

November 22, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee, Florida 32399-4120

Dear Mr. Lawson:

It is with great pleasure that Florida State College at Jacksonville (FSCJ) in partnership with St. Johns River State College submits the *Northeast Florida FinTech Initiative* application for consideration under the Florida Job Growth Grant Fund.

Our region has a reputation as a finance and technology hub, and the expansion of recent fintech companies to the area necessitates additional education and training. Utilizing strategic partnerships across the region consisting of employers/businesses, institutions of higher education, K12 districts, the Chamber of commerce and CareerSource, the *Northeast Florida FinTech Initiative* will implement evidence-based strategies to support job training and placement.

If selected as an awardee, as per guidance in the College's Administrative Procedure Manual based on the Board of Trustee's Rule and Title, 6Hx7-2.5, the College President has authority to sign contracts reflecting action by the Board as appropriate in order to execute the program.

There is a great need for this regional project within Northeast Florida, and I urge your support of this very important and valuable project.

Sincerely,



Dr. John Avendano
College President



PALATKA CAMPUS
5001 ST. JOHNS AVENUE
PALATKA, FL 32177-3807
ST. AUGUSTINE CAMPUS
2990 COLLEGE DRIVE
ST. AUGUSTINE, FL 32084-1197
ORANGE PARK CAMPUS
283 COLLEGE DRIVE
ORANGE PARK, FL 32065-7639

SJRstate.edu

EQUAL OPPORTUNITY/EQUAL ACCESS COLLEGE

November 15, 2019

Ken Lawson

Executive Director

Department of Economic Opportunity

107 East Madison Street

Caldwell Building

Tallahassee FL 32399-4120

Dear Mr. Lawson:

St. Johns River State College is very pleased to partner with Florida State College at Jacksonville in the **Northeast Florida FinTech Initiative** application submitted to the Florida Job Growth Grant Fund. This initiative, which includes educational and business partners throughout Northeast Florida, provides a regional approach to developing a talent pipeline in Financial Technology (FinTech), an area that Governor DeSantis recently identified as a priority for economic opportunity and workforce growth in Florida.

Since 1958, St. Johns River State College (SJR State) has built a solid reputation as a full-service college dedicated to meeting the educational and workforce training needs of its Northeast Florida district. With campuses in Orange Park, Palatka and St. Augustine, SJR State is truly the community's college, enriching a diverse population of students ranging in age from 16 to 60 and beyond.

SJR State continues its comprehensive educational role by expanding its services and programs while continuing its focus on the Associate in Arts (transfer) degree and more than 30 Associate in Science degrees and certificates. In 2011, the College expanded its mission to include baccalaureate degrees, and in 2018 the College was recognized by the legislature as the sole provider of Career and Technical Education in Clay and Putnam Counties.

SJR State has a strong history of collaboration with FSCJ, and we will continue to build upon our work together through this financial technology-focused project. SJR State recognizes the proposed activities are essential for growth and development of the financial technology talent pipeline in our region.

SJR State is very eager to collaborate regionally in this innovative project and is committed to its success. The College is pleased to support the effort by:

- Infusing FinTech content into specific courses in computer and business programs at the College to raise student awareness and preparation to pursue a FinTech career.
- Developing content and participating in the annual regional FinTech Forums for academic professionals and industry partners;

- Involving K-12 secondary institutions/districts by aligning with existing Vystar Academies or other career academies to imbed FinTech elements; and,
- Increasing FinTech career awareness through outreach events, career fairs, interactive experiences

Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read 'JHP', with a large, stylized flourish extending to the right.

Joe H. Pickens, J.D.

President

St. Johns River State College



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

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

Entity Information

Name of Entity: Florida State College at Jacksonville
Federal Employer Identification Number (if applicable): [Redacted]

Primary Contact Name: Jennifer Peterson
Title: Director, Resource Development
Mailing Address: 501 West State Street, Room 205
Jacksonville, Florida 32202
Phone Number: (904) 632-3291
Email: Jennifer.Peterson@fscj.edu

Secondary Contact Name: Dr. John Avendano
Title: College President
Phone Number: (904) 632-3222

Workforce Training Grant Eligibility

Pursuant to 228.101, 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 a 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.

Florida State College at Jacksonville (FSCJ) and St Johns River State College (SJR State) are proud to lead a **dynamic regional partnership known as the Northeast Florida FinTech Initiative**, targeting the high-growth industry of **Financial Technology (FinTech)**. Educational training will impact **1,500 students** on critical FinTech topics such as blockchain, mobile applications, machine learning, and cloud-based data management. This project will utilize several **best practices learned from the Georgia Fintech Academy** and is based on a similar partnership model of education and industry collaboration to offer robust training.

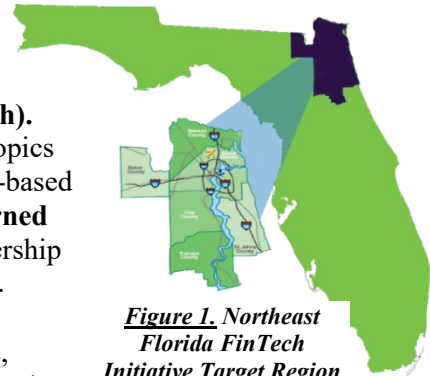


Figure 1. Northeast Florida FinTech Initiative Target Region

Partnering with FSCJ and SJR State in this regional effort are:

- Multiple companies, including FIS, Citi, SS&C Technologies, Black Knight, VyStar Credit Union, and First Florida Credit Union
- CareerSource Northeast Florida
- JAX Chamber and JAXUSA Partnership
- Local school districts: Duval, Nassau, Putman, Clay and St. Johns
- Florida College System
- City of Jacksonville
- Northeast Florida STEM Hub

“FIS is committed to contributing to making Florida a great place to live and work, and we hope you will give this grant application your highest consideration.”
 -Denise Williams, FIS, Chief People Officer

According to Jacksonville Mayor Lenny Curry, “Jacksonville’s reputation as a hub for finance and technology continues to grow.” **The region employs 51,858 people in financial services.** Companies benefit from the region’s excellence in financial services support, investment banking and mortgage sales. Northeast Florida’s strong broadband infrastructure, as well as 95+ non-stop daily flights for global connectivity, make it a prime hub of the financial services

sector. **Headquartered in Jacksonville, FIS is a global leader in financial services technology** that employs more than 53,000 people worldwide. **FIS plans to build a new, expanded world headquarters in Jacksonville that will support the company’s continued growth.** FIS projects that they will hire an additional 500 employees by 2029 to bring its Jacksonville workforce to approximately 1,800 employees. **SoFi**, a financial services platform company, established operations in Jacksonville that will employ 300 people. **SS&C Technologies** is expanding its Jacksonville office to add 198 new jobs. Adding new companies to the market and moving companies to downtown Jacksonville are all by-products of the continued interest in Northeast Florida. **VyStar Credit Union’s** purchase of the Sun Trust Building brings 700 employees downtown and provides potential for new growth. **TIAA completed its acquisition of EverBank** with plans to continue adding jobs in the market. Companies like **EY, Deutsche Bank** and **Fidelity Investments** continue to grow in Jacksonville. Overall, the financial industry in the region is strong, offering opportunities for a diverse group of individuals. For example, **Macquarie’s** 220 employees hail from more than 25 countries.

Many companies in Northeast Florida are citing a **FinTech labor shortage** that results in intense competition for a small number of experienced workers. The financial industry has tended to be more competitive than its national counterparts due in part to superior technology, leadership and available labor. In recent years, the financial services industry has experienced a model shift where banks also function as IT companies that invest assets. The industry is thriving, but the workforce must respond accordingly to meet demand. Disruptive technologies are sparking innovation in the sector. Many of the traditional jobs in the financial services industry being replaced by employees with FinTech skills. Fintech improves speed, security, customization, and mobile access to services and transactions.

The *Northeast Florida FinTech Initiative* provides a comprehensive strategy to **solve regional talent shortages and keep our FinTech sector thriving**. The proposed activities also fully support Florida's "Sail to 60" initiative to increase the percentage of working-age Floridians with a high-value postsecondary certificate, degree, or training experience to 60% by 2030. This will be accomplished by:

- 1) Creating a *Northeast Florida FinTech Initiative* that will engage the region's educational and industry stakeholders to define FinTech workforce needs and diversify and strengthen the talent pipeline.
- 2) Developing industry-driven FinTech workforce education programs and academies.
- 3) Training 1,500 individuals on FinTech workforce skills, competencies and credentials.
- 4) Establishing Northeast Florida FinTech Labs to support regional innovation and provide an applied experiential learning environment for students.

Proposed Workforce Training Program Description.

Statement of Work: To address a regional talent shortage, the *Northeast Florida FinTech Initiative* will **develop two new FinTech technical certificates: 1) an introductory FinTech Technical Certificate and 2) a FinTech Advanced Technical Certificate**. Currently, the state colleges in Northeast Florida do not offer certificate programs specifically in FinTech. The *Northeast Florida FinTech Initiative* will develop new certificate programs that meet the unique needs of the FinTech employers in the region and efficiently prepare students to enter the workforce as well as upgrade their skills.

The *Northeast Florida FinTech Initiative* is also pleased to offer a new **FinTech Support Technician Boot Camp Academy fast-track program**. The Boot Camp Academy will help students become workforce ready for entry-level occupations on the FinTech career ladder. Boot Camp Academy participants will receive soft skills/workforce readiness training, earn industry certifications like SAS and Power BI, and complete internships at industry sites.

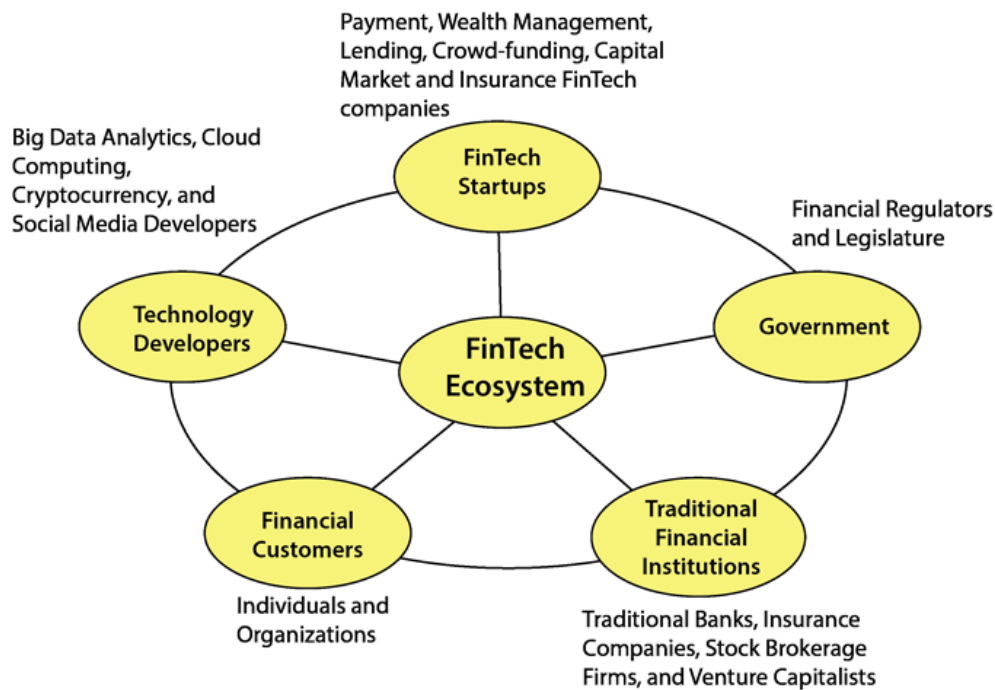
Existing IT and Finance courses at FSCJ and SJR State provide limited formalized FinTech instruction to students. To make sure our students are workforce-ready, the *Northeast Florida FinTech Initiative* will also **embed FinTech instructional modules into the FIN 2000-Principles of Finance, FIN 2100-Personal Finance, FIN 2231-Money, Banking and International Finance, CGS 2512-Spreadsheet Concepts and Practices and CGS 1100-Microcomputer Applications for Business and Economics courses**. This will **infuse FinTech curriculum into current programs of study*** including:

- **Information Technology:** Computer Programming Specialist (T.C.); Database Development Specialist (T.C.); Information Technology Support Specialist (T.C.); Web Development Specialist (T.C.); Computer Information Technology (A.S.); Data Science Technology (A.S.)
- **Finance programs:** Accounting Technology (A.S.); Business Administration (A.S and B.S.); Financial Services (B.S.)

*T.C.=Technical Certificate; A.S.=Associate in Science; B.S.=Bachelor of Science

The *Northeast Florida FinTech Initiative* led by FSCJ and SJR State will be responsive to the needs and stakeholders of the region's FinTech ecosystem as detailed in Figure 2.

Figure 2: Components of Northeast Florida Regional FinTech Ecosystem



Career Pathways. The *Northeast Florida FinTech Initiative* will provide completers with credentials that launch them on a FinTech career and educational pathway to support changing workplace needs. Enhancing content in existing Information Technology and Finance courses will provide educational training that impacts students in the following programs of study: Computer Programming Specialist (T.C.); Database Development Specialist (T.C.); Information Technology Support Specialist (T.C.); Web Development Specialist (T.C.); Computer Information Technology (A.S.); Data Science Technology (A.S.) Accounting Technology (A.S.); Business Administration (A.S and B.S.); and Financial Services (B.S.). The accelerated FinTech Support Technician Boot Camp Academy track will help students earn industry certifications in SAS and Power BI. The *Northeast Florida FinTech Initiative* will create a new FinTech Technical Certificate program as well as a FinTech Advanced Technical Certificate program. The project will also collaborate with other colleges and universities within the region and state about FinTech career pathway opportunities.

Figure 3 represents the *Northeast Florida FinTech Initiative*'s comprehensive model for regional talent development and educational training that will provide multiple paths to employment in the FinTech industry.

Figure 3.

Northeast Florida FinTech Initiative Program Model

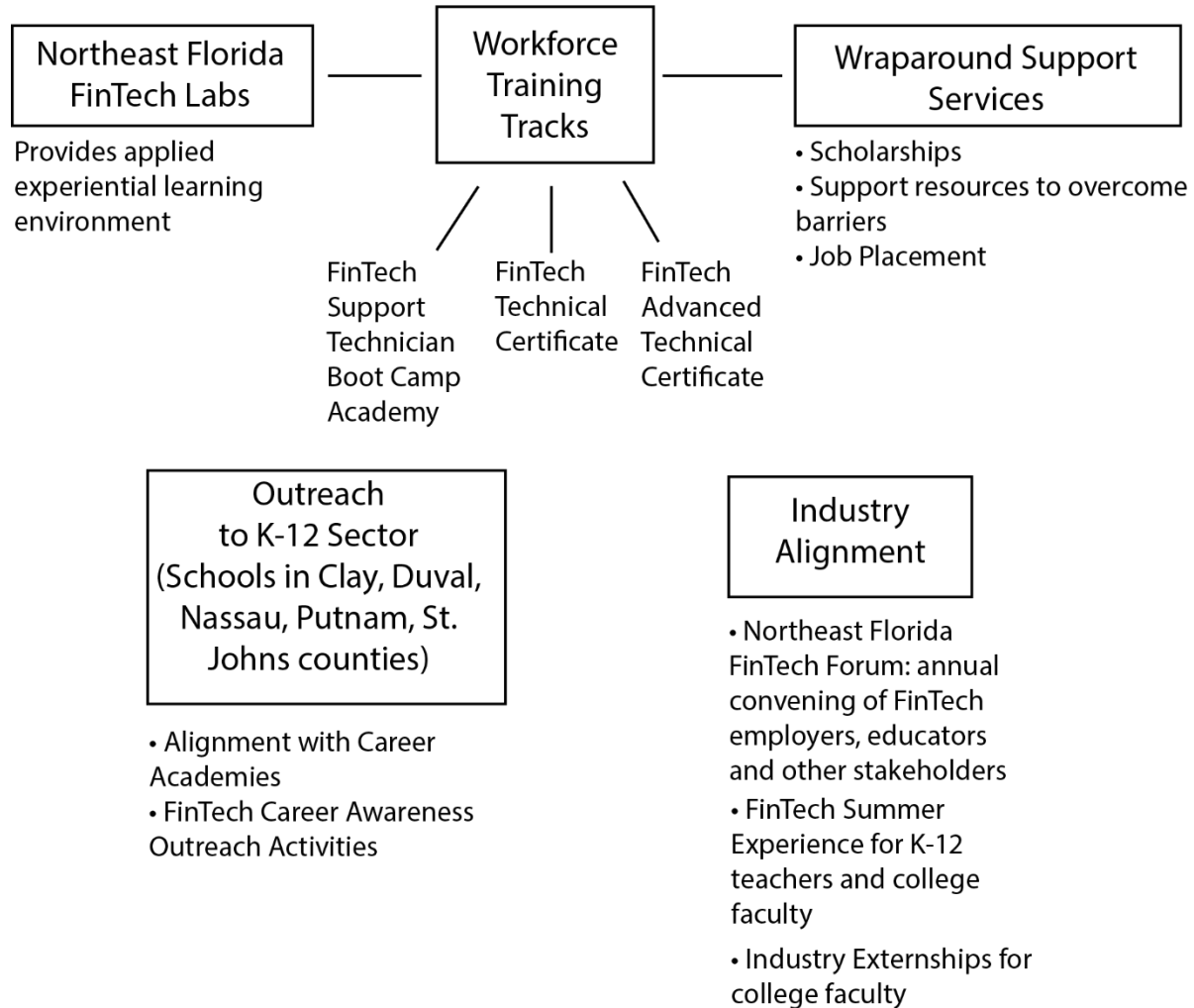


Table 1. Northeast Florida FinTech Initiative Timeline

Task		Responsibility
First 3 months after grant award notification (Beginning of Year 1)	Execute grant award agreement and launch project. FSCJ and SJR State implement co-lead strategies for project implementation.	General Counsel’s Office, Resource Development, Project Budgeting and Accounting offices at FSCJ and SJR State
	Staff positions posted and hired.	Human Resources and college administration

Phase I: Planning and Design		Responsibility
4- 12 months after grant award notification (remainder of Year 1)	Design outreach and marketing campaign.	Marketing Department
	Embed FinTech content into FIN 2000-Principles of Finance, FIN 2100-Personal Finance, FIN 2231-Money, Banking and International Finance, CGS 1100-Microcomputer Applications for Business and Economics, and CGS 2512-Spreadsheet Concepts and Practices.	Academic Affairs, Workforce Division
	Acquire software/equipment for FinTech Lab.	Project staff, Project Budgeting and Accounting, Purchasing Department
	Set up FinTech labs and provide training for faculty and lab manager.	Project staff, Academic Affairs
	Design content for FinTech Support Technician Boot Camp Academy, summer experience for educators and externship program.	Project staff, Academic Affairs
Phase II: Implementation of FinTech Activities		
Years 2-5	Launch modified FIN 2000, FIN 2100, FIN 2231, CGS 1100 and CGS 2512 courses as well as FinTech Technical Certificate in Year 2.	Academic Affairs
	Develop FinTech Advanced Technical Certificate in Year 2 and launch FinTech Advanced Technical Certificate in Year 3.	Academic Affairs
	Enroll students in courses, providing scholarships and retention support.	Project staff
	Offer job placement services for program completers.	Project staff; CareerSource Northeast Florida
	Enroll K-12 teachers, guidance counselors and college faculty in FinTech summer experience and college faculty into an externship program.	Project staff, Academic Affairs, School District Partners
On-going	Alignment with career academies in Duval, Clay, Nassau, Putnam and St Johns school districts.	Project staff, Academic Affairs, School District Partners
	Hold annual Northeast Florida FinTech Forum.	Project staff
	Participate in at least 8 K-12 outreach events per year.	Project staff
Project Sustaining Activities		
	FSCJ and SJR State continue offering courses, students entering & completing program.	Academic Affairs
	Stewardship of donors to potentially support ongoing maintenance costs and expansion.	FSCJ and SJR State Foundations

Outreach and Enrollment. Outreach and recruitment will be multi-faceted, relying on strong participation from program partners. Project staff will identify participants by publicizing eligibility criteria, project goals and objectives, and requesting referrals from the Florida Re-employment Assistance system, CareerSource Northeast Florida, and community agencies and organizations. FSCJ and SJR State will prepare and distribute press releases for media and design and print brochures, posters, fliers, and other materials related to the project for distribution on and off campus. The Colleges' social media accounts will also be utilized to share project information. Program personnel and team members will be tasked with ongoing engagement of additional partners who can support outreach, training, and placement into full-time employment.

Project Goals. By the end of the grant project period, 1,500 students will have enrolled in *Northeast Florida FinTech Initiative* training courses, and thanks to the acquisition of sustained training components, the initiative will have a continued return-on investment and impact on 3,000 participants over the next decade.

Goal 1: Create a *Northeast Florida FinTech Initiative* that will engage the region's educational and industry stakeholders to define FinTech workforce needs and diversify and strengthen the talent pipeline.

- Objective 1.1 Align with career academies in Duval, Clay, Nassau, Putnam and St Johns school districts to enhance FinTech education in the region's K-12 sector.
- Objective 1.2 Organize and initiate an annual Northeast Florida FinTech Forum to facilitate sharing of workforce skill needs and other types of innovation and best practices.
- Objective 1.3 Enhance FinTech career pathway awareness through conducting 40 outreach events reaching a total of 4,000 high school students during the project period.
- Objective 1.4 Establish a Working Connections program for a total of 100 educators (25 per year) and externship experiences for a total of eight college faculty (two per year) that promote FinTech career awareness for K-12 teachers and college faculty in the region during the summers of Years 2-5.

The *Northeast Florida FinTech Initiative* project team will work with **career academies** in the Duval, Clay, Nassau, Putnam and St Johns school districts to strengthen FinTech educational pathways. This will be accomplished through alignment with career academies, including exploring opportunities for FinTech-related dual enrollment and articulation. SJR State has existing partnerships with the school districts in the college's service district of Clay, Putnam, and St. Johns counties. FSCJ works closely with school districts in Duval and Nassau counties. FSCJ and SJR State will leverage their excellent relationships with the administration, faculty and staff at the district and school levels to engage in the development of curricula, career pathways and acceleration opportunities related to FinTech. The project team will participate in at least eight outreach events per year, with each event expected to reach 100 students. FSCJ and SJR State will also embed FinTech career awareness into other K-12 activities, such as FSCJ's annual Future Business Leaders of America district competition for high school students. Each year, SJR State hosts, and participates in, a wide variety of career and college awareness events in Clay, Putnam and St. Johns counties. These events include career fairs and college and program tours, as well as special events. For example, GirlsCan and BoysCan events provide 10th graders in Putnam County the opportunity to discuss career and college opportunities with local businesses and agencies, such as the police department and environmental non-profits. FinTech concepts and companies can be included in these annual events.

Annually, FSCJ and SJR State will convene a one-day **Northeast Florida FinTech forum** to bring together employers, educators and other stakeholders such as the University of North Florida. It is expected that the Northeast FinTech Forum will attract approximately 200 attendees each year. The forum will include sessions with expert presenters/speakers on a range of topics designed to increase knowledge and understanding of the region's FinTech ecosystem and talent pipeline. The forum will also serve as an

annual discussion about the workforce skill needs of FinTech employers. Attendees will discuss potential areas for collaboration around shared concerns. For continuous improvement, FSCJ and SJR State will utilize industry feedback from these annual forums to regularly update the project's FinTech curriculum content.

A **summer Working Connections program** for K-12 teachers, K-12 guidance counselors and college faculty will be developed in Year 1. This one-week summer experience will be offered to 25 participants annually in years 2-5 of the project. The program will be hosted by FSCJ and attendees will utilize the equipment and software in the Northeast Florida FinTech Lab for hands-on activities to help enhance their understanding of FinTech. Industry partners will present the latest information about the range and depth of in-demand FinTech career opportunities and skill needs. Attendees will leave the Working Connections event motivated with the knowledge of how they can help build the regional talent pipeline by connecting their students with FinTech programs of study.

An **Externship Program** model will also be created in Year 1 to provide **real-world industry experiences for college faculty** in the summers of years 2-5 of the project. A total of eight faculty members (two individuals per year in years 2-5) will be selected to complete a 40-hour externship of on-site learning at one of our *Northeast Florida FinTech Initiative* partner companies. The purpose of this externship is for faculty to spend time in companies to strengthen their understanding of relevant FinTech business issues. All faculty who participate in the externship programs will 1) develop specific goals they will strive to achieve through this experience, and 2) create a written summary about their completed externship with recommendations for improved curriculum alignment with FinTech industry needs.

Goal 2: Develop industry-driven FinTech workforce education programs and academies.

- Objective 2.1 Embed FinTech content into FIN 2000-Principles of Finance, FIN 2100-Personal Finance, CGS 1100-Microcomputer Applications for Business and Economics, and CGS 2512-Spreadsheet Concepts and Practices in Year 1.
- Objective 2.2 Launch modified FIN 2000, FIN 2100, FIN 2231, CGS 1100 and CGS 2512 courses in Year 2.
- Objective 2.3 Develop a FinTech Advanced Technical Certificate by the end of Year 2 and launch the FinTech Advanced Technical Certificate starting in Year 3.
- Objective 2.4. Develop a FinTech Support Technician Boot Camp Academy by the end of Year 1 and launch the Boot Camp Academy starting in Year 2.
- Objective 2.5 Develop an introductory FinTech Technical Certificate by the end of Year 1 and launch the FinTech Technical Certificate during Year 2.

To better provide work-ready FinTech professionals for the region, the *Northeast Florida FinTech Initiative* will **embed FinTech content into courses during Year 1 (CGS1100, CGS2512, FIN2000, FIN2100, FIN 2231.)** Training offered at SJR State will center mainly on FIN 2231 during the project period. Faculty will develop curriculum modules that concentrate on key skills and concepts in FinTech, such as encryption, secure transaction, and enhanced user experience. The modules will be problem-based and hands-on in order to build the critical thinking and practical problem-solving skills sought by employers. Infusing the modules within existing programs will encourage students to pursue FinTech as a career pathway and ensure that they are well-positioned to be successful in the field. The enhanced courses will be offered starting in Year 2. The *Northeast Florida FinTech Initiative* will also **develop 1) a new 12-credit hour FinTech Technical Certificate and 2) a new 24 credit hour FinTech Advanced Technical Certificate** during Years 1 and 2, to be implemented starting in Year 3 at FSCJ.

Course offerings for the **FinTech Technical Certificate** will include the following four courses at 3 credit hours each. This is an **introductory-level certificate designed to get students on a FinTech career pathway.** This new technical certificate will be embedded into the Associate in Science degree in

Accounting Technology. Students can complete the FinTech Technical Certificate in approximately one semester. This technical certificate will include the following existing FSCJ courses that will be updated to include FinTech concepts.

1. CGS 1100- Microcomputer Applications for Business and Economics,
2. CGS 2512- Spreadsheet Concepts and Practices
3. FIN 2000- Principles of Finance
4. OST 1581-Professional Development in the Work Environment

Course offerings for the **FinTech Advanced Technical Certificate** will include the following eight courses at 3 credit hours each. This is a **higher-level certificate** designed for students who have already earned at least an associate's degree. Students can complete the FinTech Advanced Technical Certificate in approximately one year.

1. **Introduction to FinTech** (IT/Business) – elementary course combining finance and information technology.
Note: The IT components include six foundational modules: hardware/software, networking, security, programming structures, data life cycle, and data management (including cloud).
2. **Technology in FinTech** – how to use mobile and online applications, applications of blockchain and cryptocurrency.
3. **Financial Data Analysis** (SAS) – cleaning, transforming, visualizing, hypothesis testing.
4. **Security in FinTech** – internet security, cloud security, ethics of sharing information, network security, securing data and transactions, verifying identity, mitigating security breaches.
5. **Financial Institutions** (or Application Banking) – robo advising, mobile banking, personal FinTech vs B2B vs institutional, evolving customer service.
6. **Ethics and Regulations** – ethics (Sarbanes Oxley).
Note: While there is an existing course in the bachelor's program, it has prerequisites so a new course will need to be developed to eliminate prerequisites.
7. **Financial Data Mining** – Analyzing trends and patterns in the data (Power BI) – asking the right questions with good queries.
8. **FinTech Capstone** – students pull together the concepts they learned and work together on FinTech-related case studies to solve a specific real-world industry problem in cooperation with industry partners.

Please note that the FinTech Advanced Technical Certificate will also articulate as a concentration in FSCJ's Bachelor in Financial Services, which is made up of the following courses:

1. Intro to FinTech
2. Financial Institutions
3. Financial Data Analysis (SAS)
4. Financial Data Mining (Power BI)
5. Ethics and Regulations
6. Special Topics in FinTech
7. Capstone-FinTech

The **FinTech Support Technician Boot Camp Academy track** within the *Northeast Florida FinTech Initiative* will prepare students for entry-level occupations on the FinTech career ladder. Following completion of the up-front assessment process, students will enter a work-based training model with foundation skills development, high-demand industry certification training and paid work experience that prepares workers for employment in high demand occupations. Boot Camp Academy participants will benefit from a combination of accelerated, modular training; computer-based, interactive industry certification test preparation; funds for certification exams; and placement into paid work experiences or paid internships. Boot Camp Academy students will attend 12 weeks of courses and workshops on mastering spreadsheet software, SAS, Power BI, and workforce readiness skills. Following course

completion, Boot Camp Academy students will have the opportunity to complete an eight-week paid internship at a company. Boot Camp Academy completers will be prepared to take industry certification exams for MOS Microsoft Office Certifications and SAS or Power BI.

The Content Development Team (CDT), made up of FSCJ and SJR State faculty, Deans, and Program Managers, will develop and modify the courses described above. Content developed will focus on instructional activities to include principles of FinTech. The CDT team will include FinTech industry professionals who will assist with course development. The CDT team will construct assessments, performance-based rubrics, quizzes, and tests so that faculty can track changes in students' knowledge and skills over time.

The Content Development Team will collaborate with FSCJ's **Center for eLearning** to promote FinTech training that is accessible and affordable, broadening participation through online delivery. The **Center for eLearning (CeL)** supports faculty teaching online and assist in designing and developing fully online programs and courses. The CeL has established high quality standards for the development, delivery, support, and evaluation of online courses for the College. In order to create a quality online course, the CeL's Instructional Designers (ID) and Multimedia Team utilize a backward design approach to the online course development process. The design process begins through collaboration with faculty and the CeL; an analysis of the learning outcomes, the state's learning standards, and the curriculum. The IDs will assist the project team in designing and developing online course components: learning activities, multiple forms of assessments, and instructional materials. The IDs ensure that these components align appropriately with both course-level competencies and module-level learning objectives. The Multimedia Team provides an inclusive learning environment, which has been checked for both accessibility and usability. Once each course is developed, it is reviewed by a committee that consists of administrators, faculty, and the instructional designer to verify that it meets the needs of the department and the college's high-quality standards.

Goal 3: Train 1,500 individuals with FinTech workforce skills, competencies and credentials.

- **Objective 3.1** Provide scholarships for students entering programs of study.
- **Objective 3.2** Arrange/refer comprehensive supportive services for program participants to remove any environmental and/or educational barriers to complete training programs.
- **Objective 3.3** Offer job placement support for program completers.

FSCJ and SJR State play a critical role in our region to ensure and preserve access to higher education and success for all students, particularly students of color, low-income students, and other historically underrepresented student populations. Grant-funded scholarship funds will be made available to *Northeast Florida FinTech Initiative* students. Project staff will provide information to students about academic pathways leading to associate and baccalaureate degrees related to FinTech. To remove additional financial barriers such as transportation and child-care, project staff will make referrals to nonprofit agencies for further support. These supportive service strategies will be coordinated by project staff who will have regular contact with participants and partner service providers to ensure referrals are being addressed. These contacts will take place during face-to-face meetings, phone conversations and via email. CareerSource and Career Services staff from FSCJ and SJR State will advise participants on résumés, job fairs, and interviews. Participants will register on the **Employ Florida Marketplace** website (a major source of job listings) and **Career Coach** (information on local wages and jobs).

Goal 4: Establish Northeast Florida FinTech Labs to support regional innovation and provide an applied experiential learning environment for students.

- **Objective 4.1** Acquire equipment in Year 1 inclusive of work stations, FinTech-related software and mobile device repository.
- **Objective 4.2** Complete face-to-face faculty and lab manager training workshops in Year 1.

During Year 1, the project team will purchase and install the equipment, software and workstations to create two hands-on student learning laboratories. Project staff, in concert with industry professionals, will provide the technical guidance needed to establish Northeast Florida FinTech Labs. These acquired labs will be used for teaching the fundamentals of FinTech. Significant planning and facility assessment have been conducted by the project team. A combination lab/classroom in FSCJ's Kent Campus-Building D on the west side of Jacksonville, as well as a lab space in FSCJ's Deerwood Center-Building C on Jacksonville's Southside, will house the FinTech Labs. Computer stations will be installed with instructional programs and FinTech software such as Microsoft Power BI Desktop, Tableau Desktop, Python (Conda, Jupyter Notebook/NumPy/Matplotlib/SciPy/TensorFlow), R Base, R Studio, Tidyverse, App Development (Appery/Mobile Roadies/App Builder). No new construction will take place. But retrofitting and modifications to these classrooms will occur to ensure the labs and technology can function properly for an improved learning environment.

The project team will prepare faculty members and lab managers to effectively teach newly created FinTech course content as well as the new FinTech Support Technician Boot Camp Academy, FinTech Technical Certificate and FinTech Advanced Technical Certificate utilizing the acquired software and equipment. The *Northeast Florida FinTech Initiative* will leverage industry expert knowledge by training FinTech representatives who have expressed an interest on being trained on the equipment and/or those who would like to serve as adjunct instructors. Industry representatives and/or employees will contribute to faculty trainings by providing subject matter experts and equipment expertise. College faculty will receive training on the concepts they are expected to teach, as well as training in best practices. Faculty workshop leaders will model instructional strategies they would like faculty to use.

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

The *Northeast Florida FinTech Initiative* will expand FinTech education programs in the region, offering local residents the opportunity to earn credentials that will help them gain job placement. Florida Job Growth grant funds will help build Florida State College at Jacksonville's and St. Johns River State College's capacity to offer programs like the FinTech Support Technician Boot Camp Academy, FinTech Technical Certificate and FinTech Advanced Technical Certificate as well as expand FinTech instruction in the following programs of study: Computer Programming Specialist (T.C.); Database Development Specialist (T.C.); Information Technology Support Specialist (T.C.); Web Development Specialist (T.C.); Computer Information Technology (A.S.); Data Science Technology (A.S.) Accounting Technology (A.S.); Business Administration (A.S and B.S.); and Financial Services (B.S.).

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

The *Northeast Florida FinTech Initiative* will invite the companies listed in Table 2 to serve on a **robust Business and Industry Leadership Team (BILT)**. On October 17, 2019, **FSCJ, SJR State and the JaxUSA Partnership held an employer roundtable to gather feedback from FinTech companies** about their specific talent needs. Their feedback has been incorporated into this grant program's proposed activities. The *Northeast Florida FinTech Initiative* will be a long-term and comprehensive economic development game-changer for our region. With new and changing FinTech jobs in-demand with the local growth of the financial technology sector, the *Northeast Florida FinTech Initiative* will develop a critical pipeline of workers toward sustainable, high-paying careers in a skilled FinTech workforce.

Table 2. Northeast Florida FinTech Initiative Business and Industry Leadership Team	
Partner	Description
FIS	International provider of financial services technology, including payment processing and banking software; also services and outsources associated technology. Headquartered in Jacksonville, FIS employs 53,000 people worldwide.
SoFi	Web-based financial services company that is opening an operations center in Jacksonville employing at least 300 people.
SS&C Technologies	Multinational financial technology company with plans to expand its Jacksonville office to add 198 new jobs.
VyStar Credit Union	Member-owned and member-managed financial cooperative headquartered in Jacksonville.
Community First Credit Union	Financial institution with 19 branches and more than 135,000 members across 17 counties; first launched in Jacksonville in 1935.
First Florida Credit Union	Credit union operating 16 branches throughout the state with headquarters in Jacksonville. First Florida serves more than 54,000 members.
Black Knight	Provider of integrated software, data, and analytics solutions that facilitate business processes across the homeownership life cycle. Founded in Jacksonville, Black Knight has been consistently listed on the Fintech100 report.
JITC	Jacksonville forum of information-technology (IT) and other professionals working to exchange information, explore new ideas, and develop partnerships in order to increase strengths within the IT community.
Fidelity	One of the largest and most diversified financial firms in the world operating for over 70 years. Jacksonville's Investor Center offers extensive financial and investment guidance.
TIAA Bank	Fortune 100 company with an enduring history of serving the financial needs of non-profits, institutions, and educators across the country.
Citi	Global bank and world's largest credit card issuer, supporting over 100 million customers. Citi is a leading financial-sector employer in the Jacksonville area.
Wells Fargo	Diversified, community-based financial company providing banking, investment, and mortgage products and services.
Deutsche Bank	Germany-based company with operations on the Southside of Jacksonville.
CSX Corporation	Jacksonville-based transportation supplier with a network moving a broad portfolio across the country.
OnPay Solutions	Accounts-payable and accounts-receivable solution provider listed as one of the 20 Most Promising Corporate Finance Tech Companies for 2017.
BBVA	A recognized revolutionary in the banking industry for over 50 years. BBVA operates its own FDIC-certified processing software in an open platform.
CIT	National bank with a Jacksonville office, which operates the Vendor Finance unit. This unit supports numerous industries by providing customizable financial solutions.
JAXUSA Partnership	The private, nonprofit division of JAX Chamber. The JAXUSA Partnership is Jacksonville's regional economic development initiative overseeing the efforts of the seven counties of Northeast Florida. Their mission is to be a catalyst for economic growth and maximize the region's unique resources to aggressively recruit jobs and capital investment to our area.

The *Northeast Florida FinTech Initiative* BILT will: identify necessary skills, competencies and credentials; prioritize hiring qualified participants who complete the grant training program; provide ongoing feedback on suitability of trainees; and support long-term sustainability planning efforts. The proposed training in this project integrates concepts, industry standards and workforce competencies that are transferable, sustainable and applicable to more than a single employer. Table 3 lists FinTech concepts and skills valued by regional employers.

Table 3. FinTech Concepts and Skills Valued by Regional Employers	
Concepts and Skills	Description
Data Management	Blockchain; Distributed ledger technologies; Design thinking; Systems thinking; Cloud computing.
Data Analytics	SAS; Excel; PowerBI.
Programming	Javascript; Java; C#; C++; Python; R; SQL.
Machine Learning	Data science toolkits; Probability and Statistics; Data modeling and evaluation; Software engineering and system design.
Cybersecurity	Cryptography; security and risk management; Asset security; Security engineering; Network architecture and design; Security Assessment and testing; Security operations; Software development security; internet breachers; securing the cloud.
Soft Skills	Verbal and Written Communication; Adaptability; Collaboration; Problem-solving; Professionalism.

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

The *Northeast Florida FinTech Initiative* will conduct outreach to prospective participants and recruit populations indicative of need, including those who are that are **unemployed, underemployed, low income, military veterans and their spouses, displaced workers, disadvantaged and underrepresented populations with barriers to employment**, and those who have a significant need for workforce training. All participants will be over the age of 18, as required by federal regulation, and not enrolled in secondary education. The following comprehensive strategies will be utilized to identify and select participants:

- 1) **Community Partnerships:** We will collaborate with the following organizations to refer individuals from the target populations to our program: CareerSource Northeast Florida (Workforce Investment Board), local school districts, and the JAX Chamber/JAXUSA Partnership. Application materials will be supplied to these sites and information sessions will be held in conjunction with these organizations.
- 2) **“Boots on the Ground:”** One of our most effective strategies for building interest in programs at has been to distribute program materials and applications directly to targeted community locations such as hair salons, churches, VFWs, barber shops, laundromats and restaurants. For additional promotion, the program will look into billboards, ads in local newspapers, and postcard mailings to targeted residents. In addition, information will be disseminated at FSCJ and SJR State Open House events. These efforts will help to generate positive “word of mouth” and momentum for our program.
- 3) **Social Media/Web:** We will use social platforms like the FSCJ and SJR State Facebook, Twitter, Instagram and LinkedIn presence to share success stories, disseminate information, post upbeat pictures and videos to build interest, distribute invitations/track attendance for recruitment events, and engage in discussion with potential participants, trainees and program graduates. The

program will also provide articles in the Collegewide newsletters and FSCJ and SJR State homepages.

- 4) Aligning with FSCJ and SJR State Recruitment and Marketing resources: FSCJ and SJR State have vibrant departments of Marketing and Recruitment with great expertise and a collaborative spirit. As part of our proposal design, we met with these departments to discuss how they could help us recruit the target population in a cost-effective way. Recruitment staff have agreed to distribute program materials at college open houses, community fairs and events. Our Marketing departments committed to use their knowledge of high-impact outreach practices, such as sequenced messaging, web retargeting, event-based promotion, integrated communications, geo fencing, and creative printed materials for recruiting participants.

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

This *Northeast Florida FinTech Initiative* proposal is grounded in the Florida College System institution mission and responsibilities criteria outlined in section (s.) 1004.65, Florida Statutes (F.S.). Specifically, through this project will help FSCJ and SJR State:

- 1) Respond to community needs for education and job training;
- 2) Provide high-quality, affordable education and training opportunities by expanding capacity; and
- 3) Maximize open access for students and serve students from underrepresented backgrounds to promote equity by recruiting individuals who are low-income, unemployed, underemployed, military veterans and their spouses, disadvantaged and/or those with barriers to employment.

In accordance with s. 1004.64(14), F.S., the FSCJ District Board of Trustees adopted FSCJ’s Strategic Plan in 2017. Under Strategic Priority 1: Provide a Student-Centered Education, the College is charged with “increasing access opportunities for student enrollment, persistence and completion into programs that meet the educational needs of Duval and Nassau counties” (*Objective 1.2*). In selecting the proposed programs, FSCJ prepares workers skilled in high-need FinTech-related occupations and meets the institution’s Strategic Priority 2: Impact Community by “bridging educational attainment and workforce needs of our community and business partners” (*Objective 2.2*). The *Northeast Florida FinTech Initiative* also aligns with SJR State’s 2016-2021 Strategic Plan Goal 2: Increase Student Achievement and Success and Goal 3: Contribute to Community Enrichment and Economic Development.

- 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 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.

“The Northeast Florida FinTech Initiative offers an exciting plan to expand FinTech training in our region and be a catalyst for future economic growth.
 - Aundra Wallace, President of JAXUSA Partnership

Research has shown that the greater Jacksonville area has one of the lowest rates of socioeconomic mobility in the entire south. It is difficult here for young people to escape poverty. A child born into the bottom one-fifth of family incomes has less than a 5% chance of getting to the top one-fifth. There is a 35% chance they will continue to stay in the bottom group. The *Northeast Florida FinTech Initiative* will provide workforce training that prepares residents for high wage jobs and stable employment.

A total of 1,500 students will be impacted by the educational training offered by the *Northeast Florida FinTech Initiative* during the five-year project period. Out of these 1,500 students, 750 of the students will enroll in the FinTech-enhanced Information Technology and Finance Courses.

Table 4. Northeast Florida FinTech Initiative Performance Outcomes and Metrics	
Number of Participants Enrolled	750 participants will enroll in programs that lead to an industry certification or technical certificate
Number of Program Completers	570 participants will complete industry certification or technical certificate program

Other associated metrics to measure the success of the proposed training offered through the *Northeast Florida FinTech Initiative* include feedback provided by the industry partners, the JAXUSA Partnership and CareerSource Northeast Florida.

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.

B. Does this proposal align with Florida’s Targeted Industries? Yes No

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

The project aligns with Florida’s Targeted Industries of: 1) Financial and Professional Services and 2) Information Technology.

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

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

If no, with which occupation does the proposal align?

The *Northeast Florida FinTech Initiative* will prepare students to enter career pathways towards the occupations listed in Table 5.

Table 5. 2019-2020 Regional and State Demand Occupations List Alignment

SOC Code	SOC Occupational Title	Annual Job Openings		Mean Hourly Wage	% Growth	
		Region VIII	Florida		Region VIII	Florida
132011	Accountants and Auditors	792		\$32.44	1.46	
433031	Bookkeeping, Accounting and Auditing Clerks	986		\$18.49	0.29	
131041	Compliance Officers	143	1,657	\$30.93	1.26	1.21
131051	Cost Estimators	168	1,835	\$30.33	1.47	1.68
151141	Database Administrators	85	658	\$40.59	1.34	1.65
132051	Financial Analysts	187		\$33.66	1.66	
113031	Claims Adjusters, Examiners, and Investigators	1,889	1,889	\$29.23	0.46	0.46
151122	Information Security Analysts	553	553	\$41.33	3.22	3.22
131111	Management Analysts	626		\$38.28	1.78	
132052	Personal Financial Advisors	158		\$62.05	2.27	
419021	Real Estate Brokers	765	765	\$35.04	1.27	1.27
413031	Securities, Commodities, and Financial Services Sales Agents	364		\$56.72	1.48	
151132	Software Developers, Applications	399	3,903	\$43.69	3.48	3.31
151133	Software Developers, Systems Software	136		\$50.70	1.84	
433071	Tellers	430		\$15.30	0.36	
151134	Web Developers	128	950	\$32.57	1.99	1.76
113021	Computer and Information Systems Managers	108		\$60.29	1.45	
151121	Computer Systems Analysts	159	1,574	\$40.93	0.99	1.49
151152	Computer Network Support Specialists	88	990	\$32.48	1.47	1.49
131161	Market Research Analysts and Marketing Specialists	270		\$29.83	2.65	

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.

Northeast Florida FinTech Initiative training will be offered face-to-face (classroom-based) on campuses of FSCJ and SJR State. (Note that SJR State’s training will focus mainly on FIN 2231.)

To maximize access, courses at FSCJ will also be offered using a hybrid model, with some components offered online.

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

The numbers below represent students in the FinTech Support Technician Boot Camp Academy, the FinTech Technical Certificate program and the FinTech Advanced Technical Certificate program. It is expected that 750 additional students will enroll in the FinTech enhanced courses as described in Objective 2.1.

- Number of anticipated annual enrolled students: 187

WORKFORCE TRAINING GRANT PROPOSAL

- Number of anticipated annual completers: 142

Please note that this is an average amount per year. Year 1 includes curriculum development and the programs will be implemented starting in Years 2 and 3.

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

Begin Date: 1/15/2020

End Date: 1/14/2025

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

The *Northeast Florida FinTech Initiative* will endure beyond the grant term, and the partners will continue to provide support, training, curriculum adjustments and assistance, thus creating viable sustainability strategies through college institutionalization. **The investment of Florida Job Growth grant funds to establish the FinTech workforce training program will net a robust return-on-investment.** During the grant period, FSCJ and SJR State will build strong student enrollments that will drive the future life of the program. Equipment purchased through grant funds will also support future training. For sustainability, FSCJ and SJR State will continue to support established systems designed to leverage training funds such as those awarded by **CareerSource Northeast Florida WIOA and Learn, Return & Earn programs that provide scholarships for students entering programs aligned to in-demand occupations and industries.** The scholarship provides funds for tuition, student fees, and books. Personnel will assist students in qualifying for the scholarship, through assistance with the application, pre-hire letters, background checks, assessments, and Employ Florida Marketplace enrollment, if applicable. Additionally, the FSCJ and SJR State Foundations can also help support project sustainability efforts such as raising corporate funds to help continue the *Northeast Florida FinTech Initiative* activities.

- 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.

Table 6. Certifications, Degrees etc. Resulting from Program Completion			
Program	Certification, Degrees, etc. resulting from Completion of Program	CIP Code	% of completers for each CIP
FinTech Support Technician Boot Camp Academy	MOS Microsoft Office Certifications and SAS or Power BI	1691011016	75%
FinTech Technical Certificate (12 credit hours)	Technical Certificate; MOS Microsoft Office Certifications	0252080303	75%
FinTech Advanced Technical Certificate (24 credit hours)	Advanced Technical Certificate	TBD (new)	80%

Additional programs may be added to meet industry demand during project implementation with pre-approval from FDEO.

- 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).

Florida State College at Jacksonville – 35.9% facilities and administrative match at a total of \$1,141,861.41 over the project period.

J. Provide any additional information or attachments to be considered for the proposal. Please see the following attached letters of support from:

- Florida State College at Jacksonville
- St Johns River State College
- FIS
- SS&C Technologies
- Citi
- Black Knight
- VyStar Credit Union
- First Florida Credit Union
- Representative Travis Cummings, Florida House of Representatives, District 18
- Office of Mayor Lenny Curry, City of Jacksonville
- Representative Cord Byrd, Florida House of Representatives, District 11
- JAXUSA Partnership
- JAX Chamber Information Technology Council
- CareerSource Northeast Florida
- Florida College System
- Clay County District Schools
- Duval County Public Schools
- Nassau County Public Schools
- Putnam County School District
- St Johns County School District
- Northeast Florida Regional STEM2 Hub

The Northeast Florida 2019 State of the Financial Services sector report is 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	\$ \$3,674,391.70
Florida Job Growth Grant Fund	

A. Other Workforce Training Project Funding: Sources:

City/County	\$
Private Sources	\$

WORKFORCE TRAINING GRANT PROPOSAL

Other (grants, etc.)	\$	1,141,861.41	Please Specify: FSCJ -35.9% facilities and administrative match
Total Other Funding	\$		

B. Workforce Training Project Costs:

Equipment	\$	200,000	Please Specify: Marketing = \$65,000 Support Services = \$4,000 Testing Fees = \$144,000 Contractual Services = \$198,210 (with \$68,210 to St. Johns River State College) Online Course Development = \$100,000 Sustenance for Annual Fin Tech Forum and Working Connections = \$25,500 Printing = \$3,000 In-direct = \$284,834.70
Personnel	\$	2,053,847	
Facilities	\$	143,000	
Tuition	\$	425,000	
Training Materials	\$	28,000	
Other	\$	824,544.70	
Total Project Costs	\$	\$4,816,253.11	

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

- 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.

4. Approvals and Authority

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

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

The FSCJ General Counsel's Office conducts an internal review of any grant agreement/contract prior to College President signature and execution of the program.

- 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

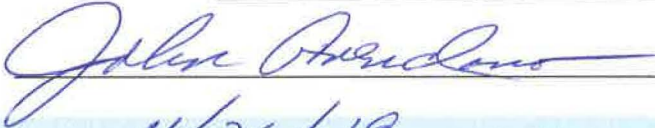
- ii. State whether entity is willing and able to hold special meetings, and if so, upon how many days' notice.

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.

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 and Title of Authorized Representative: John Avendano, College President


Representative Signature: 

Signature Date: 11/26/19



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- (1) The Chairman of the District Board of Trustees and the College President, or designee, shall have the authority to sign checks, contracts and other documents reflecting action by the Board as appropriate.
- A. In furtherance thereof, the College President designates:
1. the Provost/Vice President of Academic Affairs, Vice President of Business Services or the Associate Vice President of Finance, or designee, to sign contracts, external funding proposals and other documents and reports affecting or reporting on the operations of the College or other documents on behalf of the College President as appropriate;
 2. the Associate Vice President of Finance to sign financial documents and reports for the financial operation of the College;
 3. the Vice President of Institutional Advancement and Effectiveness and the Director of Resource Development to sign external grant funding proposals and associated documents on behalf of the College President;
 4. the Chief Business Affairs Officer and the Executive Director, Purchasing and Auxiliary Services, or designee, to sign contracts and purchase orders;
 5. the Registrar to sign College transcripts;
 6. the Director of Financial Aid to sign financial aid awards and termination letters;
 7. the Vice President of Student Services, the Director of Admissions, or their designees, to sign enrollment verifications and student mailings;
 8. the Executive Chairs/Campus Presidents, or their designees, to sign facility rental agreements and other campus-oriented agreements as appropriate and not otherwise in conflict with any other provision of this Rule; and
 9. the appropriate Vice President and/or Executive Chair/Campus President to sign customized training contracts;
 10. the Director of Risk Management to sign risk management documents and reports for the risk management operations of the College;
 11. the Vice President of Business Services, Chief Business Affairs Officer, or Director of

RULES OF THE BOARD OF TRUSTEES		
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Risk Management to negotiate and settle as appropriate liability and workers' compensation claims that are less than the College's \$200,000 insurance deductible and within budgeted spending authority.

12. the Executive Director Public Safety, Campus Security and Veteran Services or designee to sign training agreements/training contracts, facility use agreements and training certificates

13. the Vice President of Institutional Advancement and Effectiveness to sign state and federal reporting certifications and associated documents on behalf of the College President.

(2) The execution of any signature on behalf of the College shall be in furtherance of the approval granted by the College President and the District Board of Trustees.

(General Authority: F.S. 1001.64, 1001.65)

(Adopted 07/01/74, Revised 06/23/80, 3/20/85, 06/23/87, 05/27/93, 09/12/95, 10/05/99, 09/05/00, 12/05/00, 05/01/01, 06/07/05, 06/06/06, 04/07/11, 08/13/13, 04/08/14, 09/09/14, 06/14/16 Formerly 2.9)

Budget Narrative
Florida Job Growth Grant – Florida State College at Jacksonville
Northeast Florida FinTech Initiative

	<i>Year 1</i>	<i>Year 2</i>	<i>Year 3</i>	<i>Year 4</i>	<i>Year 5</i>	<i>5-Year Total</i>
PERSONNEL – Direct Support to Project						
Director of Program Development – (Full-time, will dedicate 100% of time to project, beginning in third month of the project's first year.) Director provides overall supervision of the project including participant outcomes, industry engagement and sub-grantee relationship. The Director provides assistance to grant participant intake and registration process, recruitment, enrollment development and follow up with students to provide support services/job placement.	\$46,880.00	\$57,943.68	\$59,681.99	\$61,472.46	\$63,316.57	\$289,294.70
Project Coordinator(s) – (Full-time position, will dedicate 100% of time to project, beginning in third month of the project's first year). <i>Focused on administrative support of program, budget/equipment acquisition and purchases, scholarship and support service administration and distribution, participant wages related to internship placements and other project-specific tasks.</i>	\$32,742.00	\$44,966.00	\$46,315.00	\$47,704.00	\$49,135.00	\$220,862.00
Project Coordinator(s) – (Full-time, will dedicate 100% of time to the project, beginning in third month of the project's first year). <i>Focused on student outreach/recruitment, case management including student assessment(s), industry connections for internships, and other project-specific tasks.</i>	\$32,742.00	\$44,966.00	\$46,315.00	\$47,704.00	\$49,135.00	\$220,862.00
Lab Manager – Full-time, will dedicate 100% of time to the project, beginning at start of project's second year.	\$0.00	\$34,896.00	\$35,942.88	\$37,021.17	\$38,131.81	\$145,991.86
Faculty Stipends – for the <i>curriculum design and development</i> of new FinTech courses and modified course content (individual amount based on curriculum development deliverables).	\$14,500.00	\$18,000.00	\$0.00	\$0.00	\$0.00	\$32,500.00
Faculty Stipends – for <i>faculty externships to provide real-world industry experiences</i> (2 externships/individuals in years 2-5 at \$1,500 per externship, total of 8).	\$0.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$12,000.00
Academic Tutor – 20 hours/week, beginning in Year 2 of project.	\$0.00	\$14,352.00	\$14,784.00	\$15,225.60	\$15,686.40	\$60,048.00
Participant Wages for work experiences or internships, estimated at a total of 60 SAS and PowerBI boot camp participants over the project period. (The College will follow HR guidelines regarding wages for students/student employees. Hourly wage for participants up to \$15/hour for up to 9-week internship at approximately 20 hrs/wk or and estimated 60 students/yr.)	\$0.00	\$162,000.00	\$162,000.00	\$162,000.00	\$162,000.00	\$648,000.00
BENEFITS – All employees receive 0.0620/sal for FICA, 0.0826/sal for the Florida Retirement System premium, .002983/sal for worker's comp, and .0145/sal for Medicare. Full-time employees also receive \$730.10/month for health insurance premium, \$37.37/month for dental insurance, \$5.65/month for vision care, .0023/sal for life insurance, and .0024/sal for disability insurance.						
Director of Program Development	\$15,132.76	\$18,425.76	\$18,700.21	\$18,982.90	\$19,274.05	\$90,515.68
Project Coordinator(s)	\$12,127.00	\$16,376.00	\$16,590.00	\$16,809.00	\$17,035.00	\$78,937.00
Project Coordinator(s)	\$12,127.00	\$16,376.00	\$16,590.00	\$16,809.00	\$17,035.00	\$78,937.00
Lab Manager	\$0.00	\$14,786.93	\$14,952.21	\$15,122.45	\$15,297.80	\$60,159.39
Faculty Stipends	\$2,221.15	\$2,757.29	\$0.00	\$0.00	\$0.00	\$4,978.44
Faculty Stipends	\$460.00	\$460.00	\$460.00	\$460.00	\$460.00	\$2,300.00

	<i>Year 1</i>	<i>Year 2</i>	<i>Year 3</i>	<i>Year 4</i>	<i>Year 5</i>	<i>5-Year Total</i>
Academic Tutor	\$0.00	\$2,198.48	\$2,264.66	\$2,332.30	\$2,402.89	\$9,198.33
Participant Wages	\$0.00	\$24,815.65	\$24,815.65	\$24,815.65	\$24,815.65	\$99,262.60
Subtotal, Personnel	\$168,931.91	\$476,319.79	\$462,411.60	\$469,458.53	\$476,725.17	\$2,053,847.00
FACILITIES						
Retrofitting and smart-fitting the FinTech Labs at FSCJ Kent Campus and FSCJ Deerwood Center to include lab areas, smart classroom, conference room and office space to support regional innovation and provide an applied experiential learning environment for students.	\$143,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$143,000.00
Subtotal, Facilities	\$143,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$143,000.00
EQUIPMENT						
Equipment (including hardware and software) for FinTech Labs - \$98,000 per lab location including a total of 48 student work stations and 2 Smart Classroom instructor stations and control equipment, video wall, network equipment and network wiring. Computer stations will include instructional software: Windows 10 platforms for x users including Microsoft Power BI Desktop, Tableau Desktop, Python (Conda, Jupyter Notebook/Numpy/Matplotlib/SciPy/TensorFlow), R Base, R Studio, tidyverse, App Development (Appery/Mobile Roadies/App Builder). Includes funds associated with AV, power & data support as well as cable rack mounting, AV equipment, television grid for video wall(s) based on higher education institutions' financial technology laboratory best practices.	\$200,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200,000.00
Subtotal, Equipment	\$200,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200,000.00
SCHOLARSHIPS FOR COST OF ATTENDANCE						
Scholarships to cover tuition and fees estimated for students in the FinTech Advanced Technical Certificate program, the FinTech Technical Certificate Program, and the Boot Camp Academy (beginning in year 2). Any excess funds from this line item will be utilized when participants need additional funds for training, student fees and/or books.	\$0.00	\$120,000.00	\$120,000.00	\$100,000.00	\$85,000.00	\$425,000.00
Subtotal, Tuition	\$0.00	\$120,000.00	\$120,000.00	\$100,000.00	\$85,000.00	\$425,000.00
TRAINING MATERIALS						
Educational Materials and Supplies for certificate and degree programs, the Annual FinTech Forum, and other instructional materials such as the creation of a mobile device(s) repository to include android phones/pads, iOS phones/pads for student usage, educational videos, supplies for Annual FinTech Forum etc.	\$8,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$28,000.00
Subtotal, Training Materials	\$8,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$28,000.00
SUPPORT SERVICES						
Support Services – To include transportation, child care, etc. that are necessary to enable an individual to participate in education and training activities funded through this grant, to be utilized after all other external funds have been leveraged such as local non-profit resources and funds.	\$0.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$4,000.00

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>5-Year Total</u>
Testing Fees for certifications (allowing for students who may need to retest or those who may complete multiple credentialing tests). SAS 9.4 Programming Fundamentals cost - \$120; SAS 9.4 Base Programming Specialist cost - \$180; Power BI cost - \$165 and MOS Microsoft Office Certifications - cost \$100). Line item reflects an average amount of \$300 per student for the boot camp academy and the FinTech Technical Certificate program	\$0.00	\$36,000.00	\$36,000.00	\$36,000.00	\$36,000.00	\$144,000.00
Subtotal, Support Services	\$0.00	\$37,000.00	\$37,000.00	\$37,000.00	\$37,000.00	\$148,000.00
CONTRACTUAL SERVICES						
Contractual Services – Annual sub agreement to co-lead <i>St. Johns River State College</i> to include: A. The SJR State business program will embed 5 modules within the Money, Banking and International Finance (Fin 2231) course (Costs: 5 modules @ \$2321/module = \$11,605). Estimated students in Fin 2231 per year= 10; Estimated number of completers/year impacted by the enhanced curriculum = 5 B. The computer department will embed five modules in the computer education curriculum, starting with the foundational computer education course, Microcomputer Application Software (CGS 1100). (Costs: 5 modules @ \$2321/module = \$11,605). Estimated students in CGS1100 per year= 500; Half of the enrollment goes on in A.A. and half in computer. Estimated number of completers/year impacted by the enhanced curriculum = 13 Total Cost: 10 modules: <i>\$23,210</i> . C. Additional line items include the cost Professional Development/Travel for faculty: <i>\$15,000</i> ; D. Consumables/minor equipment/software to implement the modules: <i>\$15,000</i> ; and E. SJR State FinTech related materials to publicize or hold pathways, programs, events <i>\$15,000</i>	\$68,210.00	\$0.00	\$0.00	\$0.00	\$0.00	\$68,210.00
External Subject Matter Experts (SME) for <i>Annual FinTech Forum national, state or regional guest speakers and other speaker events.</i>	\$10,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$20,000.00	\$105,000.00
External Subject Matter Experts (SME) from financial technology, business, accounting, banking, finance, etc. to <i>help align curriculum with industry.</i>	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$25,000.00
	\$83,210.00	\$30,000.00	\$30,000.00	\$30,000.00	\$25,000.00	\$198,210.00
ONLINE COURSE DEVELOPMENT						
Online course development including the design and production of fintech courses for online and hybrid delivery.	\$50,000.00	\$50,000.00	\$0.00	\$0.00	\$0.00	\$100,000.00
	\$50,000.00	\$50,000.00	\$0.00	\$0.00	\$0.00	\$100,000.00
OTHER						

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>5-Year Total</u>
Marketing/Outreach to recruit participants with a focus on underrepresented populations for multiple FinTech program entry points including certificate programs and the boot camp academy as well as targeted materials for career pipeline/high school students. This line item also includes marketing and outreach support for the Annual Fin Forum and employer/industry engagement. Years 2-5 will include continued use of most effective strategies. Efforts/products throughout the project will include: • print materials (direct mailings, brochures, fliers); • Internet advertisements; • digital marketing campaign (web retargeting/geofencing, paid social media ads); • pop-up banners for use at outreach events; • paid email campaign(s); • newspaper ads; and, • billboards.	\$10,000.00	\$15,000.00	\$15,000.00	\$15,000.00	\$10,000.00	\$65,000.00
Sustenance for annual FinTech Forum (\$17 per attendee x 1 day up to 200 attendees=\$3,400).	\$3,400.00	\$3,400.00	\$3,400.00	\$3,400.00	\$3,400.00	\$17,000.00
Sustenance for Working Connections (\$17 per attendee x 5 days up for 25 attendees per year=\$2,125 beginning in year 2).	\$0.00	\$2,125.00	\$2,125.00	\$2,125.00	\$2,125.00	\$8,500.00
Printing and Duplicating	\$1,250.00	\$1,250.00	\$500.00	\$0.00	\$0.00	\$3,000.00
Subtotal, Other	\$14,650.00	\$21,775.00	\$21,025.00	\$20,525.00	\$15,525.00	\$93,500.00
PROJECT DIRECT COSTS	\$667,791.91	\$740,094.79	\$675,436.60	\$661,983.53	\$644,250.17	\$3,389,557.00
Indirect Cost (calculated at 10%). FSCJ's negotiated rate is 45.8% as approved by DHHS.						
Personnel	\$16,893.19	\$47,631.98	\$46,241.16	\$46,945.85	\$47,672.52	\$205,384.70
Tuition	\$0.00	\$12,000.00	\$12,000.00	\$10,000.00	\$8,500.00	\$42,500.00
Training Materials	\$800.00	\$500.00	\$500.00	\$500.00	\$500.00	\$2,800.00
Support Services	\$0.00	\$3,700.00	\$3,700.00	\$3,700.00	\$3,700.00	\$14,800.00
Online Course Development	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$0.00	\$10,000.00
Other	\$1,465.00	\$2,177.50	\$2,102.50	\$2,052.50	\$1,552.50	\$9,350.00
Subtotal, Indirect Cost Recovery	\$24,158.19	\$71,009.48	\$64,543.66	\$63,198.35	\$61,925.02	\$284,834.70
TOTAL PROJECT REQUEST from DEO	\$691,950.10	\$811,104.27	\$739,980.26	\$725,181.88	\$706,175.19	\$3,674,391.70
FSCJ Match – 35.8% unrecovered portion from approved Indirect Cost Rate.	\$167,469.50	\$264,953.93	\$241,806.30	\$236,990.10	\$230,641.56	\$1,141,861.41
TOTAL PROJECT BUDGET	\$859,419.60	\$1,076,058.20	\$981,786.56	\$962,171.99	\$936,816.75	\$4,816,253.11



601 Riverside Avenue, Jacksonville, FL 32204

November 15, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee, Florida 32399-4120

Dear Secretary Lawson,

I write today on behalf of FIS to support the proposed *Northeast Florida FinTech Initiative*.

As you know, FIS is a global financial technology company, working to help businesses and communities thrive by advancing commerce and the financial world. For over 50 years, FIS has driven growth for clients around the world by creating tomorrow's technology, solutions and services to modernize today's businesses and customer experiences. By connecting merchants, banks, and capital markets, we use our scale and apply our deep expertise and data-driven insights to deliver experiences that are more simple, seamless, and secure to advance the way the world pays, banks, and invests.

Headquartered in Jacksonville, Florida, and offering more than 450 solutions and processing billions of transactions around the world, FIS is committed to the communities that we live and work. As part of that commitment, we enthusiastically support the grant application of the Florida State College of Jacksonville, St. John's River State College and their regional partners.

The Governor's recent initiative to make Florida - and specifically Jacksonville - a larger hub for FinTech is an important accelerator of the industry's growth. FIS, and companies like us, are in need of talented employees who have educational foundations in financial technology. This initiative, in particular the private-public educational partnerships, will begin to help the industry solve its talent gaps.

If approved, FIS will work with the colleges and other stakeholders in a number of ways, including as a participant on the *Northeast Florida FinTech Initiative* advisory committee and forum, sharing FinTech industry skill needs with the schools, including providing expertise in the development of FinTech training content; and serving as a prospective employer for successful completers of the program.

FIS is committed to contributing to making Florida a great place to live and work, and we hope you will give this grant application your highest consideration.

Sincerely,

A handwritten signature in blue ink that reads "Denise Williams".

Denise Williams
Chief People Officer

November 15, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee, Florida 32399-4120

Dear Mr. Lawson:

I am writing this letter to indicate my full support of the planned *Northeast Florida FinTech Initiative*.

Backed by industry-leading expertise, SS&C Technologies is a multinational financial technology company that has been helping investment and financial firms of all types run their operations more efficiently, compete more effectively, and grow more profitably for more than 30 years. Through a combination of organic innovation and strategic acquisitions, we have assembled a comprehensive selection of technology and service capabilities that allow us to build and support an operational platform and deployment strategy customized to business needs and objectives. Our expertise and innovation have been recognized by leading trade, media, and business organizations, demonstrating our commitment to deliver superior solutions that drive success for our clients worldwide.

Today's global financial markets are faster paced, more complex, and more competitive than ever. It is a world that demands agility and precision; the margin for error is razor-thin. Therefore, we need a workforce with the appropriate FinTech skills in order to master this complexity and to overcome operational impediments to growth. We will be expanding our Jacksonville office to add 198 new jobs and believe that the proposed *Initiative* is not only timely but vital.

We will assist Florida State College at Jacksonville, St. Johns River State College, and their regional partners with the following:

- sharing FinTech industry skill needs;
- providing expertise in the development of the applicable training content;
- participating on the Northeast Florida FinTech Initiative advisory committee;
- participating in the annual Northeast Florida FinTech Initiative forum;
- referring incumbent workers for training, as applicable;
- conducting work-based educational activities; and
- serving as a prospective employer for successful completers of the FinTech program.

Sincerely,
Ryan Alexis
Senior Director, Client Service & Operations





November 14, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee, Florida 32399-4120

Dear Mr. Lawson:

Citi, a global bank with the simple mission of responsibly providing financial services that enable growth and economic progress, wishes to express its support for this regional project by Florida State College at Jacksonville (FSCJ) and St. Johns River State College (SJR State) titled *Northeast Florida FinTech Initiative*.

Citi is the world's most global bank, supporting over 100 million customers in more than 160 countries and jurisdictions. We are the world's largest credit card issuer and a growing commercial bank that serves mid-sized clients with cross-border needs.

The objective of this project will help students gain a needed understanding of FinTech topics such as mobile applications, machine learning, artificial intelligence, and cloud-based data management.

Citi is eager to collaborate with FSCJ, SJR State and their regional partners in this innovative and needed project; and to help ensure the success of this project, the company agrees to:

- Be an active participant on the advisory committee;
- Provide expertise in the development of FinTech training content;
- Participate in the annual *Northeast Florida FinTech Initiative* forum;
- Conduct work-based learning activities for students and faculty, such as hosting site visits, externships, and participating in career awareness events, as needed; and
- Serve as a prospective employer for successful completers of the program.

Thank you for serious consideration of this worthwhile project.

Sincerely,

A handwritten signature in black ink, appearing to read "Rebecca Callahan", with a long horizontal flourish extending to the right.

Rebecca Callahan
Senior Vice President

November 11, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee FL 32399-4120

Dear Mr. Lawson:

Black Knight is pleased to support this regional project by Florida State College at Jacksonville and St. Johns River State College titled *Northeast Florida FinTech Initiative*.

Black Knight is a leading provider of integrated software, data and analytics solutions that facilitate and automate many of the business processes across the homeownership life cycle. Black Knight is committed to being a premier business partner that clients rely on to achieve their strategic goals, realize greater success and better serve their customers by delivering best-in-class software, services and insights with a relentless commitment to excellence, innovation, integrity and leadership.

This project will enhance the financial knowledge of our future workforce by developing innovative FinTech education and training programs and building the talent pipeline. Black Knight is eager to collaborate regionally in this innovative and needed project, and to help ensure this program's success, our firm agrees to:

- Actively participate on the advisory committee;
- Share FinTech industry skill needs;
- Provide expertise in the development of the FinTech training content;
- Refer incumbent workers for upskill training, as applicable;
- Participate in the annual *Northeast Florida FinTech Initiative* form;
- Conduct work-based learning activities for students and faculty, such as hosting site visits, participating in career awareness events; and,
- Serve as prospective employer for successful completers of the program.

Thank you for giving consideration to this needed and worthwhile project.

Sincerely,



Anthony Jabbour
Chief Executive Officer



Building on the Jax Navy tradition

P.O. Box 45085 • Jacksonville, Florida 32232-5085 • (904) 777-6000 or 1-800-445-6289 • www.vystarcu.org

November 14, 2019

Ken Lawson
Executive Director, Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee, Florida 32399-4120

Dear Mr. Lawson:

VyStar Credit Union is pleased to support this proposal submitted by Florida State College at Jacksonville and St. Johns River State College for a regional *Northeast Florida FinTech Initiative*.

Since our founding in 1952, VyStar Credit Union has been dedicated to improving the financial lives of our members and supporting the communities in Florida and Southeast Georgia counties, where our members live and work. This dedication is clearly reflected in our vision to be the primary financial institution for our members and to bring credit union services to more people. Through the meaningful partnership we have with six different school districts by way of our VyStar Academy of Business High School Program, we continue to provide paid internship opportunities along with highly valuable financial education training to thousands of students across Northeast and Central Florida.

VyStar feels that a *Northeast Florida FinTech Initiative* is an important effort to ensure that the region's workforce is trained in the fintech skills and competencies needed in today's financial landscape. VyStar is eager to collaborate with Florida State College at Jacksonville, St. Johns River State College and their regional partners in this innovative.

We will support this effort by:

- serving as an advisory-committee member;
- participating in the annual FinTech Forums;
- aligning the efforts of the *Northeast Florida FinTech Initiative* when possible with our VyStar Academy of Business for high school students; and,
- assisting as a prospective employer for eligible participants.

We will also share our expertise to facilitate the development of course work and training materials, and we will refer our current employees to the program as needed. If any additional information is desired, please feel free to contact me directly at (904) 908-2946 or via email: rathjenm@vystarcu.org.

Respectfully,


Michael Rathjen
Vice President, High School Program
VyStar Credit Union

HEADQUARTERS

P.O. Box 43310 | Jacksonville, FL 32203-3310
500 West 1st Street | Jacksonville, FL 32202
(904) 359-6800 | (800) 766-4328
www.firstflorida.org



November 14, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee, Florida 32399-4120

Dear Mr. Lawson:

First Florida Credit Union is pleased to support Florida State College at Jacksonville's regional proposal for a Northeast Florida FinTech Initiative to the Florida Job Growth Grant Fund.

First Florida Credit Union is headquartered in Jacksonville and operates 16 branches throughout the state, serving more than 54,000 members. The organization's guiding mission is to support its members' financial aspirations by providing affordable financial products and services with outstanding member service. Our vision is to be recognized for delivering financial solutions that enrich people's lives.

We are pleased to support this regional fintech-focused project by:

- serving as an advisory-committee member;
- participating in the annual FinTech Forums;
- referring incumbent workers for upskill training, as applicable;
- conducting work-based learning activities for students and faculty, such as hosting site visits and externships and participating in career-awareness events, as needed; and
- serving as a prospective employer for successful completers of the program.

Again, First Florida Credit Union looks forward to having an active role in this worthwhile proposal.

Sincerely,

A handwritten signature in cursive script that reads "Michelle Troha".

Michelle Troha
Senior Vice President of Marketing
First Florida Credit Union



FLORIDA HOUSE OF REPRESENTATIVES

Representative Travis Cummings District 18

**Appropriations Committee, Chair
Rules Committee**

**Joint Legislative Budget Commission,
Alternating Chair**

November 7, 2019

Mr. Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee FL 32399-4120

Dear Mr. Lawson:

I am pleased to express my support for a proposal by Florida State College at Jacksonville (FSCJ), titled the Northeast Florida FinTech Initiative.

One objective of this regional project is to develop a Financial Technical Certificate program which will be embedded in Associate's Degree curriculums at FSCJ. Jacksonville and Northeast Florida are quickly becoming a hub for FinTech industries. Many such companies have set up their headquarters in the region.

This project also will involve St. Johns River State College, in State House District #18, in which I serve as State Representative. Thank you for giving serious consideration to this worthwhile proposal.

Sincerely,

A handwritten signature in black ink, appearing to read "W. Travis Cummings", written over a faint, larger version of the same signature.

W. Travis Cummings
State Representative, House District 18



OFFICE OF MAYOR LENNY CURRY

ST. JAMES BUILDING
117 WEST DUVAL STREET, SUITE 400
JACKSONVILLE, FLORIDA 32202

PH: (904) 255-5000
FAX: (904) 255-5032
www.coj.net

November 13, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee, Florida 32399-4120

Dear Mr. Lawson:

On behalf of Mayor Lenny Curry and the City of Jacksonville, I am pleased to offer this letter in support of Florida State College at Jacksonville and St. Johns River State College's Northeast Florida FinTech Initiative proposal under DEO's Florida Job Growth Grant Fund.

As you know, Jacksonville is home to many of the state's top financial institutions and takes pride in our business-friendly atmosphere and strong culture of industry-based innovation. This regional project will help meet the workforce needs of Northeast Florida within the rapidly growing field of financial technology. Jacksonville is well-positioned to support the growth and innovation of FinTech in Florida because of our diversified economic structure, identity as one of the largest deposit markets in the state and our service as home to multiple financial service company headquarters.

While we continue to do all we can at the local level to implement policies that encourage job growth and sustainable 21st-century economic development, the State of Florida will no doubt continue to play a critical role as our partner.

Your favorable consideration of this request would be greatly appreciated. Together, I'm confident we can continue making the Sunshine State the greatest state to work, live and play in the nation.

Sincerely,

Brian Hughes
Chief Administrative Officer



Florida House of Representatives

Representative Cord Byrd

District 11

November 15, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee, Florida 32399-4120

Dear Mr. Lawson:

As a state representative, I am pleased to offer this letter in support of Florida State College at Jacksonville and St. Johns River State College's *Northeast Florida FinTech Initiative* proposal under DEO's Florida Job Growth Grant Fund.

This regional project will help meet Northeast Florida workforce needs within the rapidly growing field of financial technology. Jacksonville is well-positioned to support the growth and innovation of fintech since our city offers a diversified economic structure, is one the largest deposit markets in the state, and offers a vibrant financial services headquarters cluster.

Your favorable consideration of this request would be greatly appreciated.

Yours in Liberty,

A handwritten signature in blue ink, appearing to read "Cord Byrd", written over a large, stylized blue scribble.

Cord Byrd
State Representative District 11

District Office:
421 Third Street N.
Jacksonville Beach, FL 32250
(904) 242-3495

Tallahassee Office:
308 House Office Building
402 South Monroe Street
Tallahassee, FL 32399
(850) 717-5011

Email: cord.byrd@myfloridahouse.com



November 8, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee FL 32399-4120

RE: Support Letter, Florida State College at Jacksonville and St. Johns River State College Florida
Job Growth Grant Fund application

Dear Mr. Lawson:

JAXUSA Partnership, a private, nonprofit division of the JAX Chamber, is Northeast Florida's regional economic development initiative serving seven Northeast Florida counties. Our mission is to be a catalyst for economic growth and maximize the region's unique resources to aggressively recruit jobs and capital investment to our area. Using strategic research and targeted marketing, JAXUSA focuses on recruiting new companies and expanding our existing business community. Talent is an integral part of the process, and our partnerships with CareerSource Northeast Florida and local colleges and universities help develop and attract a steady stream of skilled workers.

As the fintech industry's need for employees with advanced IT and cybersecurity skills grows, locations that can provide such a workforce are becoming of great interest for the industry. Financial technology has changed the skillsets needed of the information technology workforce including competencies in areas such as blockchain, mobile applications, artificial intelligence, machine learning and cloud-based data management. Higher education institutions must begin preparing future workers for the mid-to high-skilled positions that will be required to operate in this new environment.

Recently, Governor Ron DeSantis visited Jacksonville to announce that Florida Job Growth Grant applications for dollars related to fintech academies and related training programs should be expedited. He stated that Jacksonville is a "natural" place for fintech academies and indicated that Jacksonville is well-suited to elevate the financial technology sector. Due to company relocation or expansion such as SS&C, SoFi, Fidelity Investments and Fidelity National Information Systems Inc., skill sets in fintech are needed currently and into the future. Therefore, developing this talent pipeline to meet business need is critical.

This high-growth, high-demand industry offers a multitude of solid career opportunities for new and existing members of the region's workforce. According to JOBSEQ 2019 data, total high-tech employment in the region is 64,391. Average wages are \$85,869. Financial Services sustains 51,230 jobs in the region, with an average wage of \$76,817. At the

intersection point of these industries, opportunity abounds. Announcements in the last year such as SS&C Technologies adding 198 jobs, SoFi adding 300 jobs, and FIS' adding 500 new jobs to the market, as well as the above data, show that the region is ripe for continued growth and expansion of current academies and post-secondary programs.

JAXUSA Partnership is eager to collaborate regionally with Florida State College at Jacksonville and St. Johns River State College in this innovative and needed project.

Sincerely,

A handwritten signature in black ink, appearing to read "Anna Lebesch". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

Dr. Anna Lebesch
Vice President of Talent Development
JAXUSA Partnership



November 19, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee, Florida 32399-4120

Dear Mr. Lawson:

The Jacksonville IT Council (JITC) is pleased to support the regional *Northeast Florida FinTech Initiative* as submitted by Florida State College at Jacksonville and St. Johns River State College.

Facilitated by the region's chamber of commerce, JAX Chamber, JITC is a forum for information technology professionals to exchange information, explore new ideas, develop partnerships, educate the IT community and contribute to the success of our members. These members, including all IT-related and non-related business owners, IT directors, staffing personnel and others who have a keen interest in technology, come together to increase the strengths and relationships within the IT community.

The region is currently scrambling to hire new graduates with FinTech foundation knowledge and to upskill current employees on financial technology abilities. We need our local institutions of higher education to develop students' acumen in the applicable topics, including mobile applications, machine learning, and cloud-based data management. Florida State College at Jacksonville's *Northeast Florida FinTech Initiative* will develop this much-needed coursework and enhance the activities needed to help workers obtain critical proficiency in financial services technology.

JITC will assist by referring candidates for training and disseminating information about the program to area employers who need skilled new hires.

We look forward to working with Florida State College at Jacksonville, St. Johns River State College, and their regional partners on this promising project.

Sincerely,

A handwritten signature in cursive script that reads "Wendy Norfleet".

Dr. Wendy Norfleet
President, Jacksonville IT Council



careersourcenefl.com

November 13, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee FL 32399-4120

Dear Mr. Lawson:

CareerSource Northeast Florida is pleased to support Florida State College of Jacksonville and St. Johns River State College's proposed *Northeast Florida FinTech Initiative* grant application to the Florida Department of Economic Opportunity. FSCJ is leading a regional effort to submit this grant. This proposed grant program will provide a comprehensive strategy to solve regional talent shortages and keep our FinTech sector thriving. Project goals include:

- 1) Creating a Northeast Florida FinTech Institute that will engage the region's educational and industry stakeholders to define FinTech workforce needs and diversify and strengthen the talent pipeline;
- 2) Developing industry-driven FinTech workforce education programs and academies;
- 3) Training individuals with industry-recognized FinTech workforce competencies and credentials.
- 4) Establishing a Northeast Florida FinTech Lab to support regional innovation and provide an applied experiential learning environment for students and incumbent workers.

CareerSource Northeast Florida, as the regional workforce board, supports these goals to build a talent pipeline for the jobs of today and the future. Our legal name, First Coast Workforce Development Inc., reflects our role as a publicly funded agency that provides workforce-related services to the Northeast Florida counties of Baker, Clay, Duval, Nassau, Putnam and St. Johns. We open the door to improved employment opportunities through education, training and career services for workers.

CareerSource Northeast Florida is eager to collaborate regionally in this innovative and needed project and will assist by referring students for training; providing One-Stop services to students, such as job placement assistance, and referrals; and disseminating information to area employers who desire training for potential new hires.

CareerSource Northeast Florida looks forward to having an active role in this worthwhile, regional proposal from Florida State College at Jacksonville and St. Johns River State College.

Sincerely,

A handwritten signature in blue ink that reads "Bruce Ferguson, Jr." in a cursive style.

Bruce Ferguson, Jr.
President

1845 Town Center Boulevard
Suite 250
Fleming Island, FL 32003
p: 904-213-3800 | f: 904-516-9217





Andy Tuck, *Chair*
Marva Johnson, *Vice Chair*
Members
Ben Gibson
Tom Grady
Michael Olenick
Joe York

November 12, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee, Florida 32399-4120

Dear Mr. Lawson:

The Florida College System (FCS), a Florida Department of Education division, is proud to support the proposal for a regional *Northeast Florida FinTech Initiative* submitted in partnership by Florida State College at Jacksonville and St. Johns River State College.

Florida's colleges remain the primary point of access to higher education in Florida, including recent high school graduates and returning adult students. The 28-member colleges of the FCS respond quickly and efficiently to meet the demand of employers by aligning certificate and degree programs with regional workforce needs. We are also committed to helping students get the training they need to improve their lives and help boost our state's economy.

FCS actively promotes education innovation and continuous improvement. We believe that the development of a *FinTech Initiative* will fuel this, while simultaneously addressing the associated labor shortage in Northeast Florida and bolstering economic development for the state and its citizens.

We are pleased to work with Florida State College at Jacksonville and St. Johns River State College in regionally disseminating the findings and best practices obtained from the proposed project, as well as in providing assistance in the training-development process as needed.

Sincerely,

Carrie E. Henderson, Ph.D.
Executive Vice Chancellor

CEH/ll



CLAY COUNTY DISTRICT SCHOOLS

900 WALNUT STREET, GREEN COVE SPRINGS, FL 32043

P (904) 336-6500 F (904) 336-6536 W oneclay.net

SUPERINTENDENT OF SCHOOLS

Addison G. Davis

BOARD MEMBERS:

Janice Kerekes, District 1
Carol Studdard, District 2
Tina Bullock, District 3
Mary Bolla, District 4
Ashley Gilhousen, District 5

November 8, 2019

Ken Lawson, Executive Director
Department of Economic Opportunity
107 East Madison Street, Caldwell Building
Tallahassee FL 32399-4120

Dear Mr. Lawson:

Clay County District Schools is pleased to support this regional project titled *Northeast Florida FinTech Initiative*.

Clay County District Schools' motto is "Discovering Endless Possibilities." Our objective is to prepare lifelong learners for success in a global and competitive workplace and in acquiring life skills. St. Johns River State College, which is partnering with Florida State College at Jacksonville in this project, provides our graduates with postsecondary instruction in Associate's degree programs and Career and Technical Education. This project will develop a FinTech certificate program that both institutions will have the ability to embed in Associate Degree programs of study, providing students with greater knowledge of blockchain, mobile applications, artificial intelligence, machine learning, and cloud-based data management.

We are pleased to collaborate in this innovative project and to ensure its success the District agrees to:

- Actively participate on the advisory committee;
- Provide expertise in the development of FinTech training content;
- Aligning efforts between the *Northeast Florida FinTech Initiative* and the appropriate career academies; and,
- Participate in the annual *Northeast Florida FinTech Initiative* forum.

Again, thank you for careful consideration of this worthwhile program.

Sincerely,

A handwritten signature in black ink that reads "Alice Paulk". The signature is written in a cursive, flowing style.

Alice Paulk
Career and Technical Education Supervisor, Program Implementation



Corey Wright
Assistant Superintendent
Accountability & Assessment
4037 Boulevard Center Drive | Jacksonville, FL 32207
904.348.7895 | Fax 904.348.2439
wrightc8@duvalschools.org | www.duvalschools.org

November 6, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee FL 32399-4120

Dear Mr. Lawson:

Duval County Public Schools wishes to express its support for this proposal by Florida State College at Jacksonville and St. Johns River State College titled *Northeast Florida FinTech Initiative*.

The Duval County Public School District includes public secondary schools in the city of Jacksonville, the city of Baldwin FL, and the beach communities of Atlantic Beach, Neptune Beach and Jacksonville Beach. The single phrase that could describe Duval County Public Schools over the last several years is *continuous quality improvement*. The district has made extraordinary progress in student achievement with a “whole child” educational philosophy and relentless commitment to instruction excellence. This regional project will extend that goal, providing a FinTech certificate program to be embedded in Associate Degree programs of study and providing postsecondary students with greater knowledge of blockchain, mobile applications, artificial intelligence, machine learning, and cloud-based data management.

As a collaborator with Florida State College at Jacksonville, St. Johns River State College and their other regional partners in this innovative and needed project, Duval County Public Schools agrees to:

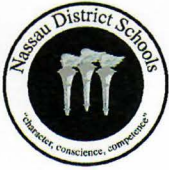
- Actively participate on the advisory committee;
- Align efforts between the *Northeast Florida FinTech Initiative* and the appropriate career academies such as the Vystar Academy of Business and Finance for high school students; and,
- Refer teachers to participate in the annual *Northeast Florida FinTech Initiative* forum.

Again, thank you for careful consideration of this worthwhile program.

Sincerely,



Corey Wright
Assistant Superintendent



The Nassau County School District

1201 Atlantic Avenue
Fernandina Beach, Florida 32034

Kathy K. Burns, Ed.D.
Superintendent of Schools

(904) 491-9900
Fax (904) 277-9042
info@nassau.k12.fl.us

November 15, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee FL 32399-4120

Dear Mr. Lawson:

On behalf of the Nassau County School District, I am happy to support this proposed regional project, *Northeast Florida FinTech Initiative*, from Florida State College at Jacksonville and St. Johns River State College.

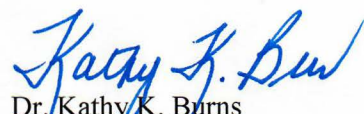
The Nassau County School District is comprised of 16 fully accredited elementary, middle and high schools serving five geographic areas across the county. The district also operates the Nassau Adult High School, which offers an adult high school diploma to students at four satellite locations across the county. Nassau County's economy is quite diverse, ranging from agricultural activity (mostly in the form of tree farms) in the west and central areas, to a variety of activities closer to Amelia Island. Much of the land used for tree farming is owned by Rayonier, owner of a large pulp mill in Fernandina Beach. Fernandina Beach is also the closest city to two upscale resorts, the Ritz-Carlton Hotel and Amelia Island Plantation.

Financial literacy needs strengthening in postsecondary instruction. This project will develop a Financial Tech certificate program that will be embedded in Associate Degree programs at community and state colleges. It also will provide a needed FinTech upskilling for incumbent workers.

I support this innovative and needed project, and the Nassau County School District is eager to collaborate with Florida State College at Jacksonville, St. Johns River State College and their regional partners in any way possible, in particular by:

- Actively participating on the advisory committee;
- Aligning efforts between the *Northeast Florida FinTech Initiative* and the appropriate career academies; and,
- Referring teachers and participating in the annual *Northeast Florida FinTech Initiative* forum.

Sincerely,


Dr. Kathy K. Burns
Superintendent of Schools

Our mission is to develop each student as an inspired life-long learner and problem-solver with the strength of character to serve as a productive member of society.

The Nassau County School District does not discriminate on the basis of race, color, national origin, gender, age, disability or marital status in its educational programs, services or activities, or in its hiring or employment practices.

Putnam County School District

200 Reid Street Palatka, Florida 32177

www.putnamschools.org

November 7, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee FL 32399-4120

Dear Mr. Lawson:

The Putnam County School District is pleased to support this regional proposal by Florida State College at Jacksonville (FSCJ) and St. Johns River State College (SJR State) titled *Northeast Florida FinTech Initiative*.

Putnam County is served by ten elementary schools, five middle schools and five high schools. St. Johns River State College, which is partnering with FSCJ in this innovative and needed regional project, provides postsecondary instruction in Associate's degree programs and Career and Technical Education. Both colleges will have the ability to embed the FinTech certificate program in Associate Degree programs of study, providing students with greater knowledge of blockchain, mobile applications, artificial intelligence, machine learning, and cloud-based data management.

As a supporter of this regional project, the Putnam County School District agrees to:

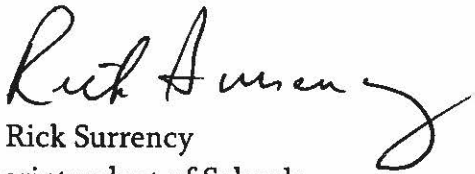
Actively participating on the advisory committee;

Aligning efforts between the *Northeast Florida FinTech Initiative* and the appropriate career and technical education sites; and,

Referring teachers and participating in the annual *Northeast Florida FinTech Initiative* forum.

Again, thank you for careful consideration of this worthwhile program.

Sincerely,



Dr. Rick Surrency
Superintendent of Schools



Holly Pickens, District I
David Buckles, District II
Sandra Gilyard, District III

Gordon "Bud" McInnis, District IV
Jane Crawford, District V
Dr. Rick Surrency, Superintendent



Tim Forson
Superintendent of Schools

40 Orange Street
St. Augustine, Florida 32084
(904) 547-7500
www.stjohns.k12.fl.us

November 21, 2019

SCHOOL BOARD

Beverly Slough
District 1

Tommy Allen
District 2

Bill Mignon
District 3

Kelly Barrera
District 4

Patrick Canan
District 5

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee FL 32399-4120

Dear Mr. Lawson:

In my role as superintendent, I am pleased to offer the St. Johns County School District's support of this innovative regional proposal by Florida State College at Jacksonville (FSCJ) and St. Johns River State College (SJRSC) titled *Northeast Florida FinTech Initiative*.

The St. Johns County School District consists of 18 elementary schools, six K-8 academies, seven middle schools and seven high schools. For the past 10 years the district has been first in the state out of 67 districts in total school accountability points and has been one of only two districts in Florida with a grade of A each year since 2010. The district continues to strategically expand programming. In addition to the school district's technical college, which has 19 programs of study, residents of the county may obtain an associate's or bachelor's degree in select disciplines through SJRSC, which is partnering with FSCJ in this project. Both SJRSC and FSCJ will have the ability to embed the FinTech certificate program developed through this project in associate degree programs of study, providing students with greater knowledge of blockchain, mobile applications, artificial intelligence, machine learning, and cloud-based data management.

The St. Johns County School District is eager to collaborate regionally in this needed project, and agrees to:

- Actively participate on the advisory committee;
- Align efforts between the *Northeast Florida FinTech Initiative* and the appropriate career academies; and,
- Refer teachers and participate in the annual *Northeast Florida FinTech Initiative* forum.

Again, thank you for careful consideration of this worthwhile program.

Sincerely,

Tim Forson
Superintendent of Schools
St. Johns County School District

Northeast Florida Regional STEM2 Hub



Science • Technology • Engineering • Math • Medical

November 6, 2019

Ken Lawson
Executive Director
Department of Economic Opportunity
107 East Madison Street
Caldwell Building
Tallahassee, Florida 32399

Dear Mr. Lawson:

The Northeast Florida Regional STEM2 Hub (STEM2 Hub) is a not-for-profit entity solely dedicated to accelerating the growth of STEM2 initiatives (and measured outcomes) in the Northeast Florida region. We fully support the proposal for a regional *Northeast Florida FinTech Initiative*, as our organization's mission directly aligns with its proposed activities.

The STEM2 Hub was created to rally and organize local business, university, and K-12 leaders to provide the essential missing elements for the region to accelerate the percentage of Northeast Florida students choosing STEM careers. The STEM2 Hub focuses on eight key pillars needed for success: convening partnerships, sharing vision, advancing policy, establishing measures, supporting activities, building passion, mobilizing funding and supporting business opportunities. Our organization is cognizant of the growing FinTech field and the important role it will have in our region's economy.

The STEM2 Hub is excited about and pleased to endorse this proposal.

Sincerely,

Kathleen Schofield
Executive Director
Northeast Florida Regional STEM2 Hub
904-502-0958

2019 STATE OF THE SECTOR

FINANCIAL SERVICES



FAST FACTS

51,858
EMPLOYED IN SECTOR
SOURCE: JOBS EQ

FORBES RANKED JACKSONVILLE AS THE **#12 BEST CITY** FOR YOUNG PROFESSIONALS

2,201
FINANCE & INSURANCE ESTABLISHMENTS IN JAX
SOURCE: JOBS EQ

The sector continues steady growth in Northeast Florida. Financial Services companies benefit from the region's excellence in financial services support, investment banking, and mortgage sales.

Jacksonville's strong broadband infrastructure, as well as 95+ non-stop daily flights for global connectivity, make it a prime hub for the Financial Services sector.

TOP REGIONAL EMPLOYERS (2018)

	No. of employees
BANK OF AMERICA MERRILL LYNCH – Banking and Investments	8,000
CITI – Consumer Finance	4,500
JP MORGAN CHASE – Mortgage	3,900
WELLS FARGO – Banking	3,500
DEUTSCHE BANK – Investment Banking	2,250



8 regional colleges & universities offering degree or certificate programs with **Financial Services** concentrations



17 CTE academies focusing on **Financial Services**



TALENT PIPELINE

Our regional employs 51,858 people in financial services. Top occupation groups include office and administrative support, business and financial operations, sales, and management.

Employment levels demonstrate that the financial industry was more competitive in the Jacksonville MSA than its national counterpart during the same period.

Occupation	Employment	Avg Ann Wages
Customer Service Representatives	5,868	\$33,300
Tellers	3,735	\$31,900
Loan Officers	3,028	\$79,200
Securities, Commodities, and Financial Services Sales Agents	2,955	\$118,500
Insurance Sales Agents	2,721	\$67,500
Loan Interviewers and Clerks	2,359	\$44,200
Claims Adjusters, Examiners, and Investigators	2,125	\$61,600
Insurance Claims and Policy Processing Clerks	2,058	\$34,500
First-Line Supervisors of Office and Administrative Support Workers	2,027	\$54,800
Personal Financial Advisors	1,518	\$129,100

»» JAXUSA INDUSTRY EXPERT INSIGHT

Project Activity

The Jacksonville region continues to grow as a global hotspot for finance and financial technology. Adding new companies to the market and moving headquarters downtown are all byproducts of the continued interest in Northeast Florida. VyStar Credit Union's purchase of the Sun Trust Building brings 700 employees downtown and provides potential for new growth. TIAA completed its acquisition of EverBank with plans to continue adding jobs in the market. Companies like EY, FIS, Deutsche Bank and Fidelity Investments continue to grow in Jacksonville. Overall, the financial industry in the region is strong, offering opportunities for a diverse group of individuals. For example, Macquarie's 220 employees hail from more than 25 different countries.



Cathy Chambers
SVP, Strategy & Business Development
Financial Services

Employer Needs

The geographic concentration of financial jobs are centered in Duval and St. Johns Counties. The financial industry has tended to be more competitive than its national counterparts, due in part to superior technology, leadership and available labor. When an industry is thriving, the workforce must respond accordingly to meet demand. Northeast Florida has continued to build its existing talent pool while attracting talent from other markets, keeping this industry thriving. Some local companies will hire college grads without specific industry work experience in positions that pay over and above entry-level wages. This provides ample opportunity to learn and work your way up within the industry.

Current and Future Trends

In 2017, the Finance and Insurance sector produced \$7.1 billion in gross domestic product (GDP). The industry share was 10.1% of the total GDP in the region. A 2.4% average annual employment increase has also occurred over the last 10 years. There is no indication that this forward momentum will decline. Career Academies continue to expand, which will assist in a continual replenishment of talent in the workforce pipeline. Innovative financial pop ups encouraging entrepreneurialism in the industry are also on our radar.

EMPLOYER BEST PRACTICE ««

While traditional banking continues to flourish, disruptive technologies in the industry are sparking innovation and entrepreneurialism in the sector. **FinTech** continues to expand, generating interest among venture capitalists and investment banks. We continue to focus on this sector's global relevance through our work with **Enterprise Florida** and the annual **Jaguars sales mission to London**, the FinTech capital of the world. **FIS** has served as a catalyst, as Jacksonville's leading FinTech employer.

On February 6-7, 2019, **Global Accelerated Ventures**, a FinTech accelerator and innovation aggregator, will host its inaugural **Fintech Challenge** at the Florida Theatre. This premiere event will feature a competition, along with visibility and funding opportunities. This is a considerable opportunity for continued expansion and advancement of creative, industry changing ideas and products. Our global relevance and connectivity will be highlighted in this event, which FIS is sponsoring.



JAXUSA Partnership works closely with **CareerSource Northeast Florida** to ensure that employers have the best assistance for any pertinent workforce needs. For more information, please contact:

▼ **Brian Allen**, Industry Sector Manager, Financial Services
(904) 798-9229 ext. 2270 or ballen@careersourcenefl.com



PRODUCED IN PARTNERSHIP WITH CAREERSOURCE NORTHEAST FLORIDA