



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: Suncoast Technical College, Sarasota County School District

Federal Employer Identification Number (if applicable) 288.075, F.S.

Contact Information:

Primary Contact Name: Ron Dipillo

Title: Executive Director of Career and Technical Education

Mailing Address: 4445 Career Lane
North Port, FL 34289

Phone Number: 941-924-1365

Email: Ron.Dipillo@sarasotacountyschools.net

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.

See Attached Document

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

See Attached Document

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

See Attached Document

- 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.

See Attached Document

- 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.

See Attached Document

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.

N/A

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 Aligns with the Transportation, Distribution, and Logistics 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?

The proposal aligns with the Region 18 Demand Occupations List in the title areas of Industrial Truck and Tractor Operator and Bus Driver’s, Transit and Intercity.



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.

All training will be provided in the classroom, CDL driving pad, and the state and local roadways. The course is based at the North Port Branch of STC in North Port, FL.

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

The anticipated enrollment will be 60 students with a minimum of 50 completers through the first year of the course. The program is expected grow each year.

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

Begin Date: Fall/Winter 2018 End Date: 9 Weeks

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

See Attached 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.

See Attached Document



I. Does this project have a local match amount?

Yes No

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

The School Board of Sarasota County will provide an estimated \$3,611,221 to complete the implementation of the Commercial Driving Program.

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

See Attached Documents

3. Program Budget

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

A. Workforce Training Project Costs:

Equipment	<u>\$ 1,175,784</u>	
Personnel	<u>\$ 215,410</u>	
Facilities	<u>\$ 3,515,980</u>	
Tuition	<u>\$ 2,995</u>	
Training Materials	<u>\$ 49,831</u>	
Other	<u>\$ N/A</u>	Please Specify: _____
Total Project Costs	<u><u>\$ 4,957,005</u></u>	

B. Other Workforce Training Project Funding Sources:

City/County	<u>\$ 0</u>	
Private Sources	<u>\$ 0</u>	
Other (grants, etc.)	<u>\$ 0</u>	Please Specify: _____
Total Other Funding	<u><u>\$ 0</u></u>	

Total Amount Requested \$ 1,345,784

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



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

See Attached Document

4. Approvals and Authority

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

The School Board of Sarasota County has reviewed the program proposal on 02/20/2018 and approved the allocation of the estimated \$3,611,221.

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

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

Not Applicable

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

Not Applicable

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



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: Sarasota County Schools

Name and Title of Authorized Representative: Dr. Todd Bowden, Superintendent

Representative Signature: *T. Bowden*

Signature Date: 2/26/2018

Bridget Ziegler
Bridget Ziegler

03/04/18



**Commercial Vehicle Driving Program
Florida Job Growth Grant Proposal
February 2018**

Introduction:

Suncoast Technical College (STC) North Port is a new branch campus offering adult, career, and technical education programs, which also serves as home to the Shannon Staub Library, a branch of the Sarasota County Library system. The state-of-the-art facilities were made possible through collaborative planning and funding between the School Board of Sarasota County and local and state government entities, resulting in new educational opportunities for the more than 60,000 City of North Port residents. Suncoast Technical College is celebrating its 50th anniversary as a Council on Occupational Education (COE) accredited school and built the new North Port campus to meet the technical training demands of its rapidly growing community and workforce. The City of North Port, one of Florida's fastest growing and largest cities, is strategically located in Sarasota County, on Florida's Gulf Coast midway between Tampa and Fort Myers.

To meet the demands of the community, the initial Career and Technical Education (CTE) programs offered by the new campus include Accounting, Business Management, Administrative Office Specialist, Carpentry, Practical Nursing, Emergency Medical Technician (EMT), Industrial Technologies, and Culinary Arts. Suncoast Technical College North Port also offers English for Speakers of Other Languages (ESOL) and General Equivalency Diploma (GED) programs during the day or evening to provide adult basic education courses, which prepare students to enter in CTE programs so they can become contributing workforce members of their community.

The enclosed grant proposal will allow Suncoast Technical College North Port to launch a new Commercial Vehicle Driving program which will further our mission and vision to provide the workforce training demanded by our community and surrounding areas. The approval of the grant will continue to demonstrate how local and state agencies can work together to support and grow our local economy.

Extended Response Entries:

1. Program Requirements:

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

With a grant from the Florida Job Growth Grant Fund, Suncoast Technical College (STC) will launch a new workforce-training program in Commercial Vehicle Driving. This nine-week program will provide students with 320 hours of hands-on experience through the Tractor Trailer Truck Driver course. The course includes classroom, range driving, and 1,000 miles of hands-on road driving on different roads and under a variety of conditions. Upon completion of the required coursework, participants are eligible to receive their Class "A" or "B" Commercial Driver's License (CDL). This program focuses on broad, transferable skills and stresses understanding and demonstration of elements of the commercial vehicle industry, including planning, management, labor issues, community issues, and health, safety and environmental issues. This program will address what the North American Industry Classification System (NAICS) defines as Transportation and Warehousing in Sector 48 and 49. Sector 48 and 49 includes industries providing transportation of passengers and cargo, warehousing and storage for goods, scenic and sightseeing transportation, and support activities related to modes of transportation. Establishment in these industries use transportation equipment or transportation-related facilities as a productive asset.

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

Suncoast Technical College's vision is to offer learning experiences, which guide students towards gainful entry-level employment and personal satisfaction, develop students' employability skills and work ethic, and establish learning situations in which students can experience success in all phases of the learning process. The new Commercial Vehicle Driving program supports this vision and will provide participants with high quality instruction and technical education so they develop the skills needed to join a thriving industry where jobs are plentiful. This new program is a perfect fit for Suncoast Technical College, meeting the school's goal to educate students in growing and relevant industries while also addressing the needs of the local economy and workforce. A grant from the Florida Job Growth Grant Fund will expand workforce training within Sarasota County and help more students obtain their Commercial Driver's License, thus supporting the growth of Sarasota's Suncoast Technical College.

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

The new workforce-training program, Commercial Vehicle Driving, will provide students with transferable, sustainable workforce skills that are in high demand by many employers in our area and around Florida. The Tractor Trailer Truck Driver course, which is at the heart of the Commercial Vehicle

Driving program, provides students with the chance to explore career opportunities and requirements of being a professional tractor-trailer driver. Students come away with an understanding of vehicle safety, accident prevention, operating regulations, cargo handling, documentation procedures, pre-trip preparation, vehicle inspection, maintenance, service, control procedures, driving skills such as backing, coupling, uncoupling, maneuvering, road and hazardous driving skills and licensing requirements. They also will learn how to load/unload cargo, report delays or accidents on the road, verify load against shipping papers and keep records, which are skills sought by potential employers in this industry. More broadly, this program will provide students with transferable knowledge about the commercial vehicle industry such as planning, management, labor issues, community issues, and health, safety and environmental issues. Students can apply these skills as employees with a multitude of employers in the trucking and logistics industry, giving them increased job opportunities. Many employers seek workers with this knowledge and skills meaning they are applicable to more than a single employer. Companies hiring employees with these skills in the Sarasota area include, but are not limited to, PGT Industries, Cheney Brothers, Swift Transportation, Waste Management, Marten Transport, and Sarasota County Schools.

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

Suncoast Technical College offers programs and curricula approved by the Florida Department of Education which meet the high-quality standards of Sarasota County Schools and which address the needs of the local workforce and community. When choosing new programs and reviewing existing offerings, Suncoast Technical College identifies areas of local workforce needs by reviewing the State and Regional Demand Occupations Lists, Bureau of Labor Statistics employment projections, help wanted/job listing data, local employer input, surveys, Sarasota Area Economic Development Corporation and CareerSource Suncoast. Staff then review existing industry certifications or licensing opportunities and available programs approved by the Florida Department of Education to identify ways that Suncoast Technical College can help students gain the skills and knowledge in order to meet those workforce needs.

The new Commercial Vehicle Driving program meets the strict criteria developed by Suncoast Technical College and will provide a high-quality program for students. The coursework is approved by Florida Department of Education, will provide students with the skills and knowledge they need to obtain a Class "A" or Class "B" Commercial Driver's License, and meets a local workforce need.

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 project will promote economic opportunity by providing local students with the training they need to obtain high demand jobs as commercial vehicle drivers. Truck drivers are on our region's Demand Occupations List for 2018-19, and in the Sarasota/Manatee area, there are over 4,000 annual openings in the areas of Industrial Truck and Tractor Operators and Bus Drivers, Transit, and Intercity Drivers on

the list. In addition, a Florida economic development group, Enterprise Florida, Inc., cites the Bureau of Labor Statistics (2016) as reporting the average annual wage in NAICS Sector 48-49 (Transportation Warehousing Industry) at \$50,987 with a reported 249,869 employees in 16,217 establishments. These jobs support the nationwide need for truck drivers since over 70% of goods are transported by truck. Other new jobs will be created to build and then to staff the program.

We expect more than 50 students will complete the program and obtain jobs at the end of the first year of this program, making them eligible for the many open jobs in the Sarasota area. Program success will be defined by the percentage of students completing the program, becoming licensed and obtaining employment, with an expected 70% of enrolling students reaching this metric. Our projected five-year outcome is to have 250 students successfully complete the Commercial Vehicle Driving program and obtain employment in the field earning a projected annual income in excess of \$12.7 million. According to Jobs EQ (Chmura analytics), the five-year job demand forecast for Sarasota alone indicates the need for 267 employees truck transportation industry.

2. Additional Information:

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

Long-term sustainability is important to Suncoast Technical College and is part of the initial planning of any new program. Once the program has been initiated, state workforce development dollars and student tuition will support the program. In addition, the testing facility will be open to drivers already in the industry as a place where they can obtain and maintain their Commercial Driver's License. This will generate funds, which will be used to maintain the equipment and the driving course. By providing the needed initial funds for equipment, staff and the facility, a Florida Job Growth Grant will kick start a sustainable program.

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.

Participants will be required to have a commercial learner's permit (CLP) as an entrance requirement. During the program, participants will learn the skills and knowledge needed to pass the Commercial Driver's License Exam (A or B) which is required to earn the state Commercial Driver's License. Regardless of the outcome on the Commercial Driver's License Exam, all program completers will earn a certificate from Suncoast Technical College. In addition, credit will be awarded to students on a transcript in accordance with Florida Statute. The CIP number for this program is 0649020500.

3. Program Budget

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.

This project will be jointly funded through a grant from the Florida Job Growth Grant Fund and a significant financial commitment from the School Board of Sarasota County Schools. The \$1,345,784

requested in this grant will pay for the classrooms and equipment, including the trucks, trailers, simulator and driving pad equipment needed for the program. It is a significant investment which will be matched more than two times with dollars from the school district itself which will pay the costs to construct the driving pad, plus curricular supplies, maintenance tools, and classroom technology, and the annual and recurring costs for the personnel to run the program, all of which will be required to sustain this program. The grant will make the program possible by allowing the purchase of the equipment needed to launch it.

The School Board approved this grant request at their February 20 meeting, thus meaning Suncoast Technical College will be able to expend grant funds upon receipt of award notification. As soon as award notification has been received, Suncoast Technical College staff will work with staff in the Purchasing Department to issue purchase orders for the equipment so that it can be in place prior to the start of the new school year. Hiring staff for the program will occur during the summer and the program will be up and ready for an anticipated start date of August 13, 2018, and students will be able to begin enrolling in the class shortly before this date. All other funding (state workforce development dollars and student tuition) will start being received by the program once it is operational and new students enroll in the program.

Grant Fund Expenditures:

Classrooms:

Item	Unit Price	Quantity	Total Cost
Portable classrooms	\$85,000	2	\$170,000
Total:			\$170,000

International Trucks:

Item	Unit Price	Quantity	Total Cost
2019 LT625 Class 8 Tractor Truck 6x4	\$118,700	6	\$712,200
Cab retrofit including extra seats	3,500	6	21,000
2019 26' Class B Dry Van MV 607 SBA	81,755	2	163,510
Total:			\$896,710

Trailers:

Item	Unit Price	Quantity	Total Cost
2018 Hyundai 53' Enclosed Trailer	\$26,026	4	\$104,104
2018 Wilson 48' Flatbed	\$26,200	2	\$52,400
Total:			\$156,504

Driving Simulator:

Item	Unit Price	Quantity	Total Cost
550 TruckPlus Driving Sim System	\$115,000	1	\$115,000
Total:			\$115,000

Driving Pad Equipment:

Item	Unit Price	Quantity	Total Cost
36" traffic cones	\$19.70	100	\$1,970
55 gallon drum containers	\$36	100	\$3,600
Maintenance tool allowance	\$2,000	1	\$2,000
Total:			\$7,570

Grand total grant-funded expenditures: \$1,345,784

District-Funded Expenditures:

Staff:

Item	Unit Price	Quantity	Total Cost
Instructor salary and benefits	\$86,486/year	2	\$172,972
Administrative assistant	\$42,438	1	\$42,438
Total:			\$215,410

Site Preparation and Driving Pad:

Item	Unit Price	Quantity	Total Cost
Construction of driving pad	\$3,345,980	1	\$3,345,980
Total:			\$3,345,980

Curriculum and Classroom Equipment:

Item	Unit Price	Quantity	Total Cost
Textbooks – classroom set	41	25	1,025
Classroom laptops and mobile cart	34,523	1	34,523
ActivBoard (digital whiteboard)	5,100	2	10,200
Staff computers	1,091	3	\$3,273
Printer	270	3	810
Total:			\$49,831

Grand total district-funded expenditures: \$3,611,221