000
2018-19	\$3,000,000
2019-20	\$5,062,361
Total	\$9,292,361

Additional PECO funds of \$3,150,753 were allocated for the same facility construction project in 2020-2021, but those funds were a federal pass-through by the state of American Rescue Plan funds, so have not been included in the total match committed to this project.

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

Letters of support for the project are attached.

**Daytona State College Job Growth Grant Application 2021-2022**

**Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center**

<b>Category</b>	<b>Description</b>	<b>2021-2022</b>	<b>2022-2023</b>	<b>2023-2024</b>	<b>Total</b>
<b>Equipment</b>					
Nursing	Equipment to be used for nursing education courses/labs including patient simulation technology; hospital beds/headwalls, monitors, carts, laptops/PCs		268,745	-	268,745
Machining	Instructional equipment for courses/labs including lathes, milling, measuring, and other tooling devices		895,000	-	895,000
HVAC	Instructional equipment for courses/labs including electronic devices such as ice macines, heat pumps, refrigerant recovery stations, walk-in freezers, commercial refrigeration unit, hoods, tools, guauges, and testing devices		545,000	-	545,000
<b>Equipment Subtotal</b>			<b>1,708,745</b>	<b>-</b>	<b>1,708,745</b>
					-
<b>Personnel</b>					-
Sonography	Two full-time faculty (12 months) - \$62,500 salary/ \$18,752 (hired for 6 months of Yr. 1)		81,252	162,504	243,756

Machining	One full-time faculty - \$55,000 salary/ \$17,300 fringe benefits			72,300	72,300
Machining	Two Laboratory Technicians - \$23,600 salary/\$11,725 fringe benefits			76,050	76,050
HVAC	Two full-time faculty - \$55,000 salary/\$17,300 fringe benefits			144,600	144,600
HVAC	Two Laboratory Technicians - \$26,300 salary/\$11,725 fringe benefits			76,050	76,050
Project Operations	Project Manager - 1 FTE to provide day-to-day management of the project activities and budget (hired for 6 months of Yr. 1)		31,800	63,600	95,400
<b>Personnel Subtotal</b>			<b>113,052</b>	<b>595,104</b>	<b>708,156</b>
Training Materials					
Sonography	Instructional supplies and materials including training guides, manuals, consumables			8,000	8,000
HVAC	Minor instructional equipment, tools, and technology - less than \$1,000 per device/item			40,000	40,000
Training Materials Subtotal			-	48,000	48,000
					-
Other					-

	Program implementation and operational support, including marketing, data collection and reporting, participant tracking, laptops (for project staff)		5,000	10,000	15,000
<b>Other Subtotal</b>			5,000	10,000	15,000
<b>Total Direct Costs</b>			1,826,797	653,104	2,479,901
<b>Indirect Costs</b>	Modified direct cost base = total direct costs minus equipment and participant support x federally negotiated rate of 35%		41,318	228,586	269,905
<b>Total Grant Request</b>			<b>1,868,115</b>	<b>881,690</b>	<b>2,749,806</b>
Match funds					
	Private Foundation - equipment for Nursing and Sonography		455,000		
	Public Education Capital Outlay (PECO) - funds for construction of new workforce facility. Funds allocated as shown: 2017-18 = \$1,230,000; 2018-19 = \$3,000,000; 2019-20 = \$5,062,361 / total \$9,292,361.		9,292,361		
	Daytona State College - renovation costs		817,280		
<b>Total Match</b>			<b>10,564,641</b>		
<b>Total Project</b>	<b>requested funds + match</b>				<b>13,314,447</b>



Job Growth - Deltona Workforce Initiatives							
Expense Category	Description	2022-23	2023-24	2024	2025	2026	Total grant
<b>Nursing</b>							
<b>Equipment</b>							-
	Pediatric 5-year old patient simulator with Bedside Virtual Monitor (1)	51,000					51,000
	Newborn Neonate Patient Simulator with Bedside Virtual Monitor (1)	37,000					37,000
	Noelle Patient Simulator (1)	32,000					32,000
	Hal Patient Simulator (1)	25,000					25,000
	Susie Prehospital Patient Simulator with all-in-one computer (1)	25,000					25,000
	Hospital Bed (6 @\$3333)	20,000					20,000
	Hospital Headwall (8 @ \$1000)	8,000					8,000
	Bedside Electronic Records Monitor (2 @ \$1200)	2,400					2,400
	Vitals Cart (1)	3,000					3,000
	Crib for Newborn Hal Neonate (1)	2,200					2,200
	Mobile Medicine Dispenser Cart (1)	31,145					31,145
	Laptops w/cart for use by faculty (5 @ \$5200)	26,000					26,000
	Dell PC Workstations (5@ \$1200)	6,000					6,000
<b>Equipment Subtotal</b>		<b>268,745</b>	-	-	-	-	<b>268,745</b>
							-
							-
<b>Total direct</b>		<b>268,745</b>	-	-	-	-	<b>268,745</b>

Job Growth - Deltona Workforce Initiatives							
Expense Category	Description	2022-23	2023-24	2024	2025	2026	Total grant
<b>Sonography</b>							-
<b>Personnel</b>							-
	2 full-time faculty (calculated at 6 months each in year 1, 12 months thereafter)	62,500	125,000				187,500
<b>Personnel Subtotal</b>		62,500	125,000				187,500
<b>Fringe Benefits</b>							
	2 faculty	18,752	37,504				56,256
<b>Benefits Subtotal</b>		18,752	37,504				56,256
<b>Training Materials</b>							
	Training guides, manuals, consumables		4,000				4,000
							-
<b>Total direct</b>		81,252	166,504	-	-	-	247,756

Job Growth - Deltona Workforce Initiatives							
Expense Category	Description	2022-23	2023-24	2024	2025	2,026	Total grant
<b>Machining</b>							
<b>Equipment</b>							-
	Haas Mills (4 @ \$65,000)	260,000					260,000
	Haas Lathes (3 @ \$65,000)	195,000					195,000
	Tormach machines (2 @ \$30,000)	60,000					60,000
	Measuring equipment (items above \$1,000)	80,000					80,000
	Tooling equipment (items above \$1,000)	100,000					100,000
	Manual machines (items above \$1,000)	200,000					200,000
<b>Equipment Subtotal</b>		895,000					895,000
<b>Personnel</b>							-
	Faculty - 1 FTE @ \$55,000		55,000				55,000
	Laboratory Technician - 2 FTE		52,600				52,600
<b>Personnel Subtotal</b>			107,600				107,600
<b>Fringe Benefits</b>							
	Faculty 1 FTE		17,300				17,300
	Laboratory Technician - 2 FTE		23,450				23,450
<b>Benefits Subtotal</b>	Benefits Subtotal		40,750				40,750
							-
<b>Total direct</b>		895,000	148,350	-	-	-	1,043,350

<b>Job Growth - Deltona Workforce Initiatives</b>							
<b>Expense Category</b>	<b>Description</b>	<b>2022-23</b>	<b>2023-24</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>Total grant</b>
<b>HVAC</b>							-
<b>Equipment</b>							
	MiniSplit Systems (6 @ \$2,500)	15,000					15,000
	Ice Machines (4 @ \$4,000)	16,000					16,000
	Heat Pumps (8 @ \$5,000)	40,000					40,000
	Refrigerant Recovery Stations (4 @ \$1,500)	6,000					6,000
	Walk-in Freezer/Cooler (2 @ \$7,500)	15,000					15,000
	Commercial Refrig/Freezer (5 @ \$3,000)	15,000					15,000
	Water Cooled System (2 @ \$9,000)	18,000					18,000
	Water-Air heat Pumps (4 @ \$2,000)	8,000					8,000
	Balancing Hood (4 @ \$3,000)	12,000					12,000
	Commercial Refrigeration Trainers (4 @ \$30,000)	120,000					120,000
	Residential Refrigeration Trainers (5 @ \$25,000)	100,000					100,000
	Control Board Trainers (8 @ \$10,000)	80,000					80,000
	Tools, gauges, & testing equipment (individual items over \$1,000)	100,000					100,000
<b>Equipment Subtotal</b>		545,000					545,000
<b>Personnel</b>							-
	Full-time faculty 2 FTE @ \$55,000		110,000				110,000
	Laboratory Technicians - 2 FTE @ \$26,300		52,600				52,600
<b>Personnel Subtotal</b>			162,600				162,600
<b>Fringe Benefits</b>							
	Full-time faculty - 2 FTE		34,600				34,600
	Laboratory Technician - 2 FTE		23,450				23,450
<b>Benefits Subtotal</b>			58,050				58,050
<b>Supplies/ Materials</b>							
	Tools, gauges & testing equipment (less than \$1,000)		40,000				40,000

<b>Supplies/ Materials Subtotal</b>			40,000				40,000
							-
<b>Total direct</b>		545,000	260,650	-	-	-	805,650

<b>Match funds</b>			
<b>Equipment</b>		2022	Cost
Bert Fish Foundation - Sonography	Sonography package/set (6 @ \$43,333)		260,000
	Transducers and probes (6 @ \$3,000)		18,000
	Phantom Simulators (6 @ \$4,000)		24,000
	Multi-use patient examination beds (6 @ \$4,000)		24,000
	Related instructional equipment		4,000
Bert Fish Foundation - Nursing	Computer Classroom		40,000
	Lab Space with 3 beds, IV pumps		60,000
	Collaborative Classroom Furniture		15,000
	Course Materials		10,000
<b>Equipment Subtotal</b>			<b>455,000</b>
<b>Facilities</b>			
Public Education Capital Outlay (PECO) - funds for construction of new workforce facility. Funds allocated as shown: 2017-18 = \$1,230,000; 2018-19 = \$3,000,000; 2019-20 = \$5,062,361 / total			9,292,361
DSC - institutional funds for renovation of existing building			817,280
<b>Total match</b>			<b>10,564,641</b>



**Robin R. King**  
President & CEO

November 16, 2021

Secretary Dane Eagle  
Florida Department of Economic Opportunity  
107 East Madison Street, Caldwell Building  
Tallahassee, FL 32399-4120

Dear Secretary Eagle:

CareerSource Flagler Volusia (CareerSourceFV) supports the healthcare education and workforce training to be implemented as part of the new *Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center* on the Deltona campus of Daytona State College. *Deltona In-Demand* will expand programs in nursing, machining, and HVAC providing needed access to education at an affordable cost with minimal travel for many residents of Volusia County's west side as well as for the broader region. The addition of a diagnostic medical sonography program in the new facility is an important gain for the county's healthcare workforce needs as well.

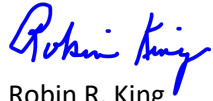
The demand for highly skilled healthcare employees across the region is expected to remain strong for the next decade. Virtually all data projections show registered nurse as a leading in-demand occupation as employers of all types and sizes struggle to meet their workforce needs. The strong post-pandemic economic recovery in Florida driving housing and commercial construction growth as well as the return of the hotel/hospitality sector is increasing demand for HVAC technicians. Finally, with 522 manufacturers in the Deltona-Daytona Beach-Ormond Beach MSA, and growing influences from neighboring aerospace industry growth, Daytona State College's new Deltona facility is well-positioned to help meet the steady and diverse need for a skilled machining workforce in the region.

CareerSourceFV will assist the project by referring students for training, providing job search assistance where needed, and promoting the program to regional employers who have hiring needs in the four program areas.



My Board of Directors and I value our strong partnership with Daytona State College and appreciate the College's continuous efforts to meet current and projected workforce needs within our service region. The new facility is a well-placed, targeted measure that aligns well with the economic development and workforce objectives of the area.

Sincerely,



Robin R. King  
President & CEO



November 19, 2021

Mr. Dane Eagle, Executive Director  
Florida Department of Economic Opportunity  
107 East Madison Street, Caldwell Building  
Tallahassee, FL 32399-4120

Dear Mr. Eagle:

AdventHealth DeLand offers its full support to the healthcare education and workforce training to be implemented as part of the new facility on the Deltona campus of Daytona State College.

Expanded registered nurse training on the west side of Volusia County as well as the eagerly anticipated new program in medical sonography will support the growth of our organization and assist in meeting continued demand for these important, highly skilled healthcare employees. Providing local access to a medical sonography program that will lead to licensure in just two years is an important gain for the county's healthcare workforce needs. Going through the COVID-19 pandemic has only highlighted the need to increase quality healthcare education program slots to care for our communities for the future.

AdventHealth DeLand will work with Daytona State to ensure effective implementation of the proposed project, if funded, by helping to promote the program to potential students, serving as a clinical training site, and welcoming job applications from those who complete the training programs and attain licensure.

We value our partnership with Daytona State College and the College's efforts to meet current and projected workforce needs within Flagler and Volusia counties. The proposed project aligns well with the workforce objectives of AdventHealth DeLand. We are confident the expanded production of well-trained nurses and medical sonographers will serve healthcare providers and the health needs of our regional population.

Sincerely,



David Weis, PT, DPT, MBA-HCM  
President & CEO  
AdventHealth DeLand



HALIFAX  
HEALTH

December 9, 2021

JEFF FEASEL, A.C.H.E.  
PRESIDENT AND CEO

Mr. Dane Eagle, Secretary  
Florida Department of Economic Opportunity  
107 East Madison Street, Caldwell Building  
Tallahassee, FL 32399-4120

Dear Secretary Eagle:

Halifax Health offers its full support to the healthcare education and workforce training to be implemented as part of the new facility on the Deltona campus of Daytona State College.

Expanded registered nurse training on the west side of Volusia County as well as the eagerly anticipated new program in medical sonography will support the growth of our organization and assist in meeting continued demand for these important, highly skilled healthcare employees. Providing local access to a medical sonography program that will lead to licensure in just two years is an important gain for the county's healthcare workforce needs.

Halifax will work with Daytona State to ensure effective implementation of the proposed project, if funded, by helping to promote the program to potential students, serving as a clinical training site, and welcoming job applications from those who complete the training programs and attain licensure.

We value our partnership with Daytona State College and the College's efforts to meet current and projected workforce needs within Flagler and Volusia counties. The proposed project aligns well with the workforce objectives of Halifax Health. We are confident the expanded production of well-trained nurses and medical sonographers will serve healthcare providers and the health needs of our regional population.

Sincerely,

Jeff Feasel  
President & CEO

PO Box 2830  
DAYTONA BEACH, FL 32120  
T: 386.425.4771  
F: 386.425.4772

[halifaxhealth.org](http://halifaxhealth.org)



*...the Region's #1 Resource for Manufacturers*

**3 Blockhouse Court, Ormond Beach, Florida 32174**  
**Telephone 386.212.4003 E-mail: [jayne.fifer@VMAonline.com](mailto:jayne.fifer@VMAonline.com)**  
**Website: [www.VMAonline.com](http://www.VMAonline.com)**  
***Founded 1980***

December 6, 2021

Mr. Dane Eagle, Secretary  
Florida Department of Economic Opportunity  
107 East Madison Street, Caldwell Building  
Tallahassee, FL 32399-4120

Dear Secretary Eagle:

The Volusia Manufacturers Association (VMA) supports the healthcare education and workforce training to be implemented as part of the new *Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center* on the Deltona campus of Daytona State College. *Deltona In-Demand* will expand programs in nursing, machining, and HVAC providing needed access to education at an affordable cost with minimal travel for many residents of Volusia County's west side as well as for the broader region. The addition of a diagnostic medical sonography program in the new facility is an important gain for the county's healthcare workforce needs as well.

The strong post-pandemic economic recovery in Florida driving housing and commercial construction growth as well as the return of the hotel/hospitality sector is increasing demand for HVAC technicians. With 522 manufacturers in the Deltona-Daytona Beach-Ormond Beach MSA, and growing influences from neighboring aerospace industry growth, Daytona State College's new Deltona facility is well-positioned to help meet the steady and diverse need for a skilled machining workforce in the region.

VMA will assist the project by referring incumbent workers for training, giving priority consideration in hiring to those who complete the program, and promoting the program to other regional employers who have hiring needs in the program areas.

We value our partnership with Daytona State College and the College's efforts to meet current and projected workforce needs within our service region. The new facility is a well-placed, targeted measure that aligns well with the economic development and workforce objectives of the area.

Sincerely,

Jayne Fifer  
President/CEO Emeritus and Director of Education



12-7-21

Mr. Dane Eagle, Secretary  
Florida Department of Economic Opportunity  
107 East Madison Street, Caldwell Building  
Tallahassee, FL 32399-4120

Dear Secretary Eagle,

ABB, Inc. supports the new CNC Machining Lab to be implemented as part of the new *Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center* on the Deltona campus of Daytona State College. *Deltona In-Demand* will expand programs in machining, HVAC, and nursing providing needed access to education at an affordable cost with minimal travel for many residents of Volusia County's west side as well as for the broader region. The addition of a high-tech CNC machining program in the new facility is an important gain for the county's manufacturing workforce needs as well.

With 522 manufacturers in the Deltona-Daytona Beach-Ormond Beach MSA, and growing influences from neighboring aerospace industry growth, Daytona State College's new Deltona facility is well-positioned to help meet the steady and diverse need for a skilled machining workforce in the region.

ABB, Inc. will assist the project by referring incumbent workers for training, giving priority consideration in hiring to those who complete the program, and promoting the program to other regional employers who have hiring needs in the program areas.

We value our partnership with Daytona State College and the College's efforts to meet current and projected workforce needs within our service region. The new facility is a well-placed, targeted measure that aligns well with the economic development and workforce objectives of the area.

Sincerely,

A handwritten signature in black ink, appearing to read "Rick Hall", is written over a large, faint circular watermark or stamp.

Richard Hall

ABB, Installation Products  
12 Southland Road  
Ormond Beach, FL 32174  
Office: (386) 682-6586  
Cell: (386) 316-5925

Email: [Rick.Hall@us.abb.com](mailto:Rick.Hall@us.abb.com)



12/7/2021

Mr. Dane Eagle, Secretary  
Florida Department of Economic Opportunity  
107 East Madison Street, Caldwell Building  
Tallahassee, FL 32399-4120

Dear Secretary Eagle,

AO Precision Manufacturing LLC supports the new CNC Machining Lab to be implemented as part of the new *Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center* on the Deltona campus of Daytona State College. *Deltona In-Demand* will expand programs in machining, HVAC, and nursing providing needed access to education at an affordable cost with minimal travel for many residents of Volusia County's west side as well as for the broader region. The addition of a high-tech CNC machining program in the new facility is an important gain for the county's manufacturing workforce needs as well.

With 522 manufacturers in the Deltona-Daytona Beach-Ormond Beach MSA, and growing influences from neighboring aerospace industry growth, Daytona State College's new Deltona facility is well-positioned to help meet the steady and diverse need for a skilled machining workforce in the region.

AO Precision Manufacturing LLC will assist the project by referring incumbent workers for training, giving priority consideration in hiring to those who complete the program, and promoting the program to other regional employers who have hiring needs in the program areas.

We value our partnership with Daytona State College and the College's efforts to meet current and projected workforce needs within our service region. The new facility is a well-placed, targeted measure that aligns well with the economic development and workforce objectives of the area.

Sincerely,

A handwritten signature in blue ink that reads "Michael R. Santillo". The signature is fluid and cursive, with the first name being the most prominent.

Michael R. Santillo, President  
AO Precision Manufacturing LLC



37 Moody Drive ≈ Palm Coast FL, 32137  
386-569-8467  
CBC #1255669

Date: 12/6/2021

Mr. Dane Eagle, Secretary

Florida Department of Economic Opportunity

107 East Madison Street, Caldwell Building

Tallahassee, FL 32399-4120

Dear Secretary Eagle:

Boyd Built Inc. supports the healthcare education and workforce training to be implemented as part of the new Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center on the Deltona campus of Daytona State College. Deltona In-Demand will expand programs in nursing, machining, and HVAC providing needed access to education at an affordable cost with minimal travel for many residents of Volusia County's west side as well as for the broader region. The addition of a diagnostic medical sonography program in the new facility is an important gain for the county's healthcare workforce needs as well.

The strong post-pandemic economic recovery in Florida driving housing and commercial construction growth as well as the return of the hotel/hospitality sector is increasing demand for HVAC technicians. With 522 manufacturers in the Deltona-Daytona Beach-Ormond Beach MSA, and growing influences from neighboring aerospace industry growth, Daytona State College's new Deltona facility is well-positioned to help meet the steady and diverse need for a skilled machining workforce in the region.

Boyd Built Inc. will assist the project by referring incumbent workers for training, giving priority consideration in hiring to those who complete the program, and promoting the program to other regional employers who have hiring needs in the program areas.

We value our partnership with Daytona State College and the College's efforts to meet current and projected workforce needs within our service region. The new facility is a well-placed, targeted measure that aligns well with the economic development and workforce objectives of the area.

Sincerely,

Ralph Boyd, President



**Falcon Industries of Holly Hill, Inc**  
**1527 State Ave**  
**Holly Hill, FL 32117**

12/07/2021

Mr. Dane Eagle, Secretary  
Florida Department of Economic Opportunity  
107 East Madison Street, Caldwell Building  
Tallahassee, FL 32399-4120

Dear Secretary Eagle,

Falcon Industries supports the new CNC Machining Lab to be implemented as part of the new *Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center* on the Deltona campus of Daytona State College. *Deltona In-Demand* will expand programs in machining, HVAC, and nursing providing needed access to education at an affordable cost with minimal travel for many residents of Volusia County's west side as well as for the broader region. The addition of a high-tech CNC machining program in the new facility is an important gain for the county's manufacturing workforce needs as well.

With 522 manufacturers in the Deltona-Daytona Beach-Ormond Beach MSA, and growing influences from neighboring aerospace industry growth, Daytona State College's new Deltona facility is well-positioned to help meet the steady and diverse need for a skilled machining workforce in the region.

Falcon Industries will assist the project by referring incumbent workers for training, giving priority consideration in hiring to those who complete the program, and promoting the program to other regional employers who have hiring needs in the program areas.

We value our partnership with Daytona State College and the College's efforts to meet current and projected workforce needs within our service region. The new facility is a well-placed, targeted measure that aligns well with the economic development and workforce objectives of the area.

Sincerely,

Micah Mummaw, Owner  
Falcon Industries of Holly Hill

# Puch Manufacturing

12/7/2021

Mr. Dane Eagle, Secretary  
Florida Department of Economic Opportunity  
107 East Madison Street, Caldwell Building  
Tallahassee, FL 32399-4120

Dear Secretary Eagle,

Puch Manufacturing supports the new CNC Machining Lab to be implemented as part of the new *Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center* on the Deltona campus of Daytona State College. *Deltona In-Demand* will expand programs in machining, HVAC, and nursing providing needed access to education at an affordable cost with minimal travel for many residents of Volusia County's west side as well as for the broader region. The addition of a high-tech CNC machining program in the new facility is an important gain for the county's manufacturing workforce needs as well.

With 522 manufacturers in the Deltona-Daytona Beach-Ormond Beach MSA, and growing influences from neighboring aerospace industry growth, Daytona State College's new Deltona facility is well-positioned to help meet the steady and diverse need for a skilled machining workforce in the region.

Puch Manufacturing will assist the project by referring incumbent workers for training, giving priority consideration in hiring to those who complete the program, and promoting the program to other regional employers who have hiring needs in the program areas.

We value our partnership with Daytona State College and the College's efforts to meet current and projected workforce needs within our service region. The new facility is a well-placed, targeted measure that aligns well with the economic development and workforce objectives of the area.

Sincerely,

Sincerely,

*Carl Puch*

President, Puch Mfg.





December 7, 2021

Mr. Dane Eagle, Secretary  
Florida Department of Economic Opportunity  
107 East Madison Street, Caldwell Building  
Tallahassee, FL 32399-4120

Dear Secretary Eagle,

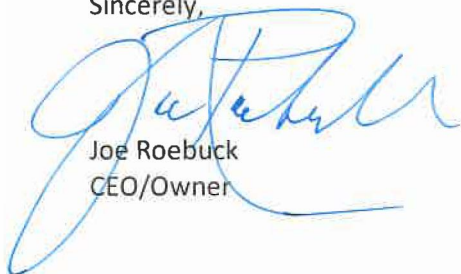
SCCY Industries supports the new CNC Machining Lab to be implemented as part of the new *Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center* on the Deltona campus of Daytona State College. *Deltona In-Demand* will expand programs in machining, HVAC, and nursing providing needed access to education at an affordable cost with minimal travel for many residents of Volusia County's west side as well as for the broader region. The addition of a high-tech CNC machining program in the new facility is an important gain for the county's manufacturing workforce needs as well.

With 522 manufacturers in the Deltona-Daytona Beach-Ormond Beach MSA, and growing influences from neighboring aerospace industry growth, Daytona State College's new Deltona facility is well-positioned to help meet the steady and diverse need for a skilled machining workforce in the region.

SCCY Industries will assist the project by referring incumbent workers for training, giving priority consideration in hiring to those who complete the program, and promoting the program to other regional employers who have hiring needs in the program areas.

We value our partnership with Daytona State College and the College's efforts to meet current and projected workforce needs within our service region. The new facility is a well-placed, targeted measure that aligns well with the economic development and workforce objectives of the area.

Sincerely,



Joe Roebuck  
CEO/Owner



Date 12/7/2021

Mr. Dane Eagle, Secretary  
Florida Department of Economic Opportunity  
107 East Madison Street, Caldwell Building  
Tallahassee, FL 32399-4120

Dear Secretary Eagle,

Technetics Semi supports the new CNC Machining Lab to be implemented as part of the new *Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center* on the Deltona campus of Daytona State College. *Deltona In-Demand* will expand programs in machining, HVAC, and nursing providing needed access to education at an affordable cost with minimal travel for many residents of Volusia County's west side as well as for the broader region. The addition of a high-tech CNC machining program in the new facility is an important gain for the county's manufacturing workforce needs as well.

With 522 manufacturers in the Deltona-Daytona Beach-Ormond Beach MSA, and growing influences from neighboring aerospace industry growth, Daytona State College's new Deltona facility is well-positioned to help meet the steady and diverse need for a skilled machining workforce in the region.

Technetics Semi will assist the project by referring incumbent workers for training, giving priority consideration in hiring to those who complete the program, and promoting the program to other regional employers who have hiring needs in the program areas.

We value our partnership with Daytona State College and the College's efforts to meet current and projected workforce needs within our service region. The new facility is a well-placed, targeted measure that aligns well with the economic development and workforce objectives of the area.

Sincerely,

Robert Rogers  
Operations Manager

A large, stylized handwritten signature in black ink, appearing to be "R. Rogers".

12/7/2021

4620 City Center Drive  
Post Office Box 291370  
Port Orange, FL USA 32129  
Phone: 800-767-7310  
[www.ThompsonPump.com](http://www.ThompsonPump.com)



December 7, 2021

Mr. Dane Eagle, Secretary  
Florida Department of Economic Opportunity  
107 East Madison Street, Caldwell Building  
Tallahassee, FL 32399-4120

Dear Secretary Eagle,

Thompson Pump supports the new CNC Machining Lab to be implemented as part of the new *Deltona In-Demand: Healthcare and Skilled Trades Workforce Education Center* on the Deltona campus of Daytona State College. *Deltona In-Demand* will expand programs in machining, HVAC, and nursing providing needed access to education at an affordable cost with minimal travel for many residents of Volusia County's west side as well as for the broader region. The addition of a high-tech CNC machining program in the new facility is an important gain for the county's manufacturing workforce needs as well.

With 522 manufacturers in the Deltona-Daytona Beach-Ormond Beach MSA, and growing influences from neighboring aerospace industry growth, Daytona State College's new Deltona facility is well-positioned to help meet the steady and diverse need for a skilled machining workforce in the region.

Thompson Pump will assist the project by referring incumbent workers for training, giving priority consideration in hiring to those who complete the program, and promoting the program to other regional employers who have hiring needs in the program areas.

We value our partnership with Daytona State College and the College's efforts to meet current and projected workforce needs within our service region. The new facility is a well-placed, targeted measure that aligns well with the economic development and workforce objectives of the area.

Sincerely,  
*Karrin Scott*

Karrin Scott  
Marketing and Product Manager  
Thompson Pump