



2021-2022 Florida Job Growth Grant Fund Workforce Training Grant Proposal

Proposal Instructions: Please read this document carefully and provide the information requested below. Some questions may request that a separate narrative be completed. If additional space is needed, attach a word document with your entire answer.

Entity Information

Name of Entity: Valencia College

Federal Employer Identification Number (if applicable): 288.075

Primary Contact Name: Kristeen Gammon

Title: Assistant Vice President of Resource Development

Mailing Address: PO Box 3028, MC: DO-34, Orlando, FL, 32802-3028

Phone Number: 407-582-2909

Email: kchristian6@valenciacollege.edu

Secondary Contact Name: Joe Battista

Title: Vice President, Global, Professional and Continuing Education

Phone Number: 407-582-6622

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:

(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.

See Attachment A

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

See Attachment A

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

See Attachment A

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

See Attachment A

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

See Attachment A

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

Yes

No

See Attachment A

- 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.

See Attachment A

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.

See Attachment A

- B.** Does the proposal align with Florida’s Targeted Industries? Yes No
 ([View Florida’s Targeted Industries here.](#))
 If yes, please indicate the specific targeted industries with which the proposal aligns.
 If no, with which industries does the proposal align?

See Attachment A

- C.** Does the proposal align with an occupation(s) on the Statewide Demand Occupations List and/ or the Regional Demand Occupations List? Yes No
 ([View Florida’s Demand Occupations Lists here.](#))
 If yes, please indicate the specific occupation(s) with which the proposal aligns.
 If no, with which occupation does the proposal align?

See Attachment A

- 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, etc.) where the training will be available.

See Attachment A

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

See Attachment A

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

Begin Date: January 1, 2022

End Date: December 31, 2032

See Attachment A

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

See Attachment A

- 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.

See Attachment A

- 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)

See Attachment A

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

See Attachment B for letters of collaboration supporting this proposal.

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** \$ 1,713,601.00
 Florida Job Growth Grant Fund

A. Other Workforce Training Project Funding: Sources:

City/County \$ 0
 Private Sources \$ 0

Other (grants, etc.) \$ 250,000
Total Other Funding \$ 250,000

Please Specify: External sources; see budget narrative

B. Workforce Training Project Costs:

Equipment \$ 1,000,000.00
 Personnel \$ 72,449.00
 Facilities \$ 0
 Tuition \$ 600,000.00
 Training Materials \$ 0

Other \$ 41,152.00
Total Project Costs \$ 1,963,601.00

Please Specify: Indirect Costs

Note: The total amount requested must be calculated by subtracting the total Other Workforce Training Project Funding Sources in A. from the total Workforce Training Project Costs in 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 Attachment C for the Budget Narrative

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 Valencia College Board of Trustees will approve all grant projects at monthly board meetings.

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

The next board meeting is 7/28/21. The board meetings monthly, and will meet again in September, October, November, December, February, April, May and June. The board does not meet in January, March, and August in order to observe college breaks. The group is willing to hold a special meeting with five days notice.

- 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.

Valencia College Policy 6Jx28:1-0 Organization, Authority, and Location outlines the undersigned's authority to execute the proposal on behalf of the college.

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 of Entity: Valencia College

Name and Title of Authorized Representative: Dr. Sanford Shugart, President

Representative Signature: *Sanford Shugart*

Signature Date: 6/28/2021

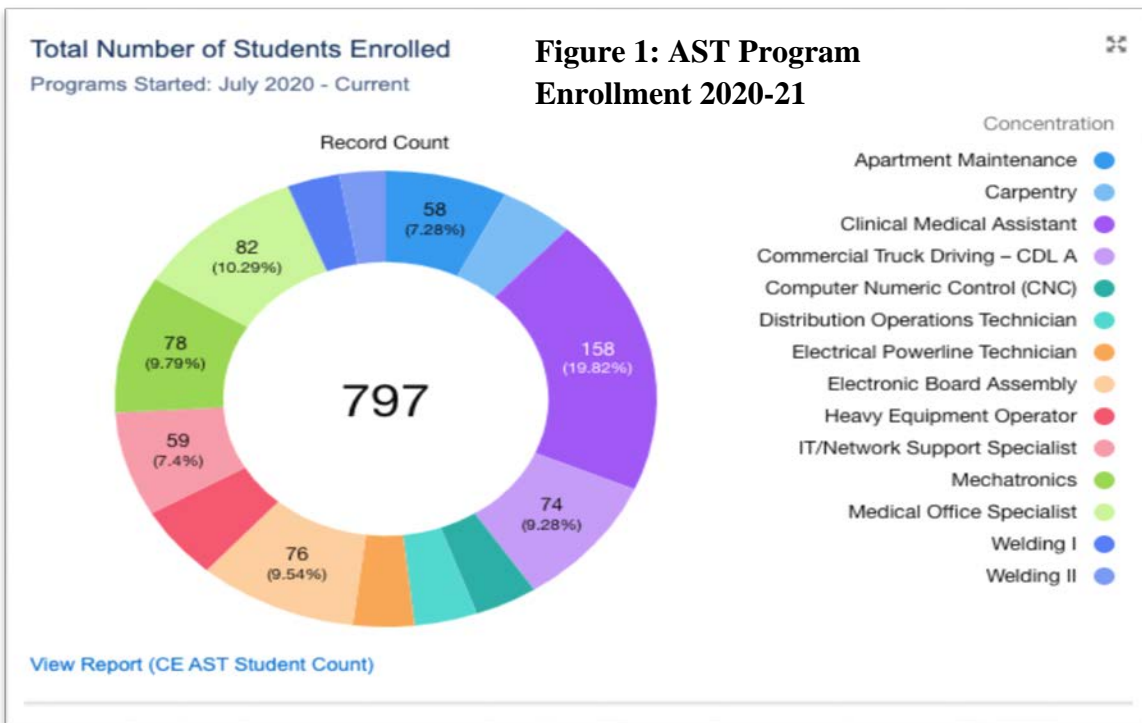
Accelerated Skills Training in New Robotics Technology Grant Proposal: Florida Job Growth Grant Fund 2021-2022

I. Program Requirements

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

Valencia College is requesting workforce training funds for the **Accelerated Skills Training in New Robotics Technology** (Robotics Technology) project to promote growing industry needs aligned with changing technology to support **Florida’s targeted industries: Manufacturing (NAICS 31-33) and Global Logistics and Trade (NAICS 42, 48-49)**. Valencia College (Valencia) is a federally designated Hispanic-Serving Institution serving over 70,000 students annually in continuing education, degree, and certificate programs. Valencia’s service district covers Orange and Osceola Counties including the Poinciana community (split between Osceola and Polk County). The tri-county area encompasses over 4,341 square miles with approximately 2.3 million residents. The project is located in Osceola County, home to three of the College’s nine learning locations: the Advanced Manufacturing Training Center, the Osceola Campus, and the Poinciana Campus.

This project will develop an accelerated, 14-week Robotics Technician training program to support the emerging need for technicians with expertise working with robots and equipment on complicated production or conveyer systems. Program development is a direct result of partnerships between Central Florida businesses and Valencia to address workforce development needs related to challenges with incorporating robotics technology into the manufacturing and distribution sectors. The Robotics Technology project aligns with Valencia College’s larger-scale initiative for workforce training and careers through Accelerated Skills Training (AST) programs. Valencia’s AST programs offer continuing education programs aligned with local industry needs, which supports participants’ attainment of stackable, nationally recognized



industry credentials. Additional benefits include placement services, and the soft skills necessary to successfully transition into the workplace. Optionally, program credits can count towards selected A.S. degrees, further improving upward mobility and financial stability for local residents.

This project's budget is **\$1,963,601 million**, which includes requested funding support from the Florida Job Growth Grant Fund and funds leveraged by Valencia College and its partners in support of this project. Funding supports program start-up costs, including an instructor sustained by the college in Year 2 of the project, the delivery of cutting-edge curriculum, equipment creating technology-enhanced learning environments, and tuition assistance to support students' successful attainment of credentials to support technician roles in the areas of robotics and automation.

The Covid-19 global pandemic underscored issues with the supply chain, while increasing demand for remote capabilities resulting in significant changes to the Central Florida employer landscape. As more households began primarily eating at home, receiving grocery delivery, and shopping from their living rooms, manufacturers and distribution supply chains became stressed to increase production to keep up with demand. The lack of raw materials or components cripples manufacturing of essential products, and one missing link in the supply chain can cause reverberations felt across industries. One of the ways manufacturers and distribution organizations address the growing issues around getting product to customer is to increase efficiencies within their current systems by adding robots. Robots are an important piece of the Industry 4.0 puzzle. Industry 4.0 technologies are designed to integrate robots with existing equipment (cobots), but this new way of producing or distributing products requires a technician that does not exist today. Tomorrow's smart factories will depend on new types of machines, such as collaborative and mobile devices that are interconnected. Artificial intelligence (AI), cloud computing and data analytics will also make industrial robots more reliable than ever.

The goal of Industry 4.0-enabled robotics is zero downtime and maximum efficiency. As robots use more sensors and become more digitally connected, they will become much less susceptible to disruptions. Unscheduled downtime is one of the most prevalent causes of inefficiency in manufacturing/distribution today. Spotting a glitch on an assembly/distribution line in real time—and reconfiguring around it—can increase productivity, reduce errors, and improve quality. Finding skilled technicians for machines and now robots will continue to be a major challenge for manufacturing and distribution employers for many years. According to a Deloitte Skills Gap report (2018)¹, over the next 10 years (2018-2028), 1.96 million new jobs will be needed for advanced manufacturing, while 2.69 million workers are retiring. Of this collective 4.6 million jobs needed in manufacturing, only 2.2 million are likely to be filled with the current state of training programs, leaving a 2.4 million job deficit due to skills shortage. Research shows one third of current workers are without the technical skills to adjust. The need for reskilling of the workforce due to increased automation is becoming a reality.

Valencia will develop a Robotics Technician program spanning 14 weeks and 420 cumulative hours of training supporting skills attainment for working with robots and equipment on

¹ Giffi, C., Wellener, P., Dollar, B., Manolian, H. A., Monck, L., & Moutray, C. (2018). Deloitte and The Manufacturing Institute skills gap and future of work study. Deloitte Insights.

complicated production and conveyor systems. The program will provide an opportunity to train on equipment currently used by industry, such as an Autonomous Mobile Robot (AMR), which moves raw materials to machines for continuous feeding, final product manipulations, and the sorting of the product for its final destination. A Metrology Lab will take students to the next level by teaching how to accurately measure a final product to ensure precision. The Robotics Technician program will co-locate with the AST Mechatronics Program and the Supply Chain Automation technical certificate program creating synergy between programs. The Careers in Industry and Technology (CIT) facility, a 53,000 square foot building on the Osceola Campus, will house these programs. The facility was designed with computer labs, classrooms and simulation labs for technology-enhanced skills training. CareerSource Central Florida is also co-located nearby on the Osceola Campus to provide career counseling, job placement, assistance with Individual Training Accounts (ITAs), and wraparound services to participants of the targeted workforce training programs.

The new Robotics Technician program builds upon Valencia's multi-year plan began in 2014 with the implementation of the AST program. This plan seeks to increase access to workforce education programs and provide the necessary facilities to train residents of targeted, distressed communities to be fully prepared to participate in the workforce of the future. Valencia's AST program is a proven model for success. Ninety-five percent (95%) of students who begin a course successfully graduate, and an average of 81% are employed in their field within a month. The hourly wages of AST course completers are \$15 to \$20 an hour after a few weeks of specialized training, providing local families with the stable income necessary to meet basic human needs and beyond. Valencia's AST programs provide targeted outreach to individuals who are unemployed, under-employed, or working multiple jobs to make ends meet. The majority of program participants are referred to Valencia through community organizations such as CareerSource Central Florida, who verify income levels and identify potential successful candidates. This project will provide long-term economic impact through collaboration with regional stakeholders including industry leaders who have a shared interest in promoting economic development in the region. The proposed Robotics Technician program will create access for residents across Central Florida to participate in a field with a growing need, and fills a gap caused by the absence of any available Robot Technician training in the local area.

As an open-access state college, Valencia creates opportunities benefitting the entire community as an affordable, workforce educational provider. To bring economic development within the targeted distressed region, the College has strategically developed a modular approach to the AST training programs to promote a greater regional impact through portable workforce curriculum that is scalable to new learning sites. The Robotics Technician program will ensure that Central Florida residents have access to the skills training needed to obtain gainful employment immediately upon program completion.

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

Valencia College, a state college and member of the Florida College System, will implement the proposed project and deliver Robotics Technician training at the Osceola Campus location. This project aligns with the mission of the Florida State College System to further workforce development by providing the community access to the necessary facilities and equipment to prepare for tomorrow's workforce needs. The Robotics Technology project supports regional and

statewide goals to increase job growth and economic development by preparing a skilled workforce to support and grow Florida's Manufacturing and Logistics and Distribution Operations sectors. Covid-19, with its devastating impact on tourism, hit the Central Florida region particularly hard. The Florida Department of Education urged the state's educational institutions to mitigate economic damage caused by Covid-19 by facilitating training in new career pathways.² In alignment with this call to action, Valencia expanded AST program offerings providing employment hope to individuals across impacted industries. At the height of the pandemic, Valencia successfully trained 150 students across 11 AST programs at a temporary "pop-up" training site at the Orange County Convention Center. Through the Robotics Technology project, Valencia illustrates a continuing commitment to identifying new jobs and job functions needed by industry, and providing accelerated training to meet new work demand, fulfilling the workforce education needs of the region and the college's purpose.

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

Training provided through the Robotics Technology project is intentionally designed to ensure program completers earn credentials that are applicable and transferable across the targeted industries of Manufacturing (NAICS 31-33) and Global Logistics and Trade (NAICS 42, 48-49). While there are multiple Central Florida manufacturers and distribution companies that currently use robotic technology, this number will continue to grow with the introduction of Industry 4.0 practices and the number of distribution/logistics/and supply chain organizations locating to Central Florida. Valencia's industry partners not only express immediate needs for Robotics Technicians to work on or fix current robots, but also indicate situations where a robot sits unused because the company does not have the expertise to repair it. Other companies want to add robotic technology to their production/distribution systems but do not know how. The Robotics Technician program will provide a pathway for completers to earn nationally recognized industry certifications, conferring skills that are in high demand. Co-location with the AST Mechatronics and Supply Chain Automation technical certificate programs also creates visible pathways for students into additional career areas. The Robotics Technology program maximizes student success in technology-enhanced learning environments to develop a globally competitive workforce. The training will be created with guidance from multiple, varied industry partners (see letters of commitment submitted with this application). Training is refined through continuous review and improvement processes. Through these partnerships and processes, the Robotics Technician program will ensure participants' skills training addresses gaps in the workforce and that training is responsive to changing or varied industry needs.

Examples of targeted industry areas, and employers or industry associations requiring and advocating for the skills training provided through Robotics Technology, and who have submitted letters of support for the project, include:

² Florida Department of Education (2020, June 16), 'Cares Act, Rapid Credentialing Grant Opportunity [PowerPoint Slides].' Retrieved from <http://www.fldoe.org/core/fileparse.php/7515/urlt/RFA-RapidCredentialing.pdf>

Industry Partner	Industry Area
Braas Company	Computer and Electronic Product Manufacturing (334)
Dean Foods/T.G. Lee Dairy	Beverage Manufacturing (312)
Florida Distillers Company	Beverage Manufacturing (312)
Geneva Trading Company, LLC	Miscellaneous Manufacturing (339)
PepsiCo (Gatorade-Kissimmee)	Beverage Manufacturing (312)
Skywater Technologies	Computer and Electronic Product Manufacturing (334)
RND Automation	Machinery Manufacturing (333)
Manufacturers Association of Central Florida	Miscellaneous Manufacturing (339) - This association represents a multitude of manufacturing companies in the Central Florida area.

Training modules cover a range of core and advanced cobot programming skills, and deepens understand of cobots and their wide range of use cases while providing hands on training and workplace applications. Program completers may earn industry credentials transferable and applicable to multiple employers in the targeted industry areas, such as:

1. E-Series Core Track Certification
2. E- Series Application Track Certification
3. E-Series Pro Track Certification
4. ROOTS COBOT Integration and Processing Certification

Additional credentials include:

- OSHA 10 General Industry Certification

Robotics Technicians will support the targeted industries of Manufacturing and Logistics and Distribution Operations. Across many industries, cobots are supporting greater efficiency and agility, and Robotics Technicians are needed to work with these cobots. These industries include: Automotive, Electronics and Technology, Metal and Machining, Medical and Cosmetics, Food and Beverage, Plastics and Polymores, among others.

The Robotics Technology project will develop and maintain the Robotics Technician program with the support of industry advisory councils and recommendations from regional partners. The College engages in on-going environmental scans for continuous program improvement and development of relevant workforce programming by engaging the regional workforce investment board (CareerSource Central Florida), and the non-profit backbone organizations (e.g. Manufacturers Association of Central Florida that contribute to the regional strength for advancing manufacturing and logistics workforce.

D. Describe how this proposal supports programs that are offered to the public:

Access and inclusion are core to Valencia's AST programs. The target audience for programs supported by the requested grant funds consists of unemployed, underemployed, women in non-traditional careers, and veterans returning from service. The Robotics Technology project will offer intentional recruitment and targeted outreach to individuals in economically distressed areas in Osceola County. In partnership with CareerSource Central Florida and other community organizations, such as The Council on Aging, The Community Hope Center, The Salvation Army, and Goodwill, the AST programs are able to reach individuals in distressed circumstances

due to COVID-19 and its effect on the local economy. These partnerships also assist with removing barriers to learning like transportation, child care, and other issues.

Training programs are open to all eligible candidates. The Robotics Technology project will prepare and engage the current and future workforce for careers by offering relevant education through technical instruction and training resulting in career pathways leading to high-skill; high-wage employment.

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

Valencia's AST programs are continuing education programs, aligned with local industry needs, and resulting in stackable, nationally recognized industry credentials. AST workforce training programs align with career clusters and learning competencies detailed in the Florida Department of Education's Career and Technical Education Curriculum Frameworks to support articulation into credit programs. As a result, AST programs provide a pathway to in-demand, high wage employment, as well as into Valencia's Career and Technical Education programs. Resources, such as an articulation chart, are shared with students upon enrollment to illustrate the available choices and pathways within the College. Specific AST programs articulate into Associate of Science (AS) programs that align along an educational pathway, such as the Mechatronics AST program into Energy Management and Controls Technology AS degree. Valencia will design the new Robotics Technician program following the AST model for an industry-validated, credential-based, accelerated program with lattices and ladders to and through various educational pathways or the workplace. Credentials assist participants to obtain employment in the region's high-demand, high wage jobs, while also supporting a pathway to a degree program, shortening the time to degree completion or allowing students to work in a high wage job while completing a college degree.

F. Does this proposal support a program that will not exclude unemployed or underemployed individuals? Yes. The Robotics Technology program intentionally targets individuals who are unemployed, under-employed, or working multiple jobs to earn a family sustainable wage. Through partnership with CareerSource Central Florida to verify income levels and identify potential successful candidates, the Robotics Technology project will assist the state's unemployed and under-employed individuals.

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, and state the associated metrics used to measure the success of the proposed training.

The Robotics Technology project connects to a broader economic development vision for the community by providing residents from distressed communities access to the necessary facilities and equipment for the advanced skills training required by industry. The regional impact of this project can be projected from current AST programs. The hourly wages of AST course completers are \$15-\$20 an hour after a few weeks of specialized training. Student success is the result of a case management approach, individualized wraparound services, soft skills training, and job preparation workshops. Strong industry partnerships also play a critical role, defining the

latest needs of their industries and supporting student learning through site tours, job fairs, and presentations about careers and the workplace. The project team anticipates a minimum of 120 program completers over two years who will enter high-wage jobs. The savings on social services such as unemployment compensation, welfare, food stamps and other related services are not yet estimated but have the potential to be a significant amount.

The Robotics Technology project supports regional and statewide goals to increase job growth and economic development by preparing a skilled workforce in Florida’s 1) Manufacturing and 2) Logistics and Distribution targeted industry areas. The project is in a region of high need for transferrable workforce education and offers resources in manufacturing and cross-functional electrical, mechanical, and computer skills training to communities that currently have no or limited access to high-quality workforce training. In response to community needs, the Robotics Technology program targets residents in Osceola County, a region with high levels of poverty and unemployment, and limited options in education and workforce training. With robust industry partnerships, the Robotics Technology project will lead to job creation across Central Florida and aggressively advance the economy in regions characterized by residents with significantly low educational attainment, high unemployment, and low per capita income. For years, low wage jobs in theme parks and the hospitality industry have dominated the region, creating family financial vulnerability. Yet population growth continues with census data indicating a 39.8% population growth from 2010 to 2019, in comparison with a statewide average of 14.2%. This number reflects the influx of refugees from Hurricane Maria who arrived in 2017-2018, with an estimated 20,000 settling in Osceola County. Of the total Osceola County population, 55.8% identify as Hispanic or Latino origin, compared to 26.4% for the entire state. Much of the lure was abundant tourism-related employment. While not high paying, hotel and restaurant hourly positions frequently do not require high level English language skills and over 50% of Osceola County households report a language other than English spoken in their homes. This frequently results in individuals working multiple jobs trying to make ends meet, as evidenced by the Orlando Economic Partnership’s 2016 Orlando Prosperity Scorecard and data from Florida Health.gov:

2016 Economic Measurement	State of Florida	Osceola
Median Household Income	\$58,588	\$50,546
ALICE Households*	33%	52%
Cost Burdened Households**	20.4%	24.4%
Extremely Cost Burdened Households***	21.3%	25.1%

*Asset Limited, Income Constrained, Employed

**Defined as monthly housing costs (including utilities) that exceed 30% of monthly income

***Defined as monthly housing costs (including utilities) that exceed 50% of monthly income

A 2017 Central Florida Commission on Homelessness identified more than 3,000 students within the Osceola County public school system who were homeless, including a substantial amount living with their families in weekly rental hotels. Clearly, many families were in financial peril before Covid-19 and due to a local economy built on tourism, Covid-19 has been a catastrophic event in Central Florida. In May 2020, the highest unemployment rates in Florida were in Osceola County, peaking at 32% of the labor force according to The Florida Department of Economic Opportunity. The individuals targeted to be served by this project, whose prior best

option may have been hotel and restaurant work, are now competing with highly experienced workers for hourly jobs. Additionally, some families have made the difficult decision to pull students from high school to seek full time employment, needing to supplement family income due to parental lost wages. The Florida Chamber of Commerce reports that, statewide, the Leisure and Hospitality industry (specifically Accommodation and Food Services) decreased 19.8% (a loss of 249,400 jobs) from August 2019 to August 2020. However, in that same time period, Manufacturing decreased only 3%, evidence that some industries, including those targeted by this project, are resistant to dramatic economic downturns.

Recent industry expansion within the Central Florida region has created a high-demand for a skilled workforce in advanced technologies including manufacturing and distribution operations. As the eighth fastest growing county in the nation (40% growth since 2012), Osceola County includes the cities of Kissimmee and St. Cloud as well as a variety of unincorporated areas, including Davenport, Celebration, Poinciana and Harmony. In alignment with the strategic plan of the Orlando Economic Partnership, the Robotics Technology project team developed workforce programs in response to the recent expansion of industries targeting the Central Florida region. The project leverages the strong partnership and recommendations of CareerSource Central Florida and the Orlando Economic Partnership. The project will support regional efforts and provide Central Florida with quality jobs, economic growth, broad-based prosperity and a sustainable quality of life by filling a supply gap in advanced manufacturing occupations.

The following metrics will measure and indicate the success of the proposed training:

Strategic Indicator	Objective
Enrollment:	The Robotics Technician program will enroll 60 participants annually from distressed economic areas in Central Florida, with specific focus on Osceola County. This will result in 600 participants enrolled over a 10-year period.
Completion Rate	The Robotics Technician program will achieve an 94% average completion rate over 10 years. This will result in an anticipated 564 completers in a ten-year period.
Certifications/ Credentials Obtained	Participants will obtain the following industry certifications upon completion of the program – <ul style="list-style-type: none"> • E-Series Core Track Certification • E- Series Application Track Certification • E-Series Pro Track Certification • ROOTS COBOT Integration and Processing Certification • OSHA 10 General Industry Certification
Job Placement Rate:	85% of Robotics Technician program completers will be placed into a job or work-experience program (internship).
Obtainment of High Wage Job Rate	Program completers placed in jobs will earn an average of \$19 per hour or greater.

2. *Additional Information*

A. *Is this an expansion of an existing training program?* Yes. The curriculum is modeled after the successful workforce education programs offered by Valencia’s AST programs and is an expansion of the current distribution operations and mechatronics program curriculum. Across AST programs, 95% of students who begin a course successfully graduate, and an average of 81% are employed in their field within a month.

B. *Does the proposal align with Florida’s Targeted Industries, Yes. Indicate which ones.*

Robotics Technicians will support the targeted industries of Manufacturing (NAICS 31-33) and Global Logistics and Trade (NAICS 42, 48-49).

C. *Does the proposal align with occupation(s) on the Statewide Demand Occupations List and/or the Regional Demand Occupation List, Yes. If yes, which ones.*

Completers of this program are eligible for occupations in Electrical and Electronic Engineering Technologists and Technicians (SOC 17-3023), which is on CareerSource Central Florida's Region 12 Demand completion Occupation List as a high skill, high wage (HSHW) occupation with 154 annual openings. EMSI data indicates that the Orlando-Kissimmee-Sanford area is hiring at a faster rate than the national average for these occupations.

SOC Code	HSHW	Occupation Title%	Annual Percent Growth	Annual Openings	2019 Hourly Wage	
					Mean	Entry
17-3023	Yes	Electrical and Electronics Engineering Technicians	1.66	154	\$28.80	\$19.01
Source: Workforce Region 12 (Orange, Osceola, Lake, Seminole, Sumter) Demand Occupation List 2021-2022						

D. *Indicate how the training will be delivered, (E.G., classroom-based, computer-based, other). If in person, identify the locations (e.g., city, campus, etc.) where the training will be available. If computer-based, identify the targeted locations(s) (e.g. city, county, statewide where the training will be available).*

The training will be offered in-person with simulation learning labs and technology-enhanced classrooms for computer-based training and hands-on learning at the Valencia College-Osceola Campus. The Robotics Technology project will be strategically located in the heart of Osceola County. The project will develop talent across a three-county region including Orange, Osceola and Poinciana (a census designated area split between Polk and Osceola counties) encompassing over 4,341 square miles with approximately 2.3 million residents.

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

Valencia will calculate return on investment for this project by analyzing outcomes over a ten-year period. Grant funding will support start-up costs for the new program, and Valencia will sustain a portion of program costs in Year 2 before sustaining all program costs in Year 3. The Robotics Technician program will enroll 60 students annually resulting in 600 participants the ten-year period. Of those, the project anticipates a completion rate of 94%, based on the completion rates for a similar AST program, Mechatronics.

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

The Robotics Technology project will begin in January 2022. The Robotics Technician Program will begin enrolling students within six months of the project start date. During the first six months, Valencia will build a robot to support student learning, and constructing this robot will last five months. During that time, the Valencia team will focus on recruiting students for enrollment. The Robotics Technician program will be 14 weeks in length, with some sessions held during the day and some at night, to accommodate student scheduled.

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

Valencia College has a well-established history as a national leader in developing and implementing replicable, innovative solutions to a variety of educational challenges specific to preparing and engaging the current and future workforce. Over the past decade, the College has proven its ability to successfully administer a variety of workforce education programs supported by grants, including National Science Foundation Advanced Technological Education, Department of Education Title V, and Department of Labor Trade Adjustment Assistance for Community Colleges and Career Training (TAACCCT) grants. The Robotics Technology project is aligned with Valencia College's strategic plan and supports the core work of the College. As a result, the College plans to sustain the project's personnel costs to ensure ongoing program delivery after the grant period ends.

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 completer in each code, corresponding with Section E.

The Robotics Technology Project will develop a new Robotics Technician program, which will be the first training program of this kind in Central Florida. This program will support the growing need within the manufacturing and logistics sectors for technicians with the knowledge and skills to work with robotics technology.

Program Overview: In this accelerated, 14-week training program, students will learn the basics of cobot programming skills, cobot scripting, industrial communication, and interface usage. The following topics are examples of the material comprising training curricula:

- Installing and working with cobots, tooling, sensors, and actuators.
- Programming, coding, and testing devices for autonomous control.
- Conducting validation and root cause analysis on devices.

- Performing application techniques by integrating all independent modules into an Integrated Learning Factory.
- Performing Quality Assurance measures on final product to ensure precision and accuracy in the Metrology Lab.
- Essential Workplace skills, including financial literacy, interview skills, and resume writing.

Training Program Overview			
Training Program Name	Certifications	CIP	Percent Completers
Robotics Technician	<p>•E-Series Core Track Certification: Teaches all essential concepts, terminology, and programming commands needed to operate a UR robot. The 8 modules are a step-by-step simulation of setting up and programming a complete pick and place application.</p> <p>•E- Series Application Track Certification: Teaches specific knowledge and skills that are applicable to applications such as screwdriving, packaging and machine tending.</p> <p>•E-Series Pro Track Certification: Builds upon the skills learned in Core Track, but teaches more complex topics.</p> <p>•ROOTS COBOT Integration and Processing Certification: Through simulations, assessments, curriculum, and ROOTS Engineering Services' (patented) adaptable hands-on lab training equipment, ROOTS fully prepares students to advance their education and high-earning manufacturing and technology careers with the integration of robots, tooling, sensors, actuators, software, external hardware and other various components.</p> <p>•OSHA 10 General Industry Certification</p>	TBD (new program)	All completers of this program will receive the listed certifications (100%)

I. Does this project have a local match amount?

Valencia College will leverage funds from partnership commitments (federal grant funding, nonprofit organizations, private foundations, and CareerSource Central Florida) to support additional tuition assistance for low-income students needing financial assistance to attend AST programs.



June 17, 2021

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399

Re: Florida Job Growth Grant Fund

Dear Governor DeSantis:

CareerSource Central Florida would like to express our support for Valencia College's application to the Florida Job Growth Grant Fund in pursuit of workforce training funds that will allow for greater access to education and training for Robotics Technicians. These programs will be offered in Central Florida and provide residents from distressed communities access to the necessary facilities and equipment for the advanced skills training required by industry.

The project supports regional and statewide goals to increase job growth and economic development by preparing a skilled workforce in Florida's manufacturing and distribution and logistics sectors. Training provided through Valencia's project will provide participants with the opportunity to obtain a credential that can lead them to high paying jobs with steady, sustainable employment in the growing Industry 4.0 environment.

For these reasons, CareerSource Central Florida strongly supports Valencia's pursuit of these Florida Job Growth Grant funds and will commit resources towards the success of the project. CareerSource Central Florida would consider providing Individual Training Account funding support for participants in the Robotics Program offered through the project.

We are committed to the continual development of programs that provide opportunities for our region's workers and businesses to succeed in the economy. This project will clearly serve the needs of businesses and provide a sustainable, well-trained talent pipeline for Central Florida.

As the regional workforce board for Sumter, Lake, Osceola, and Seminole counties, we encourage programs within the region that can expedite the training of a talent pipeline to meet the specific needs of Central Florida industries that are growing and hiring, such as the Robotics Program proposed by Valencia College in this grant application.

Sincerely,

A handwritten signature in blue ink that reads "Mimi Coenen".

Mimi Coenen
Chief Operations Officer
CareerSource Central Florida

www.careersourcecentralflorida.com 1.800.757.4598

CareerSource Central Florida is an equal opportunity employer/program. Auxiliary aids

A proud partner of the  American Job Center network and services are available upon request to individuals with disabilities.

All voice telephone numbers on this document may be reached by persons using TTY/TDD equipment via 1-800-955-8771 - Voice: 1-800-955-8770.

June 30, 2021

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:



The Orlando Economic Partnership (OEP) is pleased to offer our commitment to support Valencia College's application to the Florida Job Growth Grant Fund in pursuit of workforce training funds that will allow for greater access to in demand training in the Advanced Manufacturing field of Mechatronics/Robotics. OEP works to provide the Orlando region with quality jobs, economic growth, broad-based prosperity, and a sustainable quality of life. Valencia College's *Accelerated Skills Training in New Robotics Technology* project will promote economic enhancement in support of Florida's targeted industries and aligns with OEP's mission. The project will help to meet the needs of our residents and local businesses.

Valencia College's *Accelerated Skills Training in New Robotics Technology* project supports regional and statewide goals to increase job growth and economic development by preparing a skilled workforce in Florida's manufacturing and distribution and logistics sectors. The proposed Robotics Program will provide participants with the opportunity to obtain credentials leading to sustainable employment in the growing manufacturing and distribution sectors in Central Florida. OEP pledges our cooperation, involvement, and support in this outstanding regional initiative.

I am pleased to extend my support for this workforce training project, and I look forward to the growth and opportunity it will provide for the Central Florida region.

Sincerely,

Thank you,



Tim Giuliani
President and CEO
Orlando Economic Partnership



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407.897.3384 | 800 N. Magnolia Avenue, Suite 1850, Orlando FL 32803 | www.MACF.biz

June 7, 2021

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399

Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

The Manufacturers Association of Central Florida is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Accelerated Skills Training in New Robotics Technology*. The Manufacturers Association of Central Florida currently supports Valencia's efforts in providing education and training in Advanced Manufacturing including Mechatronics/Robotics, Welding, Computer Numeric Control, Distribution Operations, Global Supply Chain Management, Engineering Technology, and Supply Chain Automation. The Manufacturers Association of Central Florida is committed to the success of the *Accelerated Skills Training in New Robotics Technology* project and believes the Robotics Program will have a strong, positive impact on individuals currently unemployed or underemployed in our community.

Valencia College provides a variety of training and educational options that can be adjusted and customized to industry needs. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. The Manufacturers Association of Central Florida values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing, and distribution and logistics occupations. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Wishing you continued success,

Sherry Reeves
Executive Director
Manufacturers Association of Central Florida



June 16, 2021

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

BRAAS Company is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Accelerated Skills Training in New Robotics Technology*. BRAAS Company currently supports Valencia's efforts in providing education and Accelerated Skills Training in Advanced Manufacturing including Mechatronics/Robotics. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. BRAAS Company values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

BRAAS Company is committed to the success of the *Accelerated Skills Training in New Robotics Technology* project and believes Valencia College is well positioned to add a Robotics program to the Mechatronics area creating a synergy between the two programs that provides students the optimal experience to learn about mechanical equipment and the integration of robots. Finding skilled technicians for machines and now robots is a major challenge for manufacturing and distribution employers. Training provided through the *Accelerated Skills Training in New Robotics Technology* project will prepare students to work in Industry 4.0 and Robotics, which will address the growing skills gap created by the many distribution/logistics/supply chain organizations locating to or expanding in Central Florida. This project will provide participants with a pathway leading to high paying jobs with steady, sustainable employment for years to come. This will have a strong, positive impact on individuals currently unemployed or underemployed in our community.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in the workforce. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,

BRAAS Company
230 Douglas Rd. East
Oldsmar, FL 34677
1-800-AUTOMATE



June 16, 2021

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

Caribbean Distillers, LLC DbA Florida Distillers Company is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Accelerated Skills Training in New Robotics Technology*. Florida Distillers Company currently supports Valencia's efforts in providing education and Accelerated Skills Training in Advanced Manufacturing including Mechatronics/Robotics. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. Florida Distillers Company values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

Florida Distillers Company is committed to the success of the *Accelerated Skills Training in New Robotics Technology* project and believes Valencia College is well positioned to add a Robotics program to the Mechatronics area creating a synergy between the two programs that provides students the optimal experience to learn about mechanical equipment and the integration of robots. Finding skilled technicians for machines and now robots is a major challenge for manufacturing and distribution employers. Training provided through the *Accelerated Skills Training in New Robotics Technology* project will prepare students to work in Industry 4.0 and Robotics, which will address the growing skills gap created by the many distribution/logistics/and supply chain organizations locating to or expanding in Central Florida. This project will provide participants with a pathway leading to high paying jobs with steady, sustainable employment for years to come. This will have a strong, positive impact on individuals currently unemployed or underemployed in our community.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in the workforce. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,

Wyatt B. Dube
Recruiter & Outreach Coordinator
Florida Distillers Company
(863) 956-1116

CARIBBEAN DISTILLERS, LLC

530 Dakota Avenue, P.O. Box 1447 Lake Alfred, Florida 33850 ■ Phone: (863) 956-1116 ■ Fax: (863) 956-3979

Geneva Trading Company LLC.
670 Coffee Trail
Geneva, Florida 32732

June 30, 2021

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

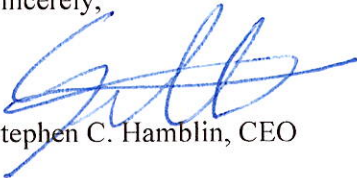
Dear Governor DeSantis:

Geneva Trading Company LLC is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Accelerated Skills Training in New Robotics Technology*. Geneva Trading Company LLC supports Valencia's efforts in providing education and Accelerated Skills Training in Advanced Manufacturing including Mechatronics/Robotics. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. Geneva Trading Company LLC values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

Geneva Trading Company LLC is committed to the success of the *Accelerated Skills Training in New Robotics Technology* project and believes Valencia College is well positioned to add a Robotics program to the Mechatronics area creating a synergy between the two programs that provides students the optimal experience to learn about mechanical equipment and the integration of robots. Finding skilled technicians for machines and now robots is a major challenge for manufacturing and distribution employers. Training provided through the *Accelerated Skills Training in New Robotics Technology* project will prepare students to work in Industry 4.0 and Robotics, which will address the growing skills gap created by the many distribution/logistics/and supply chain organizations locating to or expanding in Central Florida. This project will provide participants with a pathway leading to high paying jobs with steady, sustainable employment for years to come. This will have a strong, positive impact on individuals currently unemployed or underemployed in our community.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in the workforce. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,



Stephen C. Hamblin, CEO



June 25, 2021

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

Gatorade - Kissimmee is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Accelerated Skills Training in New Robotics Technology*. Gatorade - Kissimmee currently supports Valencia's efforts in providing education and Accelerated Skills Training in Advanced Manufacturing including Mechatronics/Robotics. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. PepsiCo values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

Gatorade - Kissimmee is committed to the success of the *Accelerated Skills Training in New Robotics Technology* project and believes Valencia College is well positioned to add a Robotics program to the Mechatronics area creating a synergy between the two programs that provides students the optimal experience to learn about mechanical equipment and the integration of robots. Finding skilled technicians for machines and now robots is a major challenge for manufacturing and distribution employers. Training provided through the *Accelerated Skills Training in New Robotics Technology* project will prepare students to work in Industry 4.0 and Robotics, which will address the growing skills gap created by the many distribution/logistics/and supply chain organizations locating to or expanding in Central Florida. This project will provide participants with a pathway leading to high paying jobs with steady, sustainable employment for years to come. This will have a strong, positive impact on individuals currently unemployed or underemployed in our community.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in the workforce. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Respectfully,

Dan Muñoz,
Director of Manufacturing and Warehousing, Gatorade - Kissimmee



June 9, 2021

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

RND Automation is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Accelerated Skills Training in New Robotics Technology*. RND Automation currently supports Valencia's efforts in providing education and Accelerated Skills Training in Advanced Manufacturing including Mechatronics/Robotics. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. RND Automation values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

RND Automation is committed to the success of the *Accelerated Skills Training in New Robotics Technology* project and believes Valencia College is well positioned to add a Robotics program to the Mechatronics area creating a synergy between the two programs that provides students the optimal experience to learn about mechanical equipment and the integration of robots. Finding skilled technicians for machines and now robots is a major challenge for manufacturing and distribution employers. Training provided through the *Accelerated Skills Training in New Robotics Technology* project will prepare students to work in Industry 4.0 and Robotics, which will address the growing skills gap created by the many distribution/logistics/and supply chain organizations locating to or expanding in Central Florida. This project will provide participants with a pathway leading to high paying jobs with steady, sustainable employment for years to come. This will have a strong, positive impact on individuals currently unemployed or underemployed in our community.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in the workforce. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,

Sean Dotson, PE
President, RND Automation



RND Automation – Robotics | Packaging | Assembly

3155 Lakewood Ranch Blvd. Suite 110 | Lakewood Ranch, FL 34211

www.RNDAutomation.com | sales@RNDAutomation.com



June 18, 2021

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund

Dear Governor DeSantis:

SkyWater Technology is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Accelerated Skills Training in New Robotics Technology*. SkyWater currently supports Valencia's efforts in providing education and Accelerated Skills Training in Advanced Manufacturing including Mechatronics/Robotics. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training, and education to enter the workforce or advance in their current work. SkyWater values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

SkyWater is committed to the success of the *Accelerated Skills Training in New Robotics Technology* project and believes Valencia College is well positioned to add a Robotics program to the Mechatronics area creating a synergy between the two programs that provides students the optimal experience to learn about mechanical equipment and the integration of robots. Finding skilled technicians for machines and now robots is a major challenge for manufacturing and distribution employers. Training provided through the *Accelerated Skills Training in New Robotics Technology* project will prepare students to work in Industry 4.0 and Robotics, which will address the growing skills gap created by the many distribution/logistics/and supply chain organizations locating to or expanding in Central Florida. This project will provide participants with a pathway leading to high paying jobs with steady, sustainable employment for years to come. This will have a strong, positive impact on individuals currently unemployed or underemployed in our community.

SkyWater welcomes the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,

A handwritten signature in black ink, appearing to read "Casey Sarver", written in a cursive style.

Casey Sarver
Vice President, Human Resources



June 16, 2021

Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor DeSantis:

T.G. Lee Dairy is pleased to offer our commitment to Valencia College as they pursue the Florida Job Growth Grant Fund for the Workforce Training project entitled, *Accelerated Skills Training in New Robotics Technology*. T.G. Lee Dairy currently supports Valencia's efforts in providing education and Accelerated Skills Training in Advanced Manufacturing including Mechatronics/Robotics. Programs, such as those offered by Valencia College, ensure that Central Florida residents have the opportunity to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work. T.G. Lee Dairy values Valencia College's commitment to develop the talent pipeline needed for our company to prosper because of their workforce development efforts.

T.G. Lee Dairy is committed to the success of the *Accelerated Skills Training in New Robotics Technology* project and believes Valencia College is well positioned to add a Robotics program to the Mechatronics area creating a synergy between the two programs that provides students the optimal experience to learn about mechanical equipment and the integration of robots. Finding skilled technicians for machines and now robots is a major challenge for manufacturing and distribution employers. Training provided through the *Accelerated Skills Training in New Robotics Technology* project will prepare students to work in Industry 4.0 and Robotics, which will address the growing skills gap created by the many distribution/logistics/and supply chain organizations locating to or expanding in Central Florida. This project will provide participants with a pathway leading to high paying jobs with steady, sustainable employment for years to come. This will have a strong, positive impact on individuals currently unemployed or underemployed in our community.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in the workforce. We welcome the opportunity to support Valencia College's Florida Job Growth Grant Workforce Program initiative through our involvement in this regional partnership.

Sincerely,
Jason H. Kempher

Attachment C: Budget Narrative

Accelerated Skills Training in New Robotics Technology Project

1) Total Amount Requested: **\$1,713,601** (Florida Job Growth Grant Fund)

2) Other Workforce Training Project Funding Sources:

- City/County: None
- Private Sources: None
- Other (grants, etc.): Valencia College local funds and partnership commitments
Please specify: see below
- **Total Other Funding: \$250,000**

Valencia College will leverage funds from partnership commitments (federal grant funding, nonprofit organizations, private foundations, and CareerSource Central Florida) to support additional tuition assistance for low-income students needing financial assistance to attend AST programs. will match the tuition amount requested in this Florida Job Growth Grant Fund application.

3) Workforce Training Project Costs

- **Equipment: \$1,000,000**
Equipment to support the new Robotics Technician Accelerated Skills Training program. Industrial grade equipment supports students to understand the complex principles of robots including classification, operation, troubleshooting, processing, logic, and applications in robotics industry through hands-on lab exercises to become familiar with a robotics system. All equipment will be purchased through Valencia College’s Procurement Office and follow established procedures for procuring and maintaining equipment.
- **Personnel: \$72,449**
Personnel costs support the hiring of an Instructor for the new Robotics Technician program during Year 1 of the project. Costs for this instructor are sustained by Valencia College after Year 1. Costs include an estimated annual salary of \$55,000 and fringe benefits.
- Facilities: None
- **Tuition: \$600,000**
Workforce training tuition assistance will be allocated based on need to defray the costs of the workforce educational training fees for low-income participants. The requested tuition amount are projections based on Valencia’s current workforce program. The grant will provide partial costs of tuition with additional support available through project partners. Tuition support requested for Years 1 and 2 of the project only.
- Training Materials: None
- **Other: Indirect Costs \$41,152**
Valencia College is applying the US Department of Health and Human Services negotiated Indirect Cost Rate of 56.8% of all personnel costs.

•**Total Project Costs: \$1,963,601**

Additional Information including timing and steps necessary to obtain funding:

Valencia College plans to launch the Robotics Technician program in January of 2022, if requested grant funding is awarded. The Robotics Technician Program will begin enrolling students within six months of the project start date. During the first six months, Valencia will build a robot to support student learning, and constructing this robot will last five months. During that time, the Valencia team will focus on recruiting students for enrollment. The Robotics Technician program will be 14 weeks in length, with some sessions held during the day and some at night, to accommodate student schedules. Valencia will conduct three sessions per year.

Valencia College is able to implement project plans upon award of grant funding due to existing infrastructure to support activities. The Robotics Technician builds upon an existing Accelerated Skills Training (AST) Mechatronics Program, supporting hiring an instructor and curriculum development. The College will conduct the Robotics Technician program in the Careers in Industry and Technology (CIT) facility, a 53,000 square foot building on the Osceola Campus. Existing industry partners currently contributing the development of the Robotics Technician program will serve on the Advisory Council.