



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: Saaby Consulting Company

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

Contact Information:

Primary Contact Name: Karen Jensen

Title: President

Mailing Address: 3585 NE 207 ST C-9 #800734
Aventura, Florida 33280

Phone Number: (305) 942-8027

Email: kjensen@saabyconsulting.com

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. Included below

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

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

- 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. Included below

- 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.
 Included below

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

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?
 Included below

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?
 Included below



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.

Included below

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

240 (Included below)

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

Begin Date: 1/1/2018 End Date: 12/31/2018

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

Included below

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.

Included below



I. Does this project have a local match amount?

Yes No

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

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

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

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

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	\$ 14,750.00		
Personnel	\$ 615,518.00		
Facilities	\$ 112,500.00		
Tuition	\$ 1,021,268.00		
Training Materials	\$ 39,500.00		
Other	\$ 149,000.00	Please Specify:	Below
Total Project Costs	\$ 1,952,536.00		

B. Other Workforce Training Project Funding Sources:

City/County	\$ 0.00		
Private Sources	\$ 0.00		
Other (grants, etc.)	\$ 0.00	Please Specify:	0.00
Total Other Funding	\$ 0.00		

Total Amount Requested \$ 1,952,536.00

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.

Included below

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)?

None known at this time

- 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.

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

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

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

- 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: Saaby Consulting Company
Name and Title of Authorized Representative: Karen Jensen, President
Representative Signature: Print, sign, scan and attach with form submission.
Signature Date: 08/14/2017

A handwritten signature in blue ink, appearing to read 'Karen Jensen', is written over the signature line.

Florida Job Growth Grant Fund Proposal

Presented by



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August 14, 2017

To: Enterprise Florida & Florida Department of Economic Opportunity
Re: Florida Job Growth Grant Fund Workforce Training
From: Saaby Consulting Company
3585 NE 207 ST C-9, #800734
Aventura, Florida 33280

Via email: FloridaJobGrowthGrantFund@enterpriseflorida.com

To whom it may concern,

Saaby Consulting Company is excited to submit this proposal for funding to the Florida Job Growth Grant Fund. As per Florida Statute 288.101, this fund was created to promote economic opportunity by improving public infrastructure and enhancing workforce training. In this request for workforce training funding in the amount of \$1,952,536, we will show how our training center will comply with the funding directive and provide, within the first year, 240 *Floridians with transferable, sustainable workforce skills applicable to more than a single employer, and for equipment associated with these programs.*

In proposing change, we must first identify current state:

- ❖ Florida is one of 21 states with more than 15% of its population living at poverty levels¹
- ❖ Florida is one of 28 states with a percentage of unemployed veterans >4%²
- ❖ Women and minorities are significantly underrepresented in high-tech jobs and CEO positions³
- ❖ By 2020, 28% of Florida's population will be over 60⁴
- ❖ Highest future demand for regional employees in the Miami-Fort Lauderdale-West Palm Beach metro areas will be in the aviation, aerospace sectors and in information technology fields⁵

Our South Florida classroom training center paradigm not only provides realistic solutions to the current state conditions above, but in subsequent program phases, goes beyond the single solution to address the root causes of true economic opportunity.

- ❖ Provide 'just-in-time training programs, no longer than 16 weeks per session, that provide transferable and sustainable certification(s) and professional development/soft skills like critical thinking, communication, leadership, teamwork and entrepreneurship
- ❖ While the training we provide would be open to the public, in collaboration with CareerSource, we would attempt to recruit a significant percentage of women, minority, veteran and aging population candidates who may also be eligible for the Work Opportunity Tax Credit, federal bonding subsidies and other workforce assistance programs.
- ❖ Our Phase I programs are intensely focused on getting candidates ready to qualify for Florida's Targeted Industries, Demand Occupations List and HSHW (high skill/high wage) occupations.

Sincerely,

Karen Jensen
President

¹ United States Census Bureau, Quick Facts, Persons in Poverty, percent V2016

² United States Department of Labor, Bureau of Labor Statistics, 2016

³ Society for Human Resource Management, "Women and Minorities largely absent from cybersecurity jobs", 2017
Pew Research Center, "Businesses owned by women, minorities lag in revenue share", 2015

⁴ Aging & Disability Resource Center of Broward County, 2017

⁵ Boyette Strategic Advisors of Little Rock, AK study, commissioned by the Greater Fort Lauderdale Alliance, 2017

Project Abstract

It's very clear that future job trends define a need for a workforce with both technology and critical thinking skills.

Saaby Consulting Company proposes to use this grant funding to provide training and apprenticeship programs to candidates that will fill this need. Much like Moore's Law of technology that describes an exponential growth progression of computer processing power⁶, our training would build an exponential worker who is adaptive and possesses a broad knowledge base. Our methodology values the traditional ideologies of standard education, but also goes beyond those ideologies to engage the qualities and development of each individual.

In Phase I, we build the basics of technology in an individual – an understanding of the industry as a whole and the practical applications of technology, including hardware, software and electricity. Our Phase I training also includes education and preparation for certifications in two highly sustainable and transferable, internationally recognized organizations, CompTIA and Microsoft. In Phases II-IV, to be continued independently of this funding, our program continues to build on the Phase I foundation.

Our initial rolling calendar year funding period request is based on enrollment of a minimum of 240 students. We anticipate that all program graduates, in collaboration with the Florida partners and industries identified below, will achieve full employment. We further anticipate with the implementation(s) of the full program metrics, maximum economic impact will be achieved.

Our belief is that economic opportunity is more than better pay. Economic opportunity is a quality of life, synergistic formula where Quality of Life Equals Salary, plus Affordable Housing, plus Affordable Healthcare, plus Quality Education:



Methods & Strategies

⁶ Gordon Moore, 1965, Moore's Law of Technology

Our Phase I training and the proposed use of the grant, follows the outline below:

- I. Identify the problem(s)
 - a. Phase I
 - i. Need for highly skilled workforce
 - b. Phase II-IV
 - i. Affordable housing⁷⁸
 - ii. Socio-economic equality
 - iii. Affordable healthcare
- II. Build Solutions by Phase
 - a. Phase I – Year 1 and ongoing
 - i. Training of (240) high skill/high wage workers
 1. 8 weeks full-time, 16 weeks part-time training will produce a workforce trainee with 2 sustainable & transferable Information Technology certifications, an introduction to electronics, the prospective career paths of Information Technology and Electronics, fundamentals of business and entrepreneurship and a “hit the ground running” prototype trainee
 - a. Results
 - i. Microsoft Technology Associate IT Fundamentals certification
 - ii. CompTIA A+ certification
 - iii. Comparable SOC codes with projected employment growth significantly higher than the national average⁹
 - iv. Criteria met for Florida Statewide Demand Occupations List High Skill/High Wage job titles¹⁰
 - v. Industry certifications and training in line with High Growth Industry Profile sectors¹¹
 - vi. Compliant with National Institute of Standards and Technology (NIST) frameworks
 - vii. Compliant with U.S. Department of Defense 8570.01 frameworks
 - viii. Compliant with Federal Information Security Modernization Act of 2014 (FISMA) frameworks
 - ix. Pathway defined for continuing education in College Credit Certificate, AAS/AS degrees and BS/BA degrees
 - x. Build a personal computing device for “take home” use
 - ii. Partnerships with Florida businesses & agencies for immediate employment of graduated trainees
 1. U.S. Department of Labor
 - a. Apprenticeship
 - b. Employment & Training Administration
 - c. Workforce GPS

⁷ Sun Sentinel article April 14, 2017 quoting David Armstrong, president of Broward College on housing cost disparities and impact

⁸ Sun Sentinel article March 11, 2016 by Paul Owers describing the South Florida renters market as “troubling”

⁹ U.S Department of Labor, Bureau of Labor Statistics, Employment projection by occupation, 2014-2024

¹⁰ Florida Department of Economic Opportunity, Bureau of Labor Market Statistics

¹¹ U.S. Department of Labor, High Growth Industry Profile, Information Technology

2. Florida Department of Economic Opportunity
 - a. Re-employment assistance
 - b. Rural and Economic Development Initiatives
 3. Career Source South Florida
 - a. Dedication to Women, Minority, Veteran trainee candidates
 - b. Leverage Work Opportunity Tax Credit eligibility
 4. Enterprise Florida
 - a. Quick Response Training/Incumbent Worker Training
 - b. Qualified Target Industry Tax refund
 - c. Florida's "Future is Here" industry clusters of employers
 - i. Professional Services
 - ii. Defense & Homeland Security
 - iii. Information Technology
 - iv. Cleantech
 5. Major national technology corporations who have not meet diversity employment initiatives (not all-inclusive list)
 - a. Google Inc. 2014 diversity divulgement
 - b. Salesforce 2015 diversity divulgement
 - c. Apple 2016 diversity divulgement
 6. Continuing support for graduated trainees
 - a. Affordable day, evening & weekend workshops and labs in existing certifications
 - b. Community outreach support and programs for continued individual growth and development
- b. Phase II – Year 2 and ongoing
- i. Training of Intermediate level skilled workers
 1. Building from Basic level training set in Phase I, candidates would be trained and prepared for careers in Security, Cloud, Networking, Software Development and Green technology
 2. Continuing partnerships with Florida industry clusters of employers for customized skills training
 - ii. Continuation & Expansion of Basic Level Training – revolving Phase I
- c. Phase III Year 2.5 and ongoing
- i. Community Development
 1. Affordable Housing communities
 - a. LEED certified, "small" housing concept communities close to partner employers to enhance work/life balances
 - b. Renewable Energy: partnering with Green builders, Florida Power & Light, Master Gardener university programs, Housing & Urban Development agencies et al
 - i. Solar
 - ii. Wind
 - iii. Water
 - iv. Climate Change
 - c. Partnering with Environmental Protection Agency, Department of Agriculture and Enterprise Florida
 - i. Development of Brownfield sites
 - ii. Development of HUB Zones

2. Community Self Sufficiency
 - a. Entrepreneurship: creating a local, community based employment chain (not all inclusive)
 - i. Licensed Wellness practitioners i.e. yoga teachers, acupuncture and chiropractic providers
 - ii. Accessibility of affordable primary care medical and dental providers
 - iii. "Farm to Table" Organic & Locally owned/sourced food chain providers
 - d. Phase IV Year 3 and ongoing
 - i. Model Community preservation & continuation
 1. Continuing Education
 - a. Building current workforce
 - b. K-12 STEM program enhancements
 - i. Partnering with certification entities, i.e. CompTIA programs: TechGirlz
 2. Community Continuity Strategy & Implementation
 3. Building teams to create model communities across the United States

Phase I Year 1

Summary and Timeline

Capital Costs – Initial 90-day funding		
Equipment	\$14,750	
Personnel	\$153,880	
Facilities	\$28,125	
Training Materials	\$39,500	
Regulatory & Compliance	\$14,000	
Tuition	\$255,317	
<u>Subtotal Initial 90-day funding</u>		<u>\$505,572</u>
Operating Expenses – Secondary 90-day funding		
Personnel	\$153,879	
Facilities	\$28,125	
Marketing & Advertising	\$45,000	
Tuition	\$255,317	
<u>Subtotal Secondary 90-day funding</u>		<u>\$482,321</u>
Operating Expenses - Tertiary 90-day funding		
Personnel	\$153,880	
Facilities	\$28,125	
Marketing & Advertising	\$45,000	
Tuition	\$255,317	
<u>Subtotal Tertiary 90-day funding</u>		<u>\$482,322</u>
Operating Expenses – Final funding		
Personnel	\$153,879	
Facilities	\$28,125	
Marketing & Advertising	\$45,000	
Tuition	\$255,317	
<u>Subtotal Final funding</u>		<u>\$482,321</u>
<u>Total Funding*</u>		<u>\$1,952,536</u>

*Budget calculations are based on achieving enrollment of 240 students during a rolling calendar year period, at a cost of approximately \$4,255 per student

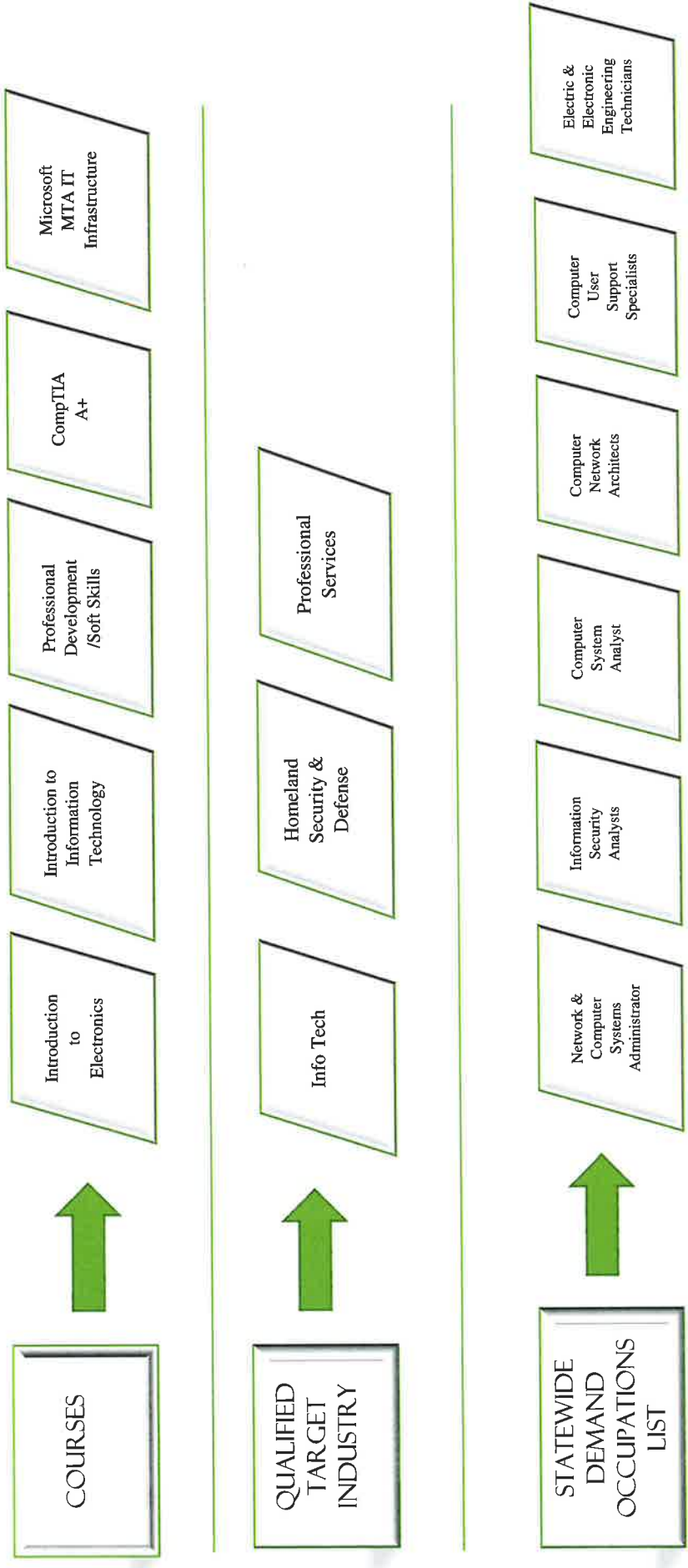
Phase I – Year 1

<i>Capital Costs-Equipment</i>	Qty	Price	Total
Student Desktop Computers	20	200	4000
Student Workstations	20	100	2000
Office Personnel Cubicles	5	950	4750
Office Furniture	1	2000	2000
Supplies	1	2000	2000
Subtotal Capital Costs Equipment			14750
<i>Capital Costs - Regulatory & Compliance</i>			
Insurance & Regulatory	1	5000	5000
Legal & Professional fees	1	9000	9000
Subtotal Capital Costs Regulatory & Compliance Costs			14000
<i>Personnel</i>			
Instructor	4	39936	159744
Instructor Assistant	4	20736	82944
Director of Operations	1	125000	125000
Office Manager	1	37250	37250
Part Time Office Personnel	2	15290	30580
President	1	180000	180000
Subtotal Personnel Costs			615518
<i>Facilities</i>			
2500 Sq. ft. office space including utilities	1	112500	112500
Subtotal Facility Costs			112500
<i>Training Materials</i>			
Audio Visual Equipment	1	1500	1500
Books	240	150	36000
Classroom materials	1	2000	2000
Subtotal Training Material Costs			39500
<i>Other</i>			
Marketing & Advertising Budget	1	135000	135000
Subtotal Other Costs			135000
Total All Costs excluding Tuition			931268
<i>Tuition</i>			
Tuition match for 240 students	240	3880	931268
Lab Fee for 240 students	240	375	90000
Subtotal Tuition			1021268
Total Project Costs			1952536

TECHNOLOGY SOLUTIONS FOR LIFE

PHASE I

PROPOSED WORKFORCE TRAINING SUMMARY



TECHNOLOGY SOLUTIONS FOR LIFE

PHASE I

PROPOSED WORKFORCE TRAINING DETAIL

Courses	Course Description	Professional Certification	Degree Name	College Career Certificate	SOC Code	CIP
Introduction to Electronics	This course introduces students to the basic components of electronics. It covers the basic operation and some common applications.		AAS/AS Electronics Engineering Technology	Electric & Electronic Engineering Technicians	173023	0615030310
Introduction to Information Technology	This course is designed to introduce the basic concepts and applications of internet-related information technology and its impact on individual users, groups, organizations, and society.	No	Business Technology Education Core course that applies across multiple career disciplines		173023	0615030313
Professional Development/ Soft Skills	This course includes development of the skills and knowledge necessary to optimize personal development, job growth and entrepreneurship.		N/A	N/A	N/A	N/A
CompTIA A+	The CompTIA A+ certification validates understanding of the most common hardware and software technologies in business and certifies the skills necessary to support complex IT infrastructures.	Yes	AAS/AS Computer Information Technology or Computer Engineering Technology	Computer & Information Systems Manager; Computer Network Architect; Computer User Support Specialist; Network & Computer System Administrator	113021 151151 151143 151142	0511010311 0511010312 0615030505 0611090104 0611020301 0611100604 0647010406
Microsoft MTA IT Infrastructure	MTA certification addresses a wide spectrum of fundamental technical concepts, assesses and validates your core technical knowledge, and enhances your technical credibility.	Yes	AAS/AS Internet Services Technology or Database Technology	Information Security Analyst	151122	0511090100 05110901300

State of Florida

Woman Business Certification

Saaby Consulting Company

Is certified under the provisions of
287 and 295.187, Florida Statutes, for a period from:

07/13/2016 to 07/13/2018



Chad Poppell, Secretary
Florida Department of Management Services

