



**Florida Job Growth Grant Fund  
Workforce Training Grant Proposal**

Proposal Instructions: The Florida Job Growth Grant Fund Proposal (this document) must be completed and signed by an authorized representative of the entity applying for the grant. Please read the proposal carefully as some questions may require a separate narrative to be completed.

**Entity Information**

Name of Entity: Gulf Coast State College

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

**Contact Information:**

Primary Contact Name: Mr. Glen McDonald

Title: V.P. of Strategic Initiatives and Economic Development

Mailing Address: 5230 West U.S. Highway 98  
Panama City, Florida 32401

Phone Number: (850) 872-3805

Email: gmcDonald@gulfcoast.edu

**Workforce Training Grant Eligibility**

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

Eligible entities must submit proposals that:

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



## 1. Program Requirements:

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

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

Advanced Manufacturing Innovation Institute Training Grant. Please see attached word document.

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

This proposal supports new programs for advanced manufacturing at Gulf Coast State College. Please see attached word document.

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

This proposal will provide financial support to Gulf Coast State College that is needed to expand the current Engineering Technology AS degree to include components in advanced manufacturing. Please see attached word document. +

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

Yes  No

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

This proposal is based on criteria established by the state colleges and state technical centers in that it is aligned with the mission of the Florida College System's Strategic Plan,... Please see attached word document. +

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

Yes  No



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

This proposal will promote economic opportunity by expanding and enhancing the workforce training in advanced manufacturing that is available in Bay, Gulf and Franklin counties. Please see attached word document.

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**2. Additional Information:**

A. Is this an expansion of an existing training program?  Yes  No

If yes, please provide an explanation for how the funds from this grant will be used to enhance the existing program.

The Eng. Tech. AS Degree at GCSC will be... Please see attached word document.

B. Does the proposal align with Florida's Targeted Industries? (View Florida's [Targeted Industries here.](#))

Yes  No

If yes, please indicate the targeted industries with which the proposal aligns.

If no, with which industries does the proposal align?

The proposal is aligned with the aviation and the aerospace industry.

C. Does the proposal align with an occupation(s) on the Statewide Demand Occupations List and/or the Regional Demand Occupations List? (View Florida's [Demand Occupation Lists here.](#))

Yes  No

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

If no, with which occupation does the proposal align?

Machinists, Production and Operating Workers, Engineering Technicians, and Civil Engineers.





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.

The training as outlined in this proposal will be offered in traditional classroom settings,... Please see attached word document.



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

The number of anticipated enrollments in the expanded Engineering Technology settings,... Please see attached word document.

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

Begin Date: July 2018      End Date: June 2020

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

Due to the increased high skill/high wage employment opportunities in advanced manufacturing now available in the local community and with the likelihood of even more employment opportunities in the future,... Please see attached word document.

H. Identify any certifications, degrees, etc. that will result from the completion of the program. Please include the Classification of Instructional Programs (CIP) code if applicable.

Student completing the AS degree in Engineering Technology will receive an Associate in Science Degree from Gulf Coast State College. The CIP code is: 1615000001.



I. Does this project have a local match amount?

Yes  No

If yes, please describe the entity providing the match and the amount.

The college will support the project by providing all administrative support and facilities for key personnel as an in-kind contribution during its implementation.

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

The following are the links to documents utilized... Please see the Attached Word Document.

### 3. Program Budget

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

A. Workforce Training Project Costs:

Equipment	\$ 1,271,610	
Personnel	\$ 408,590	
Facilities	\$ 698,250	
Tuition	\$ 254,775	
Training Materials	\$ 175,000	
Other	\$ _____	Please Specify: _____
<b>Total Project Costs</b>	<b>\$ 2,808,225</b>	

B. Other Workforce Training Project Funding Sources:

City/County	\$ _____	
Private Sources	\$ 100,000	
Other (grants, etc.)	\$ 740,000	Please Specify: <u>GCSC match</u>
<b>Total Other Funding</b>	<b>\$ 840,000</b>	

**Total Amount Requested** \$ 1,968,225

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



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

The equipment used in advanced manufacturing processes is new and expensive. The equipment purchased with this grant will cost \$1,271,610. This equipment includes Electroforming equipment (\$528,650) and Composite equipment (\$742,960). These 2 technologies are being used by companies such as GKN Aerospace, Doncasters, and Huntingdon Ingalls and will be used by GCSC to train current and future employees at these companies. This equipment will need to be ordered as soon as this grant is approved... Please see attached word document.

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**4. Approvals and Authority**

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

Once approved, the GCSC President will proceed to sign the designated contracts and will delegate the administration... Please see attached word document.

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

- i. Provide the schedule of upcoming meetings for the group for a period of at least six months.

NA

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

NA

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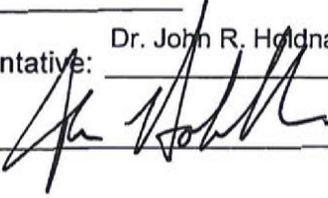
- C. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the entity. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc.



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

Name of Entity: Gulf Coast State College

Name and Title of Authorized Representative: Dr. John R. Holdnak, President

Representative Signature: 

Signature Date: 3/28/2018

**Florida Job Growth Grant Fund  
Workforce Training Grant Proposal  
Advanced Manufacturing Innovation Institute Training Grant  
Gulf Coast State College**

**1. Program Requirements**

**A.** Provide the title...

The Gulf Coast State College (GCSC) Advanced Manufacturing Innovation Institute (AMI2) will be a public-private partnership of industry, local/state/federal agencies, and academia that work together and invest in the development of world leading facilities, technologies, capabilities, education, training, and workforce development/recruitment. Our stakeholders are working together to jointly design, acquire and equip world-class research, development, and production facilities – a global center for advanced manufacturing excellence! In addition, our stakeholders are working to identify and recruit the best industry talent essential to drive our innovation and success.

AMI2 is designed to expand upon and integrate the work of current and developing Advanced Manufacturing (AM) partners - partners who make extensive use of computerized and highly automated, high precision technologies and techniques, combined with a high performance workforce, in furnishing a heterogeneous mix of products (in small or large volumes, and with both the efficiency of mass production and the flexibility of custom manufacturing), in order to quickly respond to customer demands.

Participants will be provided with specific industry training, certificates, and Associate of Science degrees in the areas of Engineering Technology, Composites, Electron Beam Powder Bed, and Electroforming (these are all current needs in advanced manufacturing).

The Gulf Coast State College (GCSC) Advanced Manufacturing Innovation Institute will provide state of the art skill training to individuals who are seeking future employment in advanced manufacturing. The training will include classroom instruction, in school laboratory experiences and significant on the job training opportunities through internships. Students participating in the Institute will be provided instruction in the basics of advanced manufacturing and will have extensive opportunities to participate in research and development activities regarding new technologies and processes. These two components (on-the-job training and opportunities for research and development) are the major differences between the GCSC Advanced Manufacturing Innovation Institute and other advanced manufacturing training programs. Through the use of extensive on-the-job training and opportunities to participate in research and development, students will be well prepared for employment in the dynamic, ever changing field of advanced manufacturing. They will have the knowledge and skills needed to perform the basic processes that are required, operate state of the art equipment and identify new or improved processes and techniques.

The GCSC Advanced Manufacturing Innovation Institute will provide several learning opportunities/programs for prospective students and employers. These programs/learning

activities will include: Associate of Science degree in Engineering Technology (includes several options in advanced manufacturing) and college credit certificates in advanced manufacturing. The Institute will also provide non-credit instruction in areas identified by manufacturing employers as needed for training or retraining of current or new employees.

The Institute will be a partnership between GCSC, FSU-PC, Bay District Schools, local manufacturing employers, local military institutions, Bay County Economic Development Alliance and the St. Joe Company.

**B.** Describe how this proposal...

This proposal supports new programs for advanced manufacturing at Gulf Coast State College. Funding of this proposal will enable GCSC to modify the Advanced Technology Center to accommodate the new AM equipment, purchase the necessary AM equipment needed for the program, and hire the staff to teach and certify the workforce participants.

This proposal supports program(s) at state colleges (Gulf Coast State College) by providing support to expand existing programs (Engineering Technology) to meet the needs of local manufacturing employers. The proposal will also support the diversification of the local/regional economy which is a major component of the mission of a state college. Based on information from the Bay County Economic Development Alliance and Florida's Great Northwest, advanced manufacturing has been identified as a targeted industry for the region. Efforts are underway (and have been successful) to recruit additional manufacturers to the area and to also meet the skilled workforce needs of the existing manufacturers in the area.

The new GKN Aerospace facility at the Northwest Florida Beaches International Airport site has resulted in increased Advanced Manufacturing (AM) project activity by our Bay County Economic Development Alliance. GCSC is currently providing all pre-employment training for the 170 new jobs for GKN Aerospace and our next class for new employees will be held at our college on April 12th, 2018. The Bay County EDA currently is working 10 AM projects totaling 1,620 new jobs for Bay County. The average annual salary for these 10 late-stage prospects is \$62K. We feel confident that Bay County will win at least 50% of these projects, creating 810 AM jobs over the next 5 years. A conservative estimate based on GCSC providing training to 25% of the 810 expected new jobs would indicate that 203 new students would also be served by the Engineering Technology program.

In order to meet these needs, GCSC needs to expand the existing Engineering Technology AS degree and related certificates to include additional components unique to advanced manufacturing. This proposal will support this effort by providing funding for state of the art advanced manufacturing equipment, facilities, personnel and training materials.

**C.** Describe how this proposal provides...

This proposal will provide financial support to Gulf Coast State College that is needed to expand the current Engineering Technology AS degree and related certificates to include components in advanced manufacturing. This expansion is needed in order to provide the skilled workforce that is required by current manufacturing employers in the area and also to meet the needs of future

manufacturing employers. The revisions to the program that will be funded through this proposal (equipment, facilities, personnel and training materials) will insure that students receive state of the art instruction using the latest equipment and training materials in an up-to-date facility taught by highly skilled instructors. Due to the rapidly changing technology used in advanced manufacturing, it is absolutely critical that the instruction be provided using the latest equipment with highly skilled instructors otherwise the students will not have transferable, sustainable workforce skills needed by advanced manufacturing employers.

GCSC is working closely with local advanced manufacturers and military partners in the design and implementation of all aspects of the revised program (what is being taught, how it is being taught, needed equipment, training materials) to insure that students will have the workforce skills required by local/regional employers.

**D.** Does this proposal support...?

Yes

**E.** Describe how this proposal is based...

This proposal is based on criteria established by the state colleges and state technical centers in that it is aligned with the mission of the Florida College System's Strategic Plan, in addition to the statutory mission. As stated by the Florida College System's Council of Presidents in 2012: "The mission of the Florida College System is to provide access to high quality, affordable academic and career education programs that maximize student learning and success, develop a globally competitive workforce, and respond rapidly to diverse state and community needs." In addition, the statutory mission for the Florida College System also indicates that Florida Colleges should offer programs that prepare students directly for careers requiring less than a baccalaureate degree and that promote economic development by providing special programs such as Enterprise Florida-related programs and economic development centers. The programs (Engineering Technology) that this proposal would provide support to meets both the statutory mission and criteria and the mission identified in the Florida College System strategic plan.

Each individual FCS institution also has criteria that are utilized to determine whether a new workforce program should be developed and offered or whether an existing program should be expanded. These criteria include: (1) labor market demand (2) wages that will be earned by completers of the program (is it enough to sustain an individual/family) (3) placement rates (4) input from local employers (5) employer satisfaction (6) future employment trends for the industry/occupation. Other criteria that are important when deciding on starting/expanding a program is an assessment of what is required from a facility, equipment, materials and instructional standpoint. In order to insure that this assessment is accurate, Gulf Coast State College involves local employers with expertise in the industry/occupation.

The decision to expand the Engineering Technology AS degree and related certificates was made after reviewing all of the criteria identified above to insure that there was a need for the programs and that there would be high skill/ high wage employment opportunities available for completers of the program. Local manufacturers and military partners with expertise in

advanced manufacturing also provided input into the equipment, facility, material and instructional needs identified in the proposal budget request.

This proposal will provide support for the expansion of the Engineering Technology programs at GCSC to include additional instruction in advanced manufacturing. The decision to expand the programs in this area was made after all of the criteria at the state and local level were considered.

**F.** Does this proposal support a program(s)...?

Yes

**G.** Describe how this proposal will...

This proposal will promote economic opportunity by expanding and enhancing the workforce training in advanced manufacturing that is available in Bay, Gulf and Franklin counties. Bay Economic Development Alliance, Florida's Great Northwest and Opportunity Florida have all identified Advanced Manufacturing as one of the "Targeted Industries" that is important to the diversification of the local economies and the availability of high skill/high wage employment opportunities. Recent developments in the local community (the arrival of GKN Aerospace, Eastern Shipbuilding's new Coast Guard contract and other opportunities with our military partners) have resulted in increased employment opportunities for individuals with expertise in advanced manufacturing. Based on this identified need for individuals with skills in advanced manufacturing, Gulf Coast State College, in conjunction with manufacturing partners, military partners, and economic development partners determined that it was essential that training be provided in this area. By expanding the existing Engineering Technology AS degree and related certificates at GCSC to include training in advanced manufacturing, this critical need will be met and individuals will have an opportunity locally to train for high skill/high wage employment opportunities.

It is anticipated that initial enrollment in the expanded Engineering Technology AS degree program will be 24 students. Adjusting the student projected growth numbers over a 5 year time period would bring the minimum number of trained students enrolled in our programs to over 168. If you include the 170 employees we are currently training at GCSC for current GKN Aerospace needs and the projected growth in AM jobs for Bay County (203), 541 new trainees and students are projected in our AM programs over 5 years. The 541 students in our AM programs was calculated by adding the 170 new employees currently being trained for GKN to the 168 new students expected in our AM programs over 5 years, plus the conservative estimate of 25% of the 810 new jobs in AM industries (203) over the next five years ( $170+168+203=541$ ). The average salary for these employees is \$58,419.

Students completing the program will be classified as "engineering technicians". Based on labor market information available for northwest Florida, beginning engineering technicians can be expected to earn approximately \$45,583 dollars annually. Anticipated average salaries to be earned by future employees working at AM companies established in Bay County are expected to be 36% higher. Information from the Florida College System indicates that for every student

who completes an AS degree, they receive a 16.8% rate of return on their educational investment and taxpayers see a cumulative return of \$2.90 for every dollar invested, over the course of students' working career (in the form of higher tax receipts and avoided costs).

The metrics used to measure the success of the proposed training will include (1) enrollment (2) retention (3) completion of program (4) placement –did they become employed in field (5) wages earned (6) employer satisfaction with the employee.

## **2. Additional Information:**

**A.** Is this an expansion...?

The Engineering Technology AS Degree and related certificates at Gulf Coast State College will be expanded to include instruction in advanced manufacturing. The funds that are being requested through this proposal will be used to modify the Advanced Technology Center to support new equipment and purchase the new equipment that is needed for the Advanced Manufacturing Innovation Institute (which includes the AS degree, several college credit certificates in advanced manufacturing and non- credit courses in advanced manufacturing as identified by local manufacturers). The requested funds will also be used to provide state of the art facilities, instructional personnel and training materials. Due to the changes in technology in advanced manufacturing, it is critical that this new equipment, facilities and materials are available to insure students are learning on the latest technology.

**B.** Does the proposal align...?

The proposal is aligned with the aviation and aerospace industry.

**C.** Does the proposal align with...?

Machinists, Production and Operating Workers, Engineering Technicians, Civil Engineers

**D.** Indicate how the training...

The training as outlined in this proposal will be offered in traditional classroom settings, in on-site laboratories and through on-the job training. The classroom instruction and laboratory experiences will be offered primarily at the Panama City Campus of Gulf Coast State College. However, there will be occasions when the classroom instruction and labs may also be conducted at one of the partnering manufacturing facilities depending on the instructional topic. All on the job training experiences/training will take place at a manufacturing facility in the local community.

**E.** Indicate the number of...

The number of anticipated enrollments in the expanded Engineering Technology AS degree and related certificate programs over 5 years is 541 new trainees and students with an anticipated 90% completion rate. It is difficult to estimate the enrollment in the non-credit offerings due to the specific and changing needs of the local manufacturing employers. These needs will dictate the content of the instruction and the number of potential students.

**F.** Indicate the length of program...

Begin date: July, 2018            End date: June, 2020

**G.** Describe the plan to...

Due to the increased high skill/high wage employment opportunities in advanced manufacturing now available in the local community and with the likely hood of even more employment opportunities in the future, it is anticipated that there will be increased interest by local citizens in enrolling in the programs and courses that will be available at Gulf Coast State College. With increased enrollments, it is anticipated that tuition and state funding will sustain the program. Also, the college will continue to seek additional funding through grant opportunities offered by governmental and non-governmental entities to support the sustainability and expansion of the program after the grant period. Due to the strong partnerships with local manufacturing, military partners and educational partners, it is also anticipated that future equipment needs can be met through a joint use/joint funding model thus reducing the individual costs to the partners. Through this project, participants will continue to collaborate in research and development initiatives with our partners to increase future funding and initiatives. We anticipate receiving this grant will help us train and employ 541 individuals for new jobs over the next 5 years with advanced manufacturers in the area. This program, and the equipment associated with it, will enable us to continue to train future students for these skills well beyond the next 5 years. The estimated average salary for these new jobs will be \$58,419.

**H.** Identify any certifications...

Students completing the AS degree in Engineering Technology will receive an Associate in Science Degree from Gulf Coast State College and/or related certificates. The CIP code for the AS degree is: 1615000001.

**I.** Does this project have...?

The college will support the project by providing all administrative support and facilities for key personnel as an in-kind contribution during its implementation.

**J.** Provide any additional information...

The following are the links to documents utilized to support the project:

[http://www.enterpriseflorida.com/wp-content/uploads/SI\\_Targeted\\_Industries.pdf](http://www.enterpriseflorida.com/wp-content/uploads/SI_Targeted_Industries.pdf)

<http://www.floridajobs.org/labor-market-information/publications-and-reports/labor-market-information-reports/regional-demand-occupations-list>

<http://www.northwestfloridaforward.com/>

<http://www.northwestfloridaforward.com/pdf/2017-Northwest-Florida-Forward-Strategy-Report.pdf>

[http://uwf.edu/zjenkins/Northwest\\_Florida\\_Forward\\_County\\_Snapshots.pdf](http://uwf.edu/zjenkins/Northwest_Florida_Forward_County_Snapshots.pdf)

[http://uwf.edu/zjenkins/Northwest\\_Florida\\_Forward\\_Technical\\_Report.pdf](http://uwf.edu/zjenkins/Northwest_Florida_Forward_Technical_Report.pdf)

### 3. Program Budget

#### C. Provide a detailed budget narrative...

The equipment used in advanced manufacturing processes is new and expensive. The equipment purchased with this grant will cost \$1,271,610. This equipment includes Electroforming equipment (\$528,650) and Composite equipment (\$742,960). These two technologies are being used by companies such as GKN Aerospace, Doncasters, and Huntingdon Ingalls and will be used by GCSC to train current and future employees at these companies. This equipment will need to be ordered as soon as this grant is approved. Most of the equipment has a 2-month backlog/lead time for purchase.

We have requested \$408,590 for personnel to support these instructional programs, the overall management of the training program (including setting up mentoring and apprenticeships with local manufacturers), and to integrate with advanced manufacturers to ensure we are developing the programs and training that they need today and will need tomorrow. All instructors will work with current manufacturers and future prospects to develop the curriculum, teach the students, and evaluate the workforce skills developed in the program. Recruiting experts in advanced manufacturing techniques will be the most important aspect of this program. The instructors must have used this equipment in full-scale manufacturing processes.

Two facilities will be used for these training programs. The first programs will be taught in the Advanced Technology Center at Gulf Coast State College. We have budgeted \$98,250.00 to modify the high bay space in the ATC to accommodate the new AM equipment, including modifying the electrical system to take the loads. We have also budgeted \$600,000.00 to modify the design of the new GCSC STEM building for space to accommodate the Advanced Manufacturing Innovation Institute. All equipment purchased will be moved into the new STEM building once it is completed but will be placed in the ATC for first program training.

We are requesting \$254,775.00 for tuition to support new students in the AS Engineering Technology programs and the certificate programs that will be offered by GCSC. These monies will support the 541 new students in the AS programs and certificate programs.

\$175,000 has been budgeted for classroom training materials and laboratory and safety supplies and materials to support the program.

#### **Other Workforce Training Project funding sources committed to the project are as follows:**

Gulf Coast State College has been notified we will receive \$100,000 to support this program from the ST JOE Community Foundation once the Job Growth Grant Fund contract, representing matching funds, is in place (see attachment). The College will also be committing \$740,000 to support the project for a total of \$840,000 supported by other funding sources.

***The total requested from the Job Growth Grant fund is \$1,968,225.00.***

The Workforce Training Project Costs Budget Summary is as follows:

Equipment	<u>\$1,271,610</u>
Personnel	<u>\$ 408,590</u>
Facilities	<u>\$ 698,250</u>
Tuition Assistance	<u>\$ 254,775</u>
Training Materials	<u>\$ 175,000</u>
<b>Total Project Costs</b>	<b><u>\$2,808,225</u></b>

B. Other Workforce Training Project Funding Sources:

Private Sources	<u>\$ 100,000</u>
Other (GCSC)	<u>\$ 740,000</u>
<b>Total Other Funding</b>	<b><u>\$ 840,000</u></b>

**Total Adjusted Amount Requested: \$1,968,225**

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

**A.** If entity is awarded grant funds...

Once approved, the GCSC President will proceed to sign the designated contracts and will delegate the administration of the project through the Vice President of Administration and Finance and to the administrative contact person, Mr. Glen McDonald who shall proceed in the planning and implementation of the project as stated above.

**B.** If approval of a board...

i. NA

ii. NA



August 15, 2017

According to the 2017 Florida Statutes, Title XLVIII, Chapter 1001, Part 1001.65, Florida Colleges System institution presidents; powers and duties - The president is the chief executive officer of the Florida College System institution, shall be corporate secretary of the Florida College System institution board of trustees, and is responsible for the operation and administration of the Florida College System institution.

Therefore, it is by this state statute and as president of Gulf Coast State College that I am able to submit this grant application.

Sincerely,

A handwritten signature in black ink, appearing to read "John Holdnak", is written over the word "Sincerely,".

Dr. John Holdnak  
President

**Office of the President**

5230 West U.S. Highway 98  
Panama City, Florida 32401  
[www.gulfcoast.edu](http://www.gulfcoast.edu)

**Dr. John Holdnak**

T 850.872.3800  
F 850.767.8001  
[jholdnak@gulfcoast.edu](mailto:jholdnak@gulfcoast.edu)



To: Glen McDonald

From: Sue Barnes

Date: 9/18/17

Re: Letter of Support for Gulf Coast State College Florida Job Growth Grant Fund

It is my pleasure to write this letter in support of Gulf Coast State College's (GCSC) application for funding from the Florida Job Growth Grant Fund. As you may be aware, GKN recently selected Panama City, Bay County as the site for our new aerospace production facility. From our first meeting with the local community, Gulf Coast State College has demonstrated their willingness and ability to provide the trained workforce that is needed by our company to staff our new facility (170 jobs) and other potential expansions in Bay County.

We are currently working with the team at GCSC to provide pre-employment training to our first potential hires. We are also working with them to develop the certificate/degree program(s) that will be needed to train our workforce for the current site and also our future workforce. We have found the team from GCSC to be visionary, knowledgeable, committed, dependable and overall excellent partners. We are confident in their ability to deliver the workforce that we will need to continue to grow and expand in Bay County. As a matter of fact, it was one of the primary reasons we selected Bay County as the site for our production facility.

Awarding GCSC the funds they are requesting from the Florida Job Growth Fund will enable them to continue the essential planning and immediately begin the implementation of the strategic plan (Advanced Manufacturing Innovation Institute) that is essential to meet not only the workforce needs of GKN but also other manufacturing companies that are either currently in Bay County or have expressed interest in locating to Bay County as a result of the aerospace manufacturing expansion in the community.

If you have any questions, please feel free to contact me at 972 432 1946.

Sincerely,

A handwritten signature in cursive script that reads 'Sue Barnes'.

Sue Barnes  
Vice President / General Manager – Strategic Projects  
GKN Aerostructures North America, Inc  
Phone: 972-432-1946  
Email: sue.barnes@usa.gknaerospace.com

Enterprise Florida  
800 North Magnolia Avenue, Suite 1100  
Orlando, Florida 32803

**Subject:** Letter of Support for GCSC Florida Job Growth Grant Fund

Dear Sir:

Doncasters is a leading international manufacturer of high-precision alloy components with nearly 240 years of experience developing a broad range of products and processes to serve the aerospace, Industrial Gas Turbine, specialist automotive, petrochemical, construction, industrial and transportation markets. Doncasters operates 32 facilities in the United States, United Kingdom, Europe, Mexico and Asia.

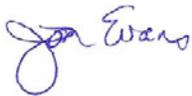
With our long manufacturing history and facilities all over the world, Doncasters has extensive experience in working with local communities as we assess where to locate new facilities and expand existing facilities. When reviewing a community's assets to assist in this determination, there are a number of factors that are essential. These include having an available, capable and skilled workforce as well as an educational institution that is committed to working collaboratively with us to provide this workforce.

During my trips to Panama City to conduct site selection visits, I have had the opportunity to meet with representatives of Gulf Coast State College (GCSC). The commitment, vision and ability of GCSC to provide the training needed by industry to insure that we have the skilled workforce that is required in order to be competitive in today's market have left me extremely impressed. I am also see great vision and planning for an Advanced Manufacturing Innovation Institute (AMI2) that we can draw upon for technology and process development. The AMI2 provides a strategic solution to provide a highly skilled workforce, expand advanced manufacturing in northwest Florida, and leverage resources including research and development (R&D). I see this technology R&D within the AMI2 driving the creation of new products, processes and markets. The AMI2 has the potential to function as a magnet in terms of attracting industry to the area. It will truly be an asset to the region and is a strategic investment in the future. These factors are very important to companies who are making decisions about where to locate a facility.

It is for the reasons stated above that I am writing this letter in strong support of Gulf Coast State College's request for funding from the Florida Jobs Growth Fund. This funding will enable GCSC to continue the planning and begin implementation of the Advanced Manufacturing Innovation Institute which will benefit the region, now and in generations to come by attracting talented students, innovators, entrepreneurs and businesses to the area.

Thank you very much for your consideration of GCSC's funding request. Please contact me if you have questions or need additional information.

Sincerely,



**Jon Evans**

VP Sales and Marketing



Mobile: (303) 250-5072

Email: [fjevans@doncasters.com](mailto:fjevans@doncasters.com)

[www.doncasters.com](http://www.doncasters.com)

November 6, 2017

Mr. Glen McDonald  
Gulf Coast State College  
5230 West Highway 98  
Panama City, FL 32401

Dear Mr. McDonald:

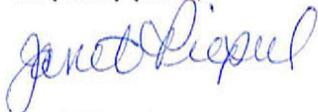
The St. Joe Community Foundation, Inc., and its Board of Trustees have approved a matching grant for the new Advanced Manufacturing Innovation Institute at Gulf Coast State College.

The approved matching grant totals \$100,000.00 and the break down consists of \$50,000.00 for equipment needs for instructional purposes and \$50,000.00 for student scholarships, which is to be placed in an endowed scholarship account at the college specifically for students in the Advanced Manufacturing program.

It is our understanding that your organization will be seeking matching funds from other funding sources. Once the matching funds has been obtained and approved, please notify me with written authorization from the matching funders.

Should you have any questions, please do not hesitate to contact me at 850-231-7402 or via email at [janet.greeno@joe.com](mailto:janet.greeno@joe.com). Congratulations on your matching grant, and I look forward to the success of the Advanced Manufacturing Innovation Institute.

Very truly yours,



Janet Piepul  
Executive Director

JP