



## **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.

### **Entity Information**

Name of Entity: The University of West Florida

Federal Employer Identification Number (if applicable): [REDACTED]

#### Contact Information:

Primary Contact Name: Nicole Gislason / Mark H. Roltsch, PhD

Title: Director, Career & Professional Education / Assistant VP for Research

Mailing Address: Research & Sponsored Programs  
11000 University Parkway

Phone Number: 850-637-3831 / 850-474-2626

Email: nicole@uwf.edu / mroltsch@uwf.edu

### **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:

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.

Generating Manufacturing Talent (GMT): Invest in capital equipment, certificate programs, internships and externships. (see 1.A page 2 of attached narrative)

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

A collaboration has been formed to address the needs and how the proposed funding may support these programs. (see 1.B page 3 of attached narrative)

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

The GMT participants in this proposal are dedicated to providing the workforce skills for the Northwest Florida region. (see 1.C page 3 of attached narrative)

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- D. Does this proposal support a program(s) that is offered to the public?

Yes     No

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

Each state college has provided a letter of support indicating the way in which this funding will support the strategy they have outlined and the criteria used to achieve that strategy.

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

Yes     No



G. Describe how this proposal will promote economic opportunity by enhancing workforce training. Please include the number of jobs 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.

GMT will support individuals who are unemployed or underemployed and incumbent workers from disadvantaged populations such as low-income employees, underrepresented women and minorities, dislocated workers, and others with employment barriers such as transitioning military veterans, their spouses, and their dependents. Continued (see 1.F and 1.G page 3-4 of the attached narrative)

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## 2. Additional Information:

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.

This is the next step in the UWF- NWFMC career pathway. (see 2.A page 4-5 attached)

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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 targeted industries with which the proposal aligns.

If no, with which industries does the proposal align?

aviation/aerospace, information technology, defense, clean energy, manufacturing .....

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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 Occupation Lists here.](#))

Yes  No

If yes, please indicate the occupation(s) with which the proposal aligns.

If no, with which occupation does the proposal align?

Aircraft/Automotive Mechanics and Service Technicians, Industrial Machinery Mechanics, Machinists, Engineers, General and Operations Managers 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) where the training will be available.

GMT programs will be offered primarily at the education partners' campus locations with some training offered online. (see list in 2.D. page 5-6 of attached narrative)

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

Participants enrolled annually = 430; Participants over 6 years = 2,580; Credential Completers over 6 years = 2,200; Employed in manufacturing over 6 years = 1,900

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

Begin Date: 01/01/2018 End Date: 12/31/2023

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

The GMT proposal (1) invests in capital equipment required to train new manufacturing professionals in state colleges and one technical center; (2) establishes funding for multidisciplinary student teams to uncover solutions to manufacturing problems; (3) offers accelerated certificate programs, internships and externships. (see 2.G page 6)

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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 if applicable.

MSSC Certified Production Technician, IHK Milling and Turning Certification, Associates of Science Engineering Technology (see full list of 16 targeted programs in 2.H. page 7 of attached narrative)

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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.

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

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

The entire narrative proposal is attached with detailed answers as indicated above. A file of letters of commitment has also been provided with this proposal.

### 3. Program Budget

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

A. Workforce Training Project Costs:

Equipment	<u>\$ 2,633,890.90</u>		
Personnel	<u>\$ 1,400,000.00</u>		
Facilities	<u>\$ 893,000.00</u>		
Tuition	<u>\$ 141,000.00</u>		
Training Materials	<u>\$ 762,689.90</u>		
Other	<u>\$ 146,822.80</u>	Please Specify:	<u>admin</u>
<b>Total Project Costs</b>	<u><b>\$ 5,977,403.60</b></u>		

B. Other Workforce Training Project Funding Sources:

City/County	<u>\$ 0.00</u>		
Private Sources	<u>\$ 11,000.00</u>		
Other (grants, etc.)	<u>\$ 1,558,000.00</u>	Please Specify:	<u></u>
<b>Total Other Funding</b>	<u><b>\$ 1,569,000.00</b></u>		

**Total Amount Requested** \$ 4,408,403.60

**Note:** The total amount requested must equal the difference between the workforce training project costs in 3.A. and the other workforce training project funding sources in 3.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 3.C page 8 of attached narrative for a detailed description of funding requested above)

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#### **4. Approvals and Authority**

- 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)?

University of West Florida will act as fiscal manager for the grant. No special approvals other than review of the contract document for acceptance of terms is required.

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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.

Not Applicable.

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- ii. State whether that group can hold special meetings, and if so, upon how many days' notice.

Not Applicable.

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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.



I, the undersigned, do hereby certify that I have express authority to sign this proposal on behalf of the above-described entity.

Name of Entity: The University of West Florida

Name and Title of Authorized Representative: Mark Roltsch, PhD, Asst VP for Research

Representative Signature: Print, sign, scan and attach with form submission. 

Signature Date: 8/22/17

# Florida Job Growth Grant Fund

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Workforce Training Grant Proposal

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## Entity Information

### Name of Entity:

The University of West Florida

### Federal Employer Identification Number:

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## Contact Information

Primary Contact Name: Nicole Gislason / Mark H. Roltsch, PhD

Title: Director, Career and Professional Education / Assistant VP for Research

Mailing Address: Research and Sponsored Programs, 11000 University Parkway,  
Pensacola FL 32514

Phone Number: 850-637-3831 / 850-474-2626

Email: [Nicole@uwf.edu](mailto:Nicole@uwf.edu) / [mroltsch@uwf.edu](mailto:mroltsch@uwf.edu)

## Workforce Training Grant Eligibility

Pursuant to 288.101, FS, the University of West Florida (UWF) is eligible to submit this proposal as it:

- ✓ Supports programs at state colleges and technical centers by purchasing equipment for manufacturing programs
- ✓ Provides funding for student teams working to solve manufacturing problems
- ✓ Provides participants with transferable and sustainable workforce skills that support Florida manufacturers
- ✓ Offers all programs to the public and prohibits the exclusion of applicants who are unemployed and underemployed
- ✓ Compliments existing relationships with the region's four state colleges and the Emerald Coast Technical Center
- ✓ Maintains an alliance with the Northwest Florida Manufacturers Council (NWFMC), TeCMEN, and FloridaMakes



# 1. Program Requirements

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

### **GENERATING MANUFACTURING TALENT (GMT)**

#### **Invest in capital equipment; certificate programs, internships and externships**

NEED: The demand for technical professionals is now at an all-time high. The competition for talent has increased to the extent that most manufacturing firms in Florida have tremendous difficulty filling vacant positions. Nationwide, more than 3.5 million professionals are needed to fill vacancies in manufacturing by 2020. Of that number, 2 million manufacturing jobs may remain vacant. This technical talent deficit is reflected in the data reported by DELOITTE and the U.S. Department of Labor. Regionally, Northwest Florida manufacturers face out-of-state competition for skilled professionals in this industry.

SOLUTION: Invest in capital equipment required to train new manufacturing professionals in state colleges and technical centers; establish funding for multidisciplinary student teams to uncover efficiencies for manufacturing processes; and offer accelerated certificate programs, internships and externships.

BACKGROUND: UWF, along with the region's state colleges and tech centers, are focused on developing talent to support advanced manufacturing. In 2014, UWF received \$1.5M from the state of Florida to implement a 10-county network of middle and high school manufacturing academies. UWF contracted with the NWFMC to establish and manage subcontracts with the individual county school systems, which provided seed funding for the purchase of equipment for secondary education. This initiative allowed the schools to establish manufacturing academies and sustain the effort by leveraging existing state investments in CAPE - the Florida Career and Professional Education Act (CAPE). To prepare our workforce for jobs in manufacturing, we propose to replicate this model of purchasing equipment for post-secondary educators to promote access to high quality training opportunities. Such an approach recognizes the existing support in place for technical education, while acknowledging the need for new and additional equipment to train and retrain Florida residents for high-wage jobs in manufacturing.

Funding will enable us to provide accelerated training programs, which will increase the number of skilled professionals entering the workforce. Building on the success of a previously funded grant for middle schools and high schools, the proposed project is an expansion of the **Manufacturing Academies** that opened in Northwest Florida in Fall 2015. With additional funds, this program will expand the employment pipeline to include innovative education at state colleges, technical centers, and the University of West Florida.

MIDDLE AND HIGH SCHOOL SUCCESS: UWF and the NWFMC, working with the region's ten school districts, connected at least one high school within each of five coastal counties of Florida (Escambia, Santa Rosa, Okaloosa, Walton and Bay) to curriculum and equipment for the MSSC-CPT ([Manufacturing Skill Standards Council – Certified Production Technician](#)). School board leaders in the inland counties of Northwest Florida (Holmes, Calhoun, Washington, Jackson and Liberty) identified the NCCER Core ([National Center for Construction Education and Research](#)) as the priority for high school manufacturing instruction.

## B. Describe how this proposal supports the programs at the state colleges:

With the help of industry partners like MSSC and FloridaMakes, we are reshaping the university and college experience to include collision space among engineering, business, and creative students who will solve problems and advance the manufacturing industry in Florida. State colleges and technical centers involve students in a variety of science, technology, engineering and math to build the foundation for manufacturing. Through partnerships with the NWFMC and TeCMEN, we involve manufacturers in all areas of industry-related education. With additional funding, UWF and the NWFMC education coalition can target underserved groups of people to gain a larger share of the future workforce.

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

The manufacturing programs proposed by education partners are developed or reviewed by manufacturers as a part of the national MSSC, which is comprised of manufacturers from across the nation working together to develop listings of those specific skillsets needed by employers. The curriculum includes substantial training related to, safety, quality practices & measurement, production & processes, and maintenance awareness. The MSSC, along with the input from our regional manufacturers, ensures the curriculum meets the needs of employers.

The GMT funding request facilitates credential completion in manufacturing by accelerating the path to earning career credentials by streamlining coursework. The project team utilizes the manufacturing employer networks, both TeCMEN and the Northwest Florida Manufacturers Council, combining work-based and classroom-based instruction, and linking courses that accrue skills down a career pathway. Together with the NWFMC, UWF's goal is to expand the technological 'know-how' of the workforce. Education leaders in all ten counties of Northwest Florida developed career pathways for the manufacturing sector (see <http://nwfmc.org/k-20-education/>).

UWF maintains articulation agreements with post-secondary institutions, including these in our region: Pensacola State College, Northwest Florida State College, Gulf Coast College, and Chipola College. Articulation agreements ensure that participants will have future prospects for higher education in manufacturing.

## D. Does this proposal support a program that is offered to the public?

Yes

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

Each state college has provided a letter of support indicating the way in which this funding will support the strategy they have outlined and the criteria used to achieve that strategy.

## F. Does this proposal support a program that will not exclude unemployed or underemployed individuals:

GMT will support individuals who are unemployed or underemployed and incumbent workers from disadvantaged populations such as low-income employees, underrepresented women and minorities, dislocated workers, and others with employment barriers such as transitioning military veterans, their spouses, and their dependents. Case management for job seekers in this program will be managed jointly by CareerSource Okaloosa Walton and the individual education partners. Each education partner has a

career office on site and CareerSource Okaloosa Walton maintains a remarkable track record of performance serving special populations, like military veterans and their spouses.

G. Describe how this proposal will promote economic opportunity by enhancing workforce 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:

As a direct result of the shortage of skilled labor, organizations do not have the capacity to expand. In the absence of accessible and affordable training programs, individuals living on relatively low incomes are not gaining the skills and experience required to fill those vacancies. GMT provides substantial support for training, education, externships and apprenticeships to improve the regional economy by filling vacant positions in manufacturing. Every new position in manufacturing creates one and a half new jobs in support-sectors like logistics and business services.

UWF and the Northwest Florida Manufacturers Council (NWFMC) are focused on developing talent to support this industry. Providing students with national manufacturing industry certifications is critical to support our region's long-term manufacturing recruitment.

UWF is a member of Florida's Great Northwest's (FGNW) board. In February of 2017, FGNW published the "Regional Strategy for Economic Transformation" offering a candid evaluation of the region's economic development challenges and opportunities, informed by quantitative analysis, reviews of national best practices, and thoughtful input from leaders across the region. The GMT proposal aligns with the necessary investments in this overall education and training plan.

The equipment and software purchased by this grant will ensure the education partners have the resources required to train and fill the jobs open in the ten counties:

[https://docs.google.com/spreadsheets/d/1jRy8hhtTQuldDsrMNYk74KPQmmwH1POshl\\_vrbfjCU/htmlview-gid=561352662](https://docs.google.com/spreadsheets/d/1jRy8hhtTQuldDsrMNYk74KPQmmwH1POshl_vrbfjCU/htmlview-gid=561352662)

Metrics will include:

- Number of participants enrolled annually: 430
- Number of participants enrolled over 6 years: 2,580
- Number of credential completers over 6 years: 2,200
- Number of completers successfully employed in manufacturing or technical field over 6 years: 1,900

## 2. Additional Information

### A. Is this an existing program?

Yes. This is the next step in the career pathway initiated by UWF and the Northwest Florida Manufacturers Council in 2015 for secondary schools in Northwest Florida. Currently, there are 8 middle school pre-manufacturing (SolidWorks, 3-D printing and EVO Lego robotics) programs offering SolidWorks certifications, six Advanced Manufacturing Academies offering the MSSC Certified Production Technician certification in Escambia, Santa Rosa, Okaloosa, Walton and Bay Counties and five high school programs with manufacturing curriculum embedded into other academy programs offering NCCER Core

certifications in Holmes, Calhoun, Washington, Jackson and Liberty Counties, with over 1,000 students enrolled throughout northwest Florida. The next steps include:

- (1) providing opportunities for those graduates who desire to transition from high school programs into post-secondary have stackable classes and programs with curriculums to specifically serve the needs of the regional manufacturers;
- (2) initiating programs to attract change careers seeking employment; and
- (3) generating industry and training awareness for retiring and separating military and DoD that come with many of the skillsets needed by northwest Florida manufacturers. The GMT proposal will accomplish all three of these provisions throughout the region while to investing in capital equipment; certificate programs, internships and externships.

#### B. Does this proposal align with Florida's Targeted Industries?

Yes.

The manufacturing sector is one of the emerging economic drivers within the 10 westernmost counties in Florida. According to the Haas Center's Northwest Florida Skilled Technician Task Force report (2013), manufacturing represents a target industry for regional economic development organizations, as it contributed \$2.6B in total 2013 GDP and represents 14,518 jobs across Northwest Florida. The sector generates \$985 million in total earnings, equating to \$67,872 in earnings for each worker employed in the industry. These are among the primary reasons that Enterprise Florida emphasizes economic improvement efforts in aviation/aerospace, life sciences, information technology, homeland security/defense, clean energy, and **manufacturing**.

#### C. Does this proposal align with an occupation(s) on the Statewide Demand Occupations List and/or the Regional Demand Occupations List?

Yes.

According to the Statewide Regional Demand Occupations list developed by the Department of Economic Opportunity, the following occupation titles are included on the 2017/18 list for Post-Secondary Adult Vocational Certificate or College Credit Certificate/Associate Degree:

- Aircraft Mechanics and Service Technicians
- Automotive Service Technicians and Mechanics
- Industrial Machinery Mechanics
- First-line Supervisor of Production and Operating Workers
- Machinists
- Engineers
- General and Operations Managers

#### D. Indicate how the training will be delivered

GMT programs will be offered primarily at the education partners' campus locations with some training offered online.

- Gulf Coast State Colleges serves Bay, Gulf and Franklin Counties
- Chipola College serves Holmes, Calhoun, Washington, Jackson and Liberty Counties

- UWF, Emerald Coast Technical College and Northwest Florida State College serves Okaloosa and Walton Counties
- UWF and Pensacola State College serves Escambia and Santa Rosa Counties

#### E. Indicate the number of anticipated enrolled students and completers.

- Number of participants enrolled annually: 430
- Number of participants enrolled over 6 years: 2,580
- Number of credential completers over 6 years: 2,200
- Number of completers successfully employed in manufacturing or technical field over 6 years: 1,900

#### F. Indicate the length of program

Here is the program timeline:

Day 1 - Program promotions via our employer networks, TeCMEN and the NWFMC will begin immediately upon receipt of award.

Day 30- The program will begin the purchasing of equipment within 30 days of award.

Month 6 - All capital expenses will be in place within 6 months of award, at which point students will begin accelerated training courses and internships. Student teams and interns begin working with manufacturers.

Year 1 – UWF/GMT reports on pipeline and student progress toward credential completion: 430 enrolled

Year 2 – Report on pipeline and student progress toward credential completion: 860 total participants

Year 3 – Report on pipeline and student progress toward credential completion: 1290 total participants

Year 4 – Report on pipeline and student progress toward credential completion: 1720 total participants

Year 5 – Report on pipeline and student progress toward credential completion: 2150 total participants

Year 6 – UWF/GMT Issues final report on pipeline and student progress toward credential completion: 2580 total participants

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

The GMT proposal (1) invests in capital equipment required to train new manufacturing professionals in state colleges and one technical center; (2) establishes funding for multidisciplinary student teams to uncover solutions to manufacturing problems; (3) offers accelerated certificate programs, internships and externships. Recurring costs are the matches proposed from the GMT education partners. Replicating the successful secondary program model at the post-secondary level enables in-place business processes and relationships to easily expand. Marketing the post-secondary programs will be part of the match from the education partners, the NWFMC, and FloridaMakes. The GMT team is currently working on several aspects of marketing to:

- Increase the public’s awareness of positive impacts of manufacturing on the economy
- Improve student and parent knowledge of the high-skilled, high-wage opportunities in manufacturing

- Expand involvement of manufacturers to ensure education offers training related to the skillsets they require

H. Identify any certifications, degrees, etc. that will result from the completion of the program.

1. MSSC Certified Production Technician
2. IHK Milling and Turning Certification
3. Associates of Science Engineering Technology
4. [3D Design Using SolidWorks](#)
5. [Fundamentals of Technical Writing](#)
6. [Process Mapping](#)
7. [Data Measurement and Analysis Tools](#)
8. [Lean Six Sigma Green Belt](#)
9. [Certified Lean Practitioner](#)
10. [Corrective and Preventive Action Course for the Aerospace Industry \(CAPA\)](#)
11. [AS9100D - Internal Auditor Course](#)
12. [Project Management Professional](#)
13. [Introduction to CMMI for Development v1.3](#)
14. [Geometric Dimensioning & Tolerancing \(GD&T\)](#)
15. [NFPA 70E Arc Flash Compliance](#)
16. [Systems Engineering](#) Certificates for Engineers and Manufacturers

I. Does this project have a local match amount?

Yes.

The total match for the program comes from three sources:

- Northwest Florida State College: \$603,000.00
- Emerald Coast Technical College: \$366,000.00
- University of West Florida: \$600,000

Total project match: \$1,569,000.00

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

See attached.

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.

### 3. Program Budget

#### Estimated Costs and Sources of Funding:

Include all applicable workforce training costs and other funding sources available to support the proposal.

<u>A. Workforce Training Project Costs</u>	<u>Total Costs:</u>
Equipment	\$ 2,633,890.90
Personnel	\$ 1,400,000.00
Facilities	\$ 893,000.00
Tuition	\$ 141,000.00
Training Materials	<u>\$ 762,689.90</u>
sub total	\$ 5,830,580.80
Other (admin)	<u>\$ 146,822.80</u>
Total Project Costs	<u>\$ 5,977,403.60</u>
<u>B. Other Workforce Training Project Funding Sources:</u>	
City/County	\$ 0.00
Private Sources	\$ 11,000.00
Other	\$ 1,323,000.00
Other	\$ 220,000.00
Other	<u>\$ 15,000.00</u>
Total Other Funding	<u>\$ 1,569,000.00</u>
Total Amount Requested:	<u>\$ 4,408,403.60</u>

Note: The total amount requested must equal the difference between the workforce training project costs in 3.A. and the other workforce training project funding sources in 3.B.

The budget contains an equipment request from the education partners in the amount of \$2,633,890.90. The partners have requested funding in the amount of \$1,400,000 to support the student teams, training, and CareerSource partner. Facilities construction, modification and renovation in the amount of \$893,000 is requested to support the equipment purchase and installation. The Northwest Florida Manufacturers Council request scholarship funding in the amount of \$141,000. These scholarships will be managed by the NWFMC and awarded to cover the tuition expenses for underserved populations and for those living in poverty. Training materials will include software license for CNC machining, 3D modeling software, MSSC curriculum and systems engineering material in the amount of \$762,689.90. Total admin costs of \$146,822.80 remain below 3 percent for a total of \$4,408,403.60 for total amount of requested funding.

#### 4. Approvals and Authority

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

The University of West Florida will act as fiscal manager for the project. No special approvals other than the usual review of the contract document for acceptance of terms and conditions by University Office of General Counsel is anticipated.

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.

Not Applicable.

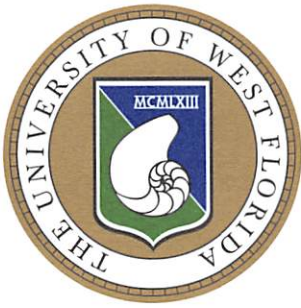
ii. State whether that group can hold special meetings, and if so, upon how many days' notice.

Not Applicable.

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.

Attached to this narrative and proposal document is a file containing commitment from each party who is participating in the coalition to prepare this proposal and address the needs identified as described herein. The University Board of Trustees has delegated the authorization to enter into such contractual documents to the University President is shown in UWF Policy P-04.04-01-17 (<https://confluence.uwf.edu/display/UP/Authority+to+Sign+Contracts+and+Other+Documents?preview=/63014492/72136781/P-04.04-01.17%20Authority%20to%20Sign%20Contracts%20and%20Other%20Documents.final%202.28.2017.pdf>) . Delegation of signature for Research, Grants, and Contract Activities is provided by Memorandum dated 01/31/2017 to staff in the Division of Research and Strategic Innovation. Copy is available upon request.





Monday, August 21, 2017

Office of Governor Rick Scott

State of Florida

The Capitol

400 S. Monroe St.

Tallahassee, FL 32399-0001

Dear Governor Scott:

Please accept this proposal, titled Generating Manufacturing Talent (GMT), for funding through the Florida Job Growth Grant Fund. The proposal requests funding for capital equipment, certificate programs, and internships.

The demand for technical professionals is now at an all-time high. The competition for talent has increased to the extent that most manufacturing firms in Florida have tremendous difficulty filling vacant positions. Nationwide, more than 3.5 million professionals are needed to fill vacancies in manufacturing by 2020. Of that number, 2 million jobs may remain vacant. Regionally, the manufacturing sector is one of the emerging economic drivers within the 10 westernmost counties in Florida. According to the Haas Center's Northwest Florida Skilled Technician Task Force report, manufacturing represents a target industry for regional economic development organizations, as it contributed \$2.6B in total 2013 GDP and represents 14,518 jobs across Northwest Florida. As a direct result of the shortage of skilled labor, organizations do not have the capacity to expand. In the absence of accessible and affordable training programs, individuals living on relatively low incomes are not gaining the skills and experience required to fill those vacancies. GMT provides substantial support for training, education, externships and apprenticeships to improve the regional economy by filling vacant positions in manufacturing. Every new position in manufacturing creates one and a half new jobs in support-sectors like logistics and business services.

UWF, along with the region's state colleges and tech centers, is focused on developing talent to support advanced manufacturing. In 2014, UWF received \$1.5M from the state of Florida to implement a 10-county network of middle and high school manufacturing academies. UWF contracted with the NWFMC to establish and manage subcontracts with the individual county school systems, which provided seed funding for the purchase of equipment for secondary education. This allowed the schools start the manufacturing academies and sustain the effort by leveraging existing state investments in CAPE - the Florida Career and Professional Education Act (CAPE). We successfully connected at least one high school within each of five coastal counties of Florida (Escambia, Santa Rosa, Okaloosa, Walton and Bay) to curriculum and equipment for the MSSC-CPT (Manufacturing Skill Standards Council – Certified Production Technician). School board leaders within the inland counties of Northwest Florida (Holmes,

Calhoun, Washington, Jackson and Liberty) identified the NCCER Core (National Center for Construction Education and Research) as the priority for high school manufacturing instruction.

In order to prepare our workforce for jobs in manufacturing, we propose to replicate this model of purchasing equipment for post-secondary educators. Such an approach recognizes the existing support in place for technical education, while acknowledging the need for new and additional equipment to train and retrain Florida residents for high-wage jobs in manufacturing. Funding will enable us to provide accelerated training programs, which will increase the number of skilled professionals entering the workforce. With these investments, GMT will expand the employment pipeline to include innovative education at state colleges, technical centers, and the University of West Florida.

Within 30-days of the award, we will invest in capital equipment required to train new manufacturing professionals in state colleges and technical centers; establish funding for multidisciplinary student teams to uncover efficiencies and solutions for manufacturers; offer accelerated certificate programs, internships and externships. GMT Supports programs at state colleges and technical centers by purchasing equipment for their manufacturing programs; it provides funding for student teams working to solve manufacturing problems; GMT curriculum includes transferable and sustainable workforce skills that support Florida manufacturers; and GMT maintains an alliance with the Northwest Florida Manufacturers Council (NWFMC), TeCMEN, and FloridaMakes.

We look forward to implementing the next phase of manufacturing education success in Northwest Florida. Please contact me with questions or suggestions.

Sincerely,



Dr. Pamela Northrup  
Vice President, Division of Research & Strategic Innovation  
University of West Florida



August 22, 2017

Mark H. Roltsch, PhD, Assistant Vice President for Research  
University of West Florida, Research and Sponsored Programs  
11000 University Parkway  
Pensacola FL 32514-5750

**Subject: Florida Job Growth Grant Fund Workforce Training Proposal 288.101 F.S.**  
Proposal Title: Generating Manufacturing Talent (GMT)  
Proposal Principal Investigator: Nicole Gislason, Director  
UWF Office of Career and Professional Education

Dear Dr. Roltsch:

It is my pleasure to submit this letter of commitment and support to the proposal led by the University of West Florida titled “Generating Manufacturing Talent (GMT)” to be submitted for consideration to the Florida Department of Economic Opportunity and Enterprise Florida for consideration under the funding opportunity for the Florida Job Growth Grant Fund Workforce Training program.

This proposal addresses a number of needs and support for the development of workforce education programs associated with advanced manufacturing. The need for investment in capital equipment is paramount to the ability of *our education partners* to offer these programs and to develop new and more robust educational and training opportunities in the manufacturing arena.

*The Northwest Florida Manufacturers Council* has been working with education partners to build the talent pipeline for manufacturing. Acquisition of state-of-the-art, current technology to support training activities is one of the most challenging requirements facing public education entities and one that benefits the students and potential employers the most in the manufacturing community. This investment will significantly impact training in our region. It will also stimulate *our manufacturers’* ability to expand employment to a level that will increase output to meet growing demands for products produced in Florida, thereby having a substantial positive impact on our regional economy.

We look forward to the participation in this project and to the opportunities this investment will open for us in the future.

Sincerely,

Cindy Anderson, Executive Director  
Northwest Florida Manufacturers Council



# NORTHWEST FLORIDA STATE COLLEGE

100 College Boulevard • Niceville, FL 32578-1295 • (850) 678-5111 • www.nwfsc.edu

August 21, 2017

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University of West Florida, Research and Sponsored Programs  
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Key Collaborator: Cindy Anderson, Executive Director,  
Northwest Florida Manufacturers Council

Dear Dr. Roltsch:

It is my pleasure to submit this letter of commitment and support to the proposal led by the University of West Florida titled “Generating Manufacturing Talent (GMT)” to be submitted for consideration to the Florida Department of Economic Opportunity and Enterprise Florida for consideration under the funding opportunity for the Florida Job Growth Grant Fund Workforce Training program.

This proposal addresses a number of needs and support for the development of workforce education programs offered by Northwest Florida State College as described in the proposal. The need for investment in capital equipment is paramount to the ability of Northwest Florida State College to offer these programs and to develop new and more robust educational and training opportunities in the manufacturing arena.

Northwest Florida State College is an active participant in public and private partnerships such the Northwest Florida Manufacturers Council, TeCMEN, and FloridaMakes to provide participants in our programs with the transferable and sustainable workforce skills needed to support Florida manufacturing industries. Acquisition of state-of-the-art, current technology to support training activities is one of the most challenging requirements facing public education entities and one that benefits the students and potential employers the most in the manufacturing community. Northwest Florida State College is requesting \$745,189.20 for the immediate purchase of equipment to support our Industrial Maintenance/Robotics programs.

This investment to provide capital equipment will significantly impact both the provision of education/training in our current degree/certificate programs but will spur Northwest Florida State College’s ability to develop additional programs and increase the capacity to a level that will address the

OFFICE OF THE PRESIDENT | DR. DEVIN STEPHENSON

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Hurlburt Center, Hurlburt Field • (850) 884-6296 Robert L. F. Sikes Education Center, Crestview • (850) 689-7911  
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critical needs for workforce supply in this region—in turn, allowing manufacturers and industries to look into expanding their operations to meet growing needs.

Therefore, we commit to providing the space, personnel, and support systems to develop programs that will fully utilize the equipment infrastructure requested for Northwest Florida State College in this proposal to create the most beneficial applications for our students, partners, and the State's economic development.

We look forward to the participation in this project and to the opportunities this investment will open for us in the future.

Sincerely,



Dr. Devin Stephenson  
President  
Northwest Florida State College

OFFICE OF THE PRESIDENT | DR. DEVIN STEPHENSON

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Proposal Principal Investigator: Nicole Gislason, Director

UWF Office of Career and Professional Education

Key Collaborator: Cindy Anderson, Executive Director,  
Northwest Florida Manufacturers Council

Dear Dr. Roltsch:

It is my pleasure to submit this letter of commitment and support to the proposal led by the University of West Florida titled "Generating Manufacturing Talent (GMT)" to be submitted for consideration to the Florida Department of Economic Opportunity and Enterprise Florida for consideration under the funding opportunity for the Florida Job Growth Grant Fund Workforce Training program.

This proposal addresses a number of needs and support for the development of workforce education programs offered by Chipola College as described in the proposal. The need for investment in capital equipment is paramount to the ability of Chipola College to offer these programs and to develop new and more robust educational and training opportunities in the manufacturing arena.

*Chipola College* is an active participant in public and private partnerships such the Northwest Florida Manufacturers Council and FloridaMakes to provide participants in our programs with the transferable and sustainable workforce skills needed to support Florida manufacturing industries. Acquisition of state-of-the-art, current technology to support training activities is one of the most challenging requirements facing public education entities and one that benefits the students and potential employers the most in the manufacturing community. Chipola College is requesting \$ 461,417.20 for the immediate purchase of equipment to support the Advanced Manufacturing/Industrial Maintenance programs as deemed necessary by our regional manufacturers.

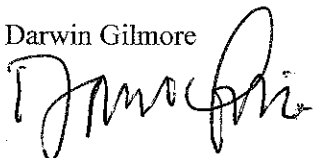
This investment to provide capital equipment will significantly impact both the provision of education/training in our current degree/certificate programs but will spur Chipola College's ability to develop additional programs and increase the capacity to a level that will address the critical needs for workforce supply in this region—in turn, allowing manufacturers and industries to look into expanding their operations to meet growing needs.

Therefore, we commit to providing the space, personnel, and support systems to develop programs that will fully utilize the equipment infrastructure requested for Chipola Collage in this proposal to create the most beneficial applications for our students, partners, and the State's economic development.

We look forward to the participation in this project and to the opportunities this investment will open for us in the future.

Sincerely,

Darwin Gilmore



Dean of Workforce and Economic Development  
Chipola College  
3094 Indian Circle  
Marianna, FL 32446  
850.718.2270  
gilmored@chipola.edu



761 North 20<sup>th</sup> Street, DeFuniak Springs, Florida 32433  
850.892.1241  
[www.ectc.edu](http://www.ectc.edu)

August 21, 2017

Mark H. Roltsch, PhD, Assistant Vice President for Research  
University of West Florida, Research and Sponsored Programs  
11000 University Parkway  
Pensacola FL 32514-5750

**Subject: Florida Job Growth Grant Fund Workforce Training Proposal 288.101 F.S.**

Proposal Title: Generating Manufacturing Talent (GMT)

Proposal Principal Investigator: Nicole Gislason, Director

UWF Office of Career and Professional Education

Key Collaborator: Cindy Anderson, Executive Director,  
Northwest Florida Manufacturers Council

Dear Dr. Roltsch:

It is my pleasure to submit this letter of commitment and support to the proposal led by the University of West Florida titled “Generating Manufacturing Talent (GMT)” to be submitted for consideration to the Florida Department of Economic Opportunity and Enterprise Florida for consideration under the funding opportunity for the Florida Job Growth Grant Fund Workforce Training program.

This proposal addresses a number of needs and support for the development of workforce education programs offered by Emerald Coast Technical College as described in the proposal. The need for investment in capital equipment is paramount to the ability of Emerald Coast Technical College to offer these programs and to develop new and more robust educational and training opportunities in the manufacturing arena.

Emerald Coast Technical College is an active participant in public and private partnerships such the Northwest Florida Manufacturers Council, TeCMEN, and FloridaMakes to provide participants in our programs with the transferable and sustainable workforce skills needed to support Florida manufacturing industries. Acquisition of state-of-the-art, current technology to support training activities is one of the most challenging requirements facing public education entities and one that benefits the students and potential employers the most in the manufacturing community. Emerald Coast Technical College is requesting \$323,883.30 for the immediate purchase of equipment to support our Industrial Electricity Program as needed by our local manufacturers.

This investment to provide capital equipment will significantly impact both the provision of education/training in our current degree/certificate programs but will spur Emerald Coast Technical College’s ability to develop additional programs and increase the capacity to a level that will address the critical needs for workforce supply in this region—in turn, allowing manufacturers and industries to look into expanding their operations to meet growing needs.

Therefore, we commit to providing the space, personnel, and support systems to develop programs that will fully utilize the equipment infrastructure requested for Emerald Coast Technical College in this proposal to create the most beneficial applications for our students, partners, and the State’s economic development.

[www.ectc.edu](http://www.ectc.edu)



We look forward to the participation in this project and to the opportunities this investment will open for us in the future.

Sincerely,

*Charlie Muse*

Director

8/21/2017

Mark H. Roltsch, PhD, Assistant Vice President for Research  
University of West Florida, Research and Sponsored Programs  
11000 University Parkway  
Pensacola FL 32514-5750

**Subject: Florida Job Growth Grant Fund Workforce Training Proposal 288.101 F.S.**

Proposal Title: Generating Manufacturing Talent (GMT)

Proposal Principal Investigator: Nicole Gislason, Director

UWF Office of Career and Professional Education

Key Collaborator: Cindy Anderson, Executive Director,  
Northwest Florida Manufacturers Council

Dear Dr. Roltsch:

It is my pleasure to submit this letter of commitment and support to the proposal led by the University of West Florida titled "Generating Manufacturing Talent (GMT)" to be submitted for consideration to the Florida Department of Economic Opportunity and Enterprise Florida for consideration under the funding opportunity for the Florida Job Growth Grant Fund Workforce Training program.

This proposal addresses a number of needs and support for the development of workforce education programs offered by Gulf Coast State College as described in the proposal. The need for investment in capital equipment is paramount to the ability of Gulf Coast State College to offer these programs and to develop new and more robust educational and training opportunities in the manufacturing arena.

Gulf Coast State College is an active participant in public and private partnerships such the Northwest Florida Manufacturers Council, TeCMEN, and FloridaMakes to provide participants in our programs with the transferable and sustainable workforce skills needed to support Florida manufacturing industries. Acquisition of state-of-the-art, current technology to support training activities is one of the most challenging requirements facing public education entities and one that benefits the students and potential employers the most in the manufacturing community. Gulf Coast State College is requesting \$ 607,711.10 for the immediate purchase of equipment to support our Mechatronics Program as deemed necessary by our local manufacturers.

This investment to provide capital equipment will significantly impact both the provision of education/training in our current degree/certificate programs but will spur Gulf Coast State College's ability to develop additional programs and increase the capacity to a level that will address the critical needs for workforce supply in this region—in turn, allowing manufacturers and industries to look into expanding their operations to meet growing needs.

Therefore, we commit to providing the space, personnel, and support systems to develop programs that will fully utilize the equipment infrastructure requested for Gulf Coast State College in this proposal to create the most beneficial applications for our students, partners, and the State's economic development.

We look forward to the participation in this project and to the opportunities this investment will open for us in the future.

Sincerely,

  
Alan Jeffries  
Engineering Coordinator



Pamela A. Tedesco, Chairperson

Michele Burns, Executive Director

August 21, 2017

Mark H. Roltsch, PhD, Assistant Vice President for Research  
University of West Florida, Research and Sponsored Programs  
11000 University Parkway  
Pensacola FL 32514-5750

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Key Collaborator: Cindy Anderson, Executive Director,  
Northwest Florida Manufacturers Council

Dear Dr. Roltsch:

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This proposal addresses a number of needs and support for the development of workforce education programs. The need for investment in capital equipment is paramount to the ability of our education partners to offer these programs and to develop new and more robust educational and training opportunities in the manufacturing arena.

CareerSource Okaloosa Walton is an active participant in public and private partnerships such as the Northwest Florida Manufacturers Council and TeCMEN to provide participants in our programs with the transferable and sustainable workforce skills needed to support Florida manufacturing industries. Acquisition of state-of-the-art, current technology to support training activities is one of the most challenging requirements facing public education entities and one that benefits the students and potential employers the most in the manufacturing community. CareerSource Okaloosa Walton is requesting \$160,478 for providing .5 FTE over a 4-year period of performance. The caseworker will become familiar with the training and the employers.

Therefore, we commit to providing the space, .5 FTE, and support systems to support UWF's proposal to create the most beneficial applications for our students, partners, and the State's economic development.

We look forward to the participation in this project and to the opportunities this investment will open for us in the future.

Sincerely,

A handwritten signature in blue ink that reads "Michele Burns".

Michele Burns  
Executive Director

[info@careersourceow.com](mailto:info@careersourceow.com)

109 8<sup>th</sup> Avenue

Shalimar, FL 32579

p: 850-651-2315 | f: 850-651-3165





August 21, 2017

Mark H. Roltsch, PhD, Assistant Vice President for Research  
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This proposal addresses a number of needs and support for the development of workforce education programs.

*American Elite Molding* is an active participant in public and private partnerships like Northwest Florida Manufacturers Council, and TeCMEN. The education partners in these networks strive to provide participants in our region transferable and sustainable workforce skills. Acquisition of state-of-the-art, current technology to support training activities is one of the most challenging requirements facing public education entities and one that benefits the students and potential employers the most in the manufacturing community. This investment to provide capital equipment will significantly impact both the provision of education/training in our community and may spur *American Elite Molding's* ability to increase the number of skilled workers. Therefore, we commit to providing support to develop programs that will fully utilize the resources requested in this proposal to create the most beneficial applications for our business, our suppliers, and the State's economic development.

We look forward to the participation in this project and to the opportunities this investment will open for us in the future.

Sincerely,  
Barbara Mitchell  
American Elite Molding  
VP of Corporate Development  
[bmitchell@aem-ties.com](mailto:bmitchell@aem-ties.com)  
850-688-2041 (cell)  
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■ p: 850-423-4680  
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■ Crestview, FL  
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■ [AmericanEliteMolding.com](http://AmericanEliteMolding.com)

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