

THE SCHOOL DISTRICT OF LEE COUNTY 2021-2022
FLORIDA JOB GROWTH GRANT FUND
WORKFORCE TRAINING GRANT PROPOSAL
PART I: FORM FOR PROPOSAL



Cape Coral Technical College:
Automotive and Marine Services Technology Expansion

**The School District of Lee County
Florida Job Growth Grant Fund
Workforce Training Grant Proposal**

TABLE OF CONTENTS

PART I: APPLICATION FORM FOR PROPOSAL..... PAGES 1-7
SIGNATURE PAGE..... PAGE 7
SCHOOL BOARD MEETING DATES.....ATTACHMENT

PART II: DESCRIPTIONS & ATTACHMENTS..... PAGES 1-14
EQUIPMENT QUOTE.....ATTACHMENT
INITIAL ANALYSIS.....ATTACHMENT

PART III: ADDITIONAL ATTACHMENTS-LETTERS OF SUPPORT
KATHLEEN C. PASSIDOMO.....STATE SENATOR DISTRICT 28
JENNA PERSONS MULICKA.....HOUSE OF REPRESENTATIVES DISTRICT 78
MARSHALL T. BOWER, CEO.....THE FOUNDATION FOR LEE COUNTY SCHOOLS
JULIUS WELLENRELLER, PRESIDENT.....QUALITY MARINE, CAPE CORAL
HENRIK MARGARD, COO.....NOR-TECH HI PERFORMANCE BOATS
WALLACE E. HUNTER, SR.....BOATER'S PARADISE, CAPE CORAL
SEAN PRZYCHODZEN, OPERATIONS DIRECTOR.....KIA OF CAPE CORAL
GARY HERRMANN, SERVICE DIRECTOR.....ROGER DEAN CHEVROLET
JASON MASTERSON, PARTS & SERVICE DIRECTOR.....SUTHERLIN NISSAN



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: The School District of Lee County

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

Primary Contact Name: Charles Pease

Title: Director, Cape Coral Technical College

Mailing Address: 360 Santa Barbara Blvd N, Cape Coral, FL 33993

Cape Coral, FL

Phone Number: 239-574-4440

Email: charlesmp@leeschools.net

Secondary Contact Name: Cindy McClung

Title: Director Continuous Improvement, The School District of Lee County

Phone Number: 239-337-8632

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.
 Cape Coral Technical College: Automotive and Marine Technology Expansion
 This project is an expansion of the campus adding 2 new programs to Cape Coral Technical College- auto and marine service technologies in a new state-of-the-art facility. (See description attached)

B. Describe how this proposal supports programs at state colleges or state technical centers.
 The proposal supports a new facility, furniture, fixtures and equipment, as well as initial personnel costs to establish marine service and auto service technology programs at Cape Coral Technical College, a state technical center. (See attached description)

C. Describe how this proposal provides participants transferable, sustainable workforce skills applicable to more than a single employer. (See attached description)
 Programs offered at the new facility are on the Southwest Florida Regional Demands Occupations List Area 24 - Lee, Charlotte, Collier, Glades, and Hendry counties- a targeted occupations list for workforce development.

D. Describe how this proposal supports a program(s) that is offered to the public?
 The new facility on the Cape Tech campus will provide new post-secondary training opportunities offered to the public in Cape Coral, the third fastest growing city in Florida. (See attached description)

E. Describe how this proposal is based on criteria established by the state colleges and state technical centers.
 Our new programs follow the DOE frameworks offering State Certificates and Industry Credentialing. (See attached description)

F. Does this proposal support a program(s) that will not exclude unemployed or underemployed individuals?
 Yes No

This is a public, post-secondary training center. The new programs are specifically targeting both the unemployed and underemployed in Cape Coral and the surrounding areas. (See attached description)

- 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.

(Please see attached description)

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? No Yes
If yes, please provide an explanation for how the funds from this grant will be used to enhance the existing program.

(Please see attached description)

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

(Please see attached description)

- C. Does the proposal align with an occupation(s) on the Statewide Demand Occupations List and/or the Regional Demand Occupations List?

[\(View Florida's Demand Occupations Lists here.\)](#) Yes No

If yes, please indicate the specific occupation(s) with which the proposal aligns.
If no, with which occupation does the proposal align?

(Please see attached description)

- 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.

In-person, Cape Coral Technical College, Cape Coral, Florida (Also please see attached)

- E. Indicate the number of anticipated annual enrolled students and completers in the proposed program.
Anticipated annual enrolled students is 48 (24 auto service and 24 marine service students).
Estimated annual completers in the proposed programs is 44 (based on 90% completion rate).
(Also please see attached)
-

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

Upon Award
Begin Date: _____

Ongoing:
End Date: Auto: 1,800 clock-hours/ 2 to 4 semesters
Marine: 1,350 clock-hours/ 2 to 3 semesters

(Also please see attached)

- G. Describe the plan to support the sustainability of the program after grant completion.
(Please see attached)
-

- 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.
(Please see attached in Tables 5 and 6)
-

- 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.) The School Board of Lee County (Please see attached)

J. Provide any additional information or attachments to be considered for the proposal.
 (Attachments following)

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	\$ 4,403,310.00	
Florida Job Growth Grant Fund		

A. Other Workforce Training Project Funding Sources:

City/County		
Private Sources	\$ 0.00	
Other (grants, etc.)	\$ 3,000,000.00	
Total Other Funding	\$ 3,000,000.00	

Please Specify: The School District of Lee County

B. Workforce Training Project Costs:

Equipment	\$1,100,000.00	
Personnel	\$ 603,310.00	
Facilities	\$ 4,200,000.00	
Tuition	\$ 0.00	
Training Materials	\$ 0.00	
Other	\$1,500,000.00	
Total Project Costs	\$7,403,310.00	

Please Specify: Campus master plan; Architect & Engineering Services

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.

(Please see attached description)

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)?

Approval process requesting Authorized Signature and Approval (Superintendent) and then subsequent Approval of the School Board of Lee County.

- 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 School Board is willing to convene in special session with 3 days notice or sooner if emergency meeting is needed.

- 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.

(3) Grant Administration School Board Policy 3.10

52 (a) The Superintendent and/or the School Board Chairman are authorized to
53 sign related documents, including documents required for submittal of grant
54 proposals.

56 (b) Federal funds may be expended on food if allowable in the guidelines of the
57 federal program.

59 (c) Employee positions established through use of grant funding shall terminate
60 if and when the related grant funding ceases.

63 STATUTORY AUTHORITY: 1001.42, 1001.43, F.S.

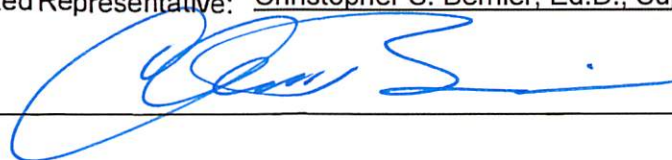
65 Adopted: 11/17/09

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: The School Board of Lee County

Name and Title of Authorized Representative: Christopher S. Bernier, Ed.D., Superintendent

Representative Signature: _____



Signature Date: May 19, 2022

<u>PROPOSED</u> <u>School Board Meeting Calendar</u> <u>Meetings - 6:00 P.M.</u>
January 11, 2022
January 25, 2022
February 8, 2022
February 22, 2022
March 8, 2022
March 29, 2022
April 12, 2022
April 26, 2022
May 10, 2022
May 24, 2022
June 14, 2022
June 28, 2022
July 26, 2022*
(Special Board Meeting to adopt the FY2022-2023 Tentative Budget will be scheduled for 5:05 P.M.)
August 16, 2022
August 30, 2022
September 7, 2022*
(Special Board Meeting to adopt the FY2022-2023 Final Budget will be scheduled for 5:05 P.M.)
September 20, 2022
October 4, 2022
October 18, 2022
November 1, 2022
November 15, 2022
December 6, 2022

**Dates established due to the requirements for Budget Public Hearings.*

Related Entries: (Not identified at this time)

Board Meetings

The School Board of Lee County shall hold regular meetings to discuss educational topics and take action for efficient and effective operation of the School District.

(1) Meeting Time

- (a) Regular meetings of The School Board of Lee County shall be held at least once each month, as determined by the School Board. All meetings of the School Board which continue past 11:00 p.m. will be continued to a time certain.
- (b) Special meetings may be held at any time as requested by the Superintendent, the Chairperson, or by the majority of the School Board. Reasonable notice of such a meeting shall be provided at least 2 business days prior to the meeting date.
- (c) On occasions other than regular School Board meetings, the members of the School Board shall conduct briefing meetings at designated times to consider and discuss information which shall assist the School Board in the decision-making process. The School Board shall also periodically meet in workshops.
- (d) All School Board meetings shall be advertised appropriately and are open to the public.

(2) Meeting Place

- (a) All regular or special meetings of the School Board shall be held in the Board Room of the District Office in Fort Myers, Florida, unless otherwise advertised.
- (b) Members may attend and participate in School Board action meetings, through the use of an interactive video and/or telephone system as long as a quorum of Board Members are present at the action meeting. School Board Members may participate in non-action meetings in this manner, whether or not a quorum is present at the meeting.
- (c) Members may participate and vote by use of an interactive video and/or telephone system to allow a physically absent member of the Board to attend the meeting in those instances where the Board Member is confined to home or hospital due to illness or accident, in those situations when the Board Member's absence is due to the death or serious illness of a family member,

- 45 and in those situations where the Board Member is required to be out of county
46 due to business commitments.
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- 48 (3) Rules of Order
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- 50 (a) All School Board meetings shall be conducted in accordance with Robert's
51 Rules of Order.
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- 53 (b) Formal action shall be taken by the School Board only at regular or special
54 meetings and public hearings.
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- 56 (c) The School Board Attorney shall serve as the School Board Parliamentarian.
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- 58 (4) Agenda
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- 60 (a) Any item to be considered for action by the School Board on the agenda of a
61 regular meeting, shall be submitted in writing to the Superintendent no later
62 than 14 days prior to the date of the meeting. Thereafter, the staff shall
63 organize and distribute the agenda to the School Board, staff and make
64 available to the public no later than seven days prior to the date of the meeting.
65 All backup material for regular Board meetings will be provided to the Board at
66 least seven days prior to the date of the meeting. Agendas shall be prepared
67 for special meetings, briefing meetings and workshops. The agendas and all
68 backup material for special meetings, including budget hearings, shall be
69 provided to the School Board no later than two (2) business days prior to the
70 meeting. The agendas and all back-up material for briefing meetings and
71 workshops shall be provided to the School Board no later than four (4)
72 business days prior to the meeting. All agenda items presented to the School
73 Board for action at a regular or special meeting shall contain information with
74 respect to fiscal impact of the proposed action by the School Board.
75 Supplemental information determined by the Superintendent to be vital to the
76 discussion of an item on the Briefing agenda which was not available four (4)
77 business days before the briefing meeting shall be provided to the Board as
78 promptly as possible. All agendas and back-up material shall be made
79 available to the public and posted on the District website when provided to the
80 School Board.
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- 82 (b) No business shall be conducted at any regular or special meeting which does
83 not come within the purposes set forth in the agenda or the reason for the
84 convening of the meeting, unless changed for "good cause" or addressed
85 during the "Board Member Comments" portion of the meeting.
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- 87 (c) The agenda for action meetings shall include a consent agenda component
88 used to take expeditious action on routine matters. A member of the Board
89 may request at the meeting, that any item be removed from the consent
90 agenda and addressed during the unfinished business portion of the agenda.

No vote is required to pull an item from the consent agenda. The request of a single Board Member shall cause such to occur.

(5) Public Comment

(a) Action Meeting Comment

1. Any individual who desires to address the School Board, at the beginning of the meeting, concerning an item on the agenda of a regular or special meeting, or any other matter relevant to the operation of the School District may file a written request prior to the start of the meeting by giving the parliamentarian a card on which is written the speaker's name and the subject the speaker wishes to address.

2. Rules Concerning Public Comment

a. Speakers shall be called to address the School Board in the order in which each has submitted a card.

b. At the beginning of the first public comment portion of the agenda, the Board Chair will invite other members of the audience to indicate their desire to make comment to the Board. Anyone requesting to address the Board will be required to identify whether he or she wishes to address an agenda or non-agenda subject and identify the specific agenda item if the desire is to address an agenda subject.

c. Each speaker shall have one opportunity to address the School Board for a maximum of three minutes.

d. Only the individual submitting the card is allowed to address the School Board with respect to the maximum amount of time allotted. Time may not be "yielded" to other speakers.

e. Inappropriate or irrelevant remarks shall be ruled "out of order" by the Parliamentarian or Chairperson. Any speaker continuing with such remarks shall be required to relinquish the lectern.

f. If a speaker is advocating a certain action be taken by the Board which requires the expenditure of funds, the speaker shall reveal any financial interest in the Board taking such action. If the speaker is an employee, owner, or has a financial interest in or is related to an individual who is an employee, owner or has a financial interest in an entity which provides the product or service being advocated, the speaker must reveal such interest.

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3. To ensure that the School Board has the time necessary to consider the issues the public comment portion of the meeting shall be limited to one hour. If there are more than 20 individuals desiring to speak, the maximum amount of time each individual is allowed to speak shall be reduced to two minutes. If there are more than 30 individuals desiring to speak, the maximum amount of time each individual is allotted to speak shall be reduced to one minute. No more than 60 individuals will be allowed to address the School Board during the public comment portion of the meeting.
 4. Requests to address the School Board for more than three minutes shall invoke the procedures governing special request presentations described in paragraph (6) below.
 5. If multiple members of a group wish to address the School Board on the same issue, the School Board may request the group to select one or more representatives, to present comment to the Board on behalf of all members concerning the relevant issue for a period of time determined by the chair, based on the number of individuals represented, to a maximum of five (5) minutes per speaker.
- 158 (b) Comment on Board Member Motion
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1. If a motion is made by a Board Member and seconded to take an action not in response to a recommendation of the Superintendent or Board Attorney, an opportunity will be provided for individuals to comment on the subject of the motion alone after discussion of the motion by the School Board and before the vote is taken. This opportunity will not be required if the matter addressed in the motion will be placed on a subsequent agenda before final action is taken.
 2. The rules stated in subsection (5)(a), subparts 2.c., 2.d., 2.e., 2.f., 3, 4 and 5 apply.
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- 171 (c) Briefing Meeting Comment
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1. Any individual who desires to address the School Board during a briefing meeting may do so at the end of the meeting during public comment. Speakers may only address an item on the briefing meeting agenda.
 2. The rules stated in subsection (5)(a), subparts 2.c., 2.d., 2.e., 2.f., 3, 4 and 5 apply.
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- 181 (d) Public hearings conducted pursuant to the rule-making requirements of
- 182 Chapter 120, Florida Statutes.
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1. When it is necessary for the School Board to conduct a public hearing pursuant to Chapter 120, Florida Statutes, individuals may address the School Board concerning the issue(s) to be addressed at the hearing.
 2. If an individual desires to address the School Board concerning a matter being considered at a public hearing scheduled during a School Board meeting, the individual shall be allowed to address the School Board only during the public hearing.
 3. The rules stated in subsection (5)(a), subparts 2.c., 2.d., 2.e., 2.f., 3, 4 and 5, apply.
- (e) **Quasi-Judicial Hearings.** The School Board shall not receive public comment concerning quasi-judicial actions including, but not limited to; imposing employee discipline after reviewing a recommended order and ruling on formal bid protests, charter school terminations, and collective bargaining impasse. Only the parties and their representatives shall be allowed to address the School Board as provided in the relevant School Board policy or Florida Statute.
- (f) **Workshops.** The School Board shall not receive public comment during workshop meetings.
- (6) **Special Request Presentations**
- (a) An individual or group desiring to make a formal presentation to the School Board at a regular meeting, special meeting or public hearing, shall submit the request to the Superintendent for consideration.
1. The request must be submitted to the Superintendent 12 days before the meeting at which the requester wishes to make the presentation. The written request shall contain, at a minimum, the following information:
 - a. The name and address of the requester.
 - b. The nature of the information to be presented.
 - c. The maximum length of time requested to make the presentation.
 - d. The specific action desired by the School Board.
 2. If the requester desires to circulate written material to the School Board as part of the presentation, a copy of such material shall accompany the written request. Upon receipt of a request, the requester shall be sent a copy of this policy.

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3. Presentations shall not exceed 15 minutes in length. Only one presentation may be made at any time with respect to a particular issue.
4. Sections (5)(a)2.e. and f. shall apply.
- (b) If the requester desires to make a charge or allegation against any individual, they must first do so by presenting an affidavit (a written document signed under oath). The requester shall also indicate, in writing, that a copy of the charges or allegations has been furnished to the named individual at or before the time the written request is submitted to the Superintendent and the same shall accompany the request. Presentations containing charges or allegations shall be ruled "out of order" by the Parliamentarian if this procedure has not been followed. Charges and allegations having no relevance to educational issues shall also be ruled "out of order."
- 247 (7) Decorum
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- (a) Improper conduct at School Board meetings, including booing, hissing, clapping, shouting, cursing, or disrespectful comments to School Board members, school administrators or other individuals shall not be tolerated; nor shall the School Board tolerate other behavior which the Parliamentarian or Chairperson considers disruptive or improper, including the use of placards or signs. Applause is acceptable only when an award is being presented.
- (b) Presenters shall confine their remarks to educationally relevant issues. Attacks on individuals and abusive comments shall not be allowed. Speakers who fail to follow this rule shall be ruled "out of order" by the Parliamentarian or Chairperson. Any speaker continuing with such remarks shall be required to relinquish the lectern.
- (c) If an individual continues to violate these rules at School Board meetings, the Chairperson may issue a warning that continued violation will result in removal from the meeting. If the individual continues to violate rules after being warned, the Chairperson may order the individual removed from the meeting. It is unlawful and a second degree misdemeanor to knowingly disrupt or interfere with a School Board meeting.
- 269 (8) Minutes
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- (a) The official minutes of School Board meetings shall be created and maintained as prescribed by law. The minutes shall be kept in a secure area by the Superintendent and shall be made available to any individual desiring to examine the same when the District Office is open.
- (b) The following shall be recorded by the School Board Secretary to be included within the minutes of a meeting:

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1. Motions
 2. Resolutions
 3. The movant
 4. The School Board Member who seconds the motion
 5. The action taken
 6. Other necessary or appropriate information
- (c) Any member of the School Board or the Superintendent may request that one's own statement be recorded as a part of the official minutes. Any other matter may be made a part of the official minutes by direction of the Chairperson or by a majority vote of the School Board.
- (9) The Chairperson shall authorize deviations from the above rules if necessary to accommodate reasonably an individual with a disability.
- (10) Copies of this policy shall be maintained in the Communications Office for public review, and public comment request cards shall be made available in the Board Room.
- STATUTORY AUTHORITY:** 120.525, 120.54, 120.81(1), 286.011, 286.0114, 1001.372, 1001.41, 1001.42, 1001.43, F.S.
- Adopted: 2/27/07 (Formerly: Policy 1.31)
Revised: 7/31/07
Revised: 9/24/13
Revised: 1/13/15
Revised: 7/28/15 (Formerly: Policy 1.09)
Revised: 11/14/17

THE SCHOOL DISTRICT OF LEE COUNTY 2021 -2022
FLORIDA JOB GROWTH GRANT FUND
WORKFORCE TRAINING GRANT PROPOSAL
PART II: DESCRIPTIONS & ATTACHMENTS



Cape Coral Technical College:
Automotive and Marine Services Technology Expansion

THE SCHOOL DISTRICT OF LEE COUNTY 2021-2022

FLORIDA JOB GROWTH GRANT FUND

WORKFORCE TRAINING GRANT PROPOSAL

Automotive and Marine Services Technology Expansion



DESCRIPTIONS AND ATTACHMENTS

A. Provide a Title and Detailed Description of the Workforce Training

Fueled by the mission to improve infrastructure and facilities by executing a campus expansion plan that fully meets the current needs of local, state and national job demand, the *Cape Tech Expansion Project* will include two new campus structures that will be phased in over the next five to seven years. The School District of Lee County is requesting Florida Jobs Growth Grant funding to create Phase I of an expansion project that will prepare students for in demand employment by providing quality, high tech programs, delivered by a professional, caring staff in a positive learning environment. We will do this by combining workforce needs projections and the results of a community needs assessment with data provided by the school district and our business partners. We will add two new programs in a state-of-the-art facility in Phase I: *marine service technologies and automobile service technologies*.

Lee County is located on the Southwest Florida gulf coast and is home to 663,675 residents. We will focus on *The Cape Tech Expansion Project* in the Western region of Lee County including the City of Cape Coral, the home of Cape Coral Technical College- Cape Tech. The campus is part of the School District of Lee County (SDLC), the ninth largest district in Florida and is governed by the School Board of Lee County. SDLC has an enrollment of approximately 96,000 students spread over 784 square miles served by 120 secondary schools and 2 technical colleges- Cape Coral to the west and Ft. Myers Tech College to the East.

Cape Coral Technical College (Cape Tech) was built during the 1992-93 school year on a 14-acre plot of land in Cape Coral donated by a private individual for a vocational/technical school. The doors opened to students on August 23, 1993 and the Nursing Assisting program was the first program to graduate students on September 30, 1993. The school held its first all-program graduation on June 8, 1994. Cape Tech has remained the *only* post-secondary institution located in Cape Coral since that time. Cape Tech currently houses 16 programs and 250 students with areas of focus that include Healthcare, Technology, Hospitality, Business and Veterinary Assisting. Since the initial opening the area population has almost tripled. There is now a need for expansion to accommodate the growing population and changing community.

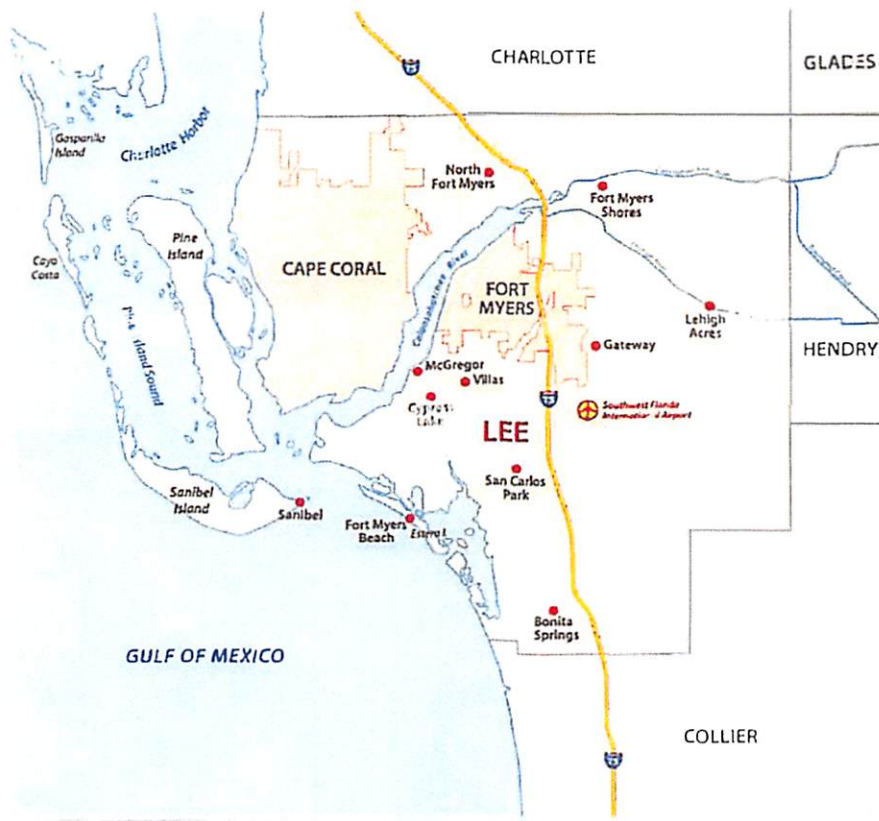
Cape Coral Florida is also one of the fastest growing cities in the United States. The City of Cape Coral, home to Cape Tech, had a 2019 population of 194,504. It was the 8th largest city in Florida and the 116th largest in the United States. Spanning over 119 miles, Cape Coral had a population density of 1,931 people per square mile at that time. By 2021 the City of Cape Coral was estimated to have a population of 204,549, an increase of more than 10,000 people in two years and today Cape Coral continues to be among the top three, fastest-growing cities in the United States. Cape Coral is now Florida's third largest city by land mass. The average age in Cape Coral is 42 and so we are now seeing annual growth in the millennial population in an area long known for a large number of senior citizens.

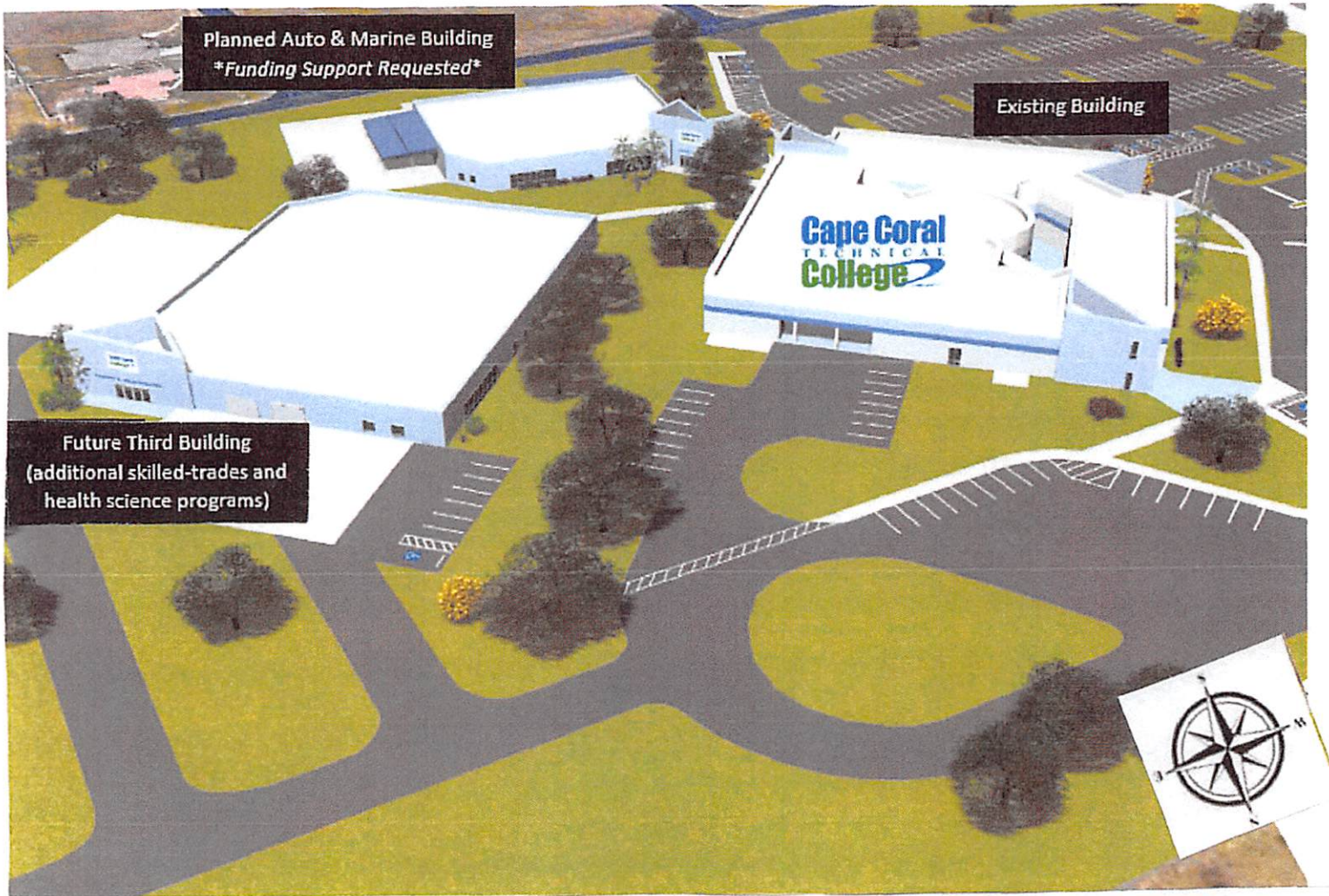
Although it is the fastest growing city in the area, populations below the poverty line live in pockets within what appears to be a middle-income community with the per capital income at \$32,654. Income inequity masks the poverty in this area "where the average income of the top one percent results in a lopsided economy," according to the News Press, a community news source.

The average income of that top one percent is 43 times greater than the average income of the bottom 99 percent. Six of ten job openings in Cape Coral pay less than the estimated living wage for a single adult and typically pays \$9-\$12 an hour.

Our collaborative expansion project led by Cape Tech, SDLC, Career Source of South West Florida, and major business partners KIA of Cape Coral, Southerland Nissan and NOR-TECH High Performance Boats of Cape Coral, along with other businesses who have submitted letters of support, will not only serve the community to fill their demand for workers, but also, assist in training unemployed, underemployed and upskill and reskill workers so they can make better wages. The Cape Coral population has had limited access to post-secondary training not only because Cape Tech is the only post-secondary institution in the community but also, the auto and marine services technologies are in-demand in the community but not available, creating a gap that will be filled by this expansion project. The new programs will provide transferable and sustainable technical skills and include businesses that are willing to support these new programs. After nearly 30 years, Cape Tech will remain the only post-secondary institution in the community creating new programs to address the current demand for workers. The expansion project will be an exciting way for the growing millennial population to train for in-demand and good paying local jobs.

**Source of data: US Census (2010) American Community Survey, Cape Coral News Press, World Population Review*





Aerial view of Cape Coral Technical College

Existing Building illustrating:

Planned Construction of State of the art facility for Marine and Automotive Service Technologies

Future Construction of State of the art Facility for additional skilled trades/ new professional programs

The Cape Tech Expansion Project was created through a continuous improvement process based on a needs assessment that addressed both school and community needs. (The process is included as an attached powerpoint.) The process identified root causes, barriers and possible solutions. As a result of that process the Cape Tech Expansion Project was planned in two phases. Each phase will involve construction of facilities. The illustration above shows **Planned construction** housing the Marine and Automotive Service Technologies and **Future construction** that will house Skilled Trades and New Professional Programs including Associate's Degree offerings in Nursing and Dental Hygiene. The project has been identified as an important aspect of the school district's Career and Technology growth.

Table 1

Cape Coral-Fort Myers, FL

Data Series	Back Data	July 2021	Aug 2021	Sept 2021	Oct 2021	Nov 2021	Dec 2021
Labor Force Data							
Civilian Labor Force(1)	Ⓜ	359.7	360.7	361.2	366.3	366.4	(p)365.0
Employment(1)	Ⓜ	342.5	344.2	346.9	352.3	353.7	(p)352.9
Unemployment(1)	Ⓜ	17.2	16.5	14.3	14.1	12.8	(p)12.1
Unemployment Rate(2)	Ⓜ	4.8	4.6	4.0	3.8	3.5	(p)3.3

Provided by the US Bureau of Labor Statistics

(1) Number of persons, in thousands, not seasonally adjusted.

(2) In percent, not seasonally adjusted.

(P)Preliminary

The chart above from the US Bureau of Labor Statistics shows the employment and unemployment information for Cape Coral and Ft. Myers, Florida from July of 2021 through December 2021 monthly. Data displayed indicates a decrease in the number of unemployed and the unemployment rate ranging from 4.8 percent in July to 3.3 percent in December. The state of Florida unemployment rate for December 2021 was listed at 4.4 percent. The unemployment rate hovered at 14.4 percent in April 2020 then dropped to 4.4 percent at the end of 2021 due to the pandemic. As we move forward with this project the lower unemployment rate will mean students who graduate from the program should find employability opportunities good as they enter the job market.

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

Cape Tech is part of the School District of Lee County and The Florida Department of Education and is a public accredited technical college. It is the only post-secondary college or technical school in Cape Coral providing career specific training including technical skills. Since the newest programs are an expansion of the original campus in the same location they will align with the current programs mission and adhere to all the local, state and federal guidelines.

Postsecondary Adult Vocational (PSAV) Certificated programs can be articulated to college credit through the Gold Standard Career Pathways Articulation Agreements of Industry Certification to AAS/AS Degree and established statewide articulation agreements. These agreements on the local and state level will allow students to apply their technical certificates towards college credits and promote further education. The table below illustrates statewide articulation programs currently in place.

Postsecondary Adult Vocational (PSAV) Certificated Training to AAS/AS Degree Articulation		
PSAV Program Name	College Credit Articulation	AAS/AS Degree Name
Marine Service Technologies	Does Not Apply	DNA
Automotive Service Technologies	19 credits	Automotive Service Management Technology

Provided by Cape Coral Technical College

Post-secondary Adult Vocational Certificated Training Articulation -Marine Service Technologies: Marine Service Technology has recently been added to the Regional Demand Occupations list for Region 24. Career Source of Southwest Florida through recommendations by twenty local businesses documenting the demand and wages for Motorboat Mechanics (49-3051) for 7/01/21 through 6/30/22 recommended and approved the addition on July 14, 2021. This is further explained in **Section 2-C alignment with Statewide and Regional Occupations List** and includes the Request to Add Occupation(s) to the Regional Targeted Occupations List (RTOL)

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

Students who enroll in our new programs will both gain and provide skills to support the community workforce. The new programs are on the targeted occupations list of the surrounding regions and they are targeted on the community needs assessment particularly by our newest and largest employers. Cape Coral Technical College has strong employer partnerships in the community, especially since we are the only post-secondary institution in Cape Coral. Our industry partners will actively support these new programs by providing ongoing job placements for program completers. We have received strong support for our expansion project from several large employers in our area including: Sutherlin Nissan, Kia of Cape Coral, Roger Dean Chevrolet, Nor-Tech Boats, Boaters' Paradise, and Boat House of Cape Coral. Additionally, Career Source of Southwest Florida collected letters from more than 20 local businesses in need of boat mechanics last summer projecting a need to hire 80+ skilled marine mechanics annually in our area.

C. Continued Table 3 Cape Coral Technical College Full-Time Programming Expansion

Cape Coral Technical College Full-Time Day Programming Expansion CIP Codes and Regional Targeted Occupations for High Wage/High Demand Careers							
CareerSource Southwest Florida Region 24							
Program Name	Program Clock-Hours/Semesters	Program Number	CIP Number	Soc Code	Is this Program on the Associated Regional Targeted Occupations List?	Florida Bureau of Labor Statistics Projected Annual State Openings*	Projected Annual Region 24 or Local Openings
Automotive Service Technology	1800/ 4 Semesters	I470608	470604	49-3023 – Automotive Service Technicians and Mechanics	Yes	43,530	5,668 (CareerSource utilizes 5-county Region 24 data)
Marine Service Technologies	1350/ 3 Semesters	T400210	470616	49-3051 – Motorboat Mechanics and Service Technicians	Yes	3,430	122 (CareerSource utilizes Local targeted data gathered annually from business in the greater Cape Coral/Fort Myers area)

*US Bureau of Labor and Statistics, May 2020 State Occupational Employment and Wage Estimates – Florida:
https://www.bls.gov/oes/current/oes_fl.htm

**CareerSource Southwest Florida Region 24 Regional Demand Occupations List:
<https://careersourcesouthwestflorida.com/wp-content/uploads/2021/09/July-2021-June-2022-RTOL-for-website.pdf>

The new proposed programs for the Cape Tech Expansion Project have been selected to target the unmet needs of the community and to assist students in the development of transferable and sustainable workforce skills. The new programs are part of the Regional Targeted Occupations List and will offer competitive wages to the growing community. Students who complete the Marine and Automotive service technologies training and have the transferable work skills will find place-based work opportunities for a living wage.

The Expansion Project depends to a large extent on the collaboration and partnership of local businesses and in return Cape Tech will have a direct influence on the community labor market by increasing the skilled workers. Existing and new businesses coming into Cape Coral, which is growing rapidly, will be able to find local talent that is trained and skilled. Cape Tech already has strong partnerships with the local business community based on existing programs. The expansion project will strengthen this network with the addition of new automotive and marine specific businesses in the area. (please see business letters of support to follow in the attachments)

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

Cape Coral Technical College is a public college. All the programs are open to the public. Cape Tech offers Federal Pell Grants for eligible students and workforce training funds from local agencies such as Career Source to give maximum opportunities to the public. The new programs will impact 48 students a year increasing the opportunity for higher wage employment in the community which will, in turn, affect the economic development of the growing area.

The District School Board of Lee County does not discriminate on the basis of sex or disability in the duration programs and activities that it operates, pursuant to the requirements of Title IX of the Education Amendments of 1972, Section 504 of the Rehabilitation Act of 1973, and the Americans with Disabilities Act of 1990, respectively.

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

The School District of Lee County receives the authority from the state to open and operate a Career Center. (F. S. 1001.44 (1) District School Board May Establish or Acquire Career Centers. Cape Tech has been operating for nearly 30 years in the community of Cape Coral. Programs and expansion are determined by community needs and the Regional Targeted Occupations List. The School District of Lee County has determined through a community needs assessment that an expansion of the existing college is necessary to meet workforce demand in the area.

The program frameworks follow the Florida Department of Education (FLDOE) frameworks offering state certificates and industry credentialing. The programs offered through the expansion are supported by FLDOE and curriculum frameworks guide instructors and students through Occupational Completion Points established through a curriculum review by educators and industry leaders. As students move through the courses within the new programs they will gain the technical skills to enter the workforce in these areas. Students can also earn industry and state or national certifications.

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

Yes-this is a public, open access, post-secondary institution. The project targets a community where underemployed individuals reside and need assistance finding better employment. This is substantiated by the community needs assessment. Due to the rapid expansion of the community there are also many new unemployed workers looking for employment.

G. Describe how the proposal will promote economic opportunity by enhancing workforce training. Please include the number of 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.

Currently, the City of Cape Coral does not have access to either Automotive or Marine service technologies training and due to its location on the gulf coast and rapid expansion over the last few years, there is a need for marine and automotive workers. Larger businesses have moved into the area and are looking for skilled automotive and marine technology trained workers. Two of Florida's largest auto and marine businesses have opened in Cape Coral and are currently working with Cape Tech as partners and advisors. Our project will initiate the first expansion in nearly 30 years and increase the economic opportunities by providing a skilled workforce that is targeted to the needs of the community and newest local businesses. The two new programs included in the Phase I expansion will reduce the gap in workers that currently exists and impact the community by providing more jobs for the underemployed and unemployed. Expanding the Cape Tech campus will not only provide skilled workers but also will provide higher wages to those moving to the area encouraging more economic development.

The success of the expansion will be measured by the **student program completion rate, employment placement data and state and national licensure data. Graduates will be tracked and data collected for three years following graduation.** The data is required and reported annually to the main accrediting body, the Council on Occupational Education (COE). The estimated program completion rate is 90 percent with a goal of 100 percent based on historical trends for other Cape Tech programs. The estimated job placement rate is 90 percent based on historical trends.

2. Additional Information

A. Is this an expansion of an existing training program?

No. It is an expansion of an existing tech college on the same campus site. This Phase of our expansion includes the construction of a facility for two new programs including marine and auto service technologies to fill a gap identified by workforce needs projections, a community needs assessment and data provided by the school district and business partners. This funding request is to support the first phase of a larger campus expansion project which will ultimately add 8 to 10 high demand skilled trades programs to the Cape Tech Campus by 2026.

2. Additional Information Continued:

B. Does the proposal align with Florida's Target Industries?

Yes, the Cape Tech new programs will provide skill-based training for targeted industries in marine and automobile service technologies to fill a gap in the current community needs. Both marine and automobile service technologies are listed on the 2021-2022 Regional Demand Occupations List updated July 15, 2021 for Charlotte, Collier, Glades, Hendry and Lee Counties. (Included as an attachment) The service technologies have also been identified as a specific community need for Cape Coral, Florida.

C. Does the proposal align with an occupation(s) on the Statewide Demand Occupations List and/or Regional Demand Occupations List?

Yes. The Automotive Service Technology (Automotive Service Technicians and Mechanics) program is on the statewide and/or regional demand occupations list and listed with the Occupations gaining the most new jobs in Lee County where Cape Coral is located.

Yes. The Marine Service Technology (Motorboat Mechanics) has just recently been added to the Regional Demand Occupations list for Region 24. Career Source of Southwest Florida through Mary Anne Zurn received letters from 20 businesses documenting the demand and wages for Motorboat Mechanics (49-3051) for 7/01/21 – 6/30/22. The Program and Planning Committee recommended the addition to the Regional Occupational list and it was approved by the Board of Directors on July 14, 2021. Motorboat Mechanic was not previously listed for Region 24. There is a specific need for this category of workers related to the location of Cape Coral and Cape Tech on the Gulf of Mexico. Cape Coral, city, Lee county, southwestern Florida, is situated on a large broad peninsula pointing southward, with Fort Myers just to the northeast across the estuary of the Caloosahatchee River and Pine Island (and the Gulf of Mexico beyond) to the west across the strait known as Matlacha Pass. Surrounded by water on three sides there are a growing number of boat owners and companies that are calling the rapidly growing Cape Coral home.

Letters were received from the following businesses documenting the demand and wages for Motorboat Mechanics (49-3051) for 7/1/21 – 6/30/22. The attached was recommended by the Program & Planning Committee and approved by our Board of Directors on July 14, 2021. (see attached next page) Action Craft Boats, Gulf Shores Marina, Rose Marina, River Forest Yachting Center, Brunswick, Bay Marine, Marina Mike's, Formula Boats South, Inc., Naples Boat Mart, Nor-Tech High Performance Boats, Fort Myers Marine, The Boat House, Bonita Boat Center, Viage Group St. Pete/Sarasota/Ft. Myers, Island Coast Marine, Offshore Performance Specialties, Calusa Certified Marine, Fishtale Boats, Marine Max, Walker's Marine.

Southwest Florida Workforce Development Board, Inc. dba CareerSource Southwest Florida

AGENDA ITEM III
 Program & Planning Committee
 July 14, 2021

Request to Add Occupation(s) to the Regional Targeted Occupations List (RTOL)

Board staff recommendation to the Program and Planning Committee: Include the following occupation(s) on the Regional Targeted Occupations List (RTOL) for July 2021 – June 2022.

	FLDOE Occupational Code	Education	Projected Openings for 7/1/21 – 6/30/22	Average Entry Wage	Average Wage of Current Employees
	(3) Post-Secondary Adult Vocational Certificate (4) College Credit Certificate, Applied Technology Diploma, Associate of Applied Science, Associate Degree (5) Bachelor's Degree		80 Regionwide for Educ Codes 3 & 4 167 Statewide for Education Code 5	\$12.71 for Educ Code 3 \$15.64 for Educ Code 4 \$19.55 for Educ Code 5	\$15.62 for Educ Code 3 \$19.22 for Educ Code 4 \$24.03 for Educ Code 5
Nursing Assistants (31-1131)	(3) PSAV		572	\$15.00	\$16.65
Motorboat Mechanics (49-3051)	(3) PSAV		122	\$16.58	\$22.87

6/24/21

2. Additional Information Continued

D. Indicate how the training will be delivered.

The Cape Tech Expansion Project will be delivered in person in a high-tech new facility using a lab-based delivery model. The new facility will be part of the original Cape Tech campus.

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

We anticipate an enrollment of 48 students total in the two programs. The Cape Tech campus has a history of a 90 percent completion rate and we are using this as a benchmark for the completion rate of the two new programs at 44 completers in year one. See Table 4 below.

Table 4

Program	Annual Enrollment	Completions Based on 90% completion rate
Automotive Service Technology	24	22
Marine Service Technologies	24	22

F. Indicate the length of the program(s) including anticipated beginning and ending dates.

Beginning date: Upon Award

Ending Date: End of fiscal year 2024

The program beginning date is dependent on the award date staying within the yearly budget calendar.

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

The Cape Tech Automotive and Marine Services Technology Expansion Project was created through a continuous improvement process involving the community (included as an attachment) that aligns with the School District of Lee County Strategic Plan. The district leadership also designated the Post-Secondary Technical Colleges Expansion as a priority project. Currently the district has budgeted matching funding in the general fund for the project and is fully invested in this proposal. The district will also sustain the long-term operation and sustainability of the project after the Phase I grant sunsets in 2024. Cape Tech will also use workforce funding generated by seat time to fund the new programs.

Section 2 Continued

H. Identify any certifications, degrees, 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.

The new programs at Cape Tech in the Expansion Project are eligible for a PSA V Diploma upon completion along with Industry Certification and state licensure. See Table 5 below. Information is also provided in Table 6 on the program length, enrollment windows and graduation date.

Table 5

Cape Coral Technical College Expansion State Diploma, Industry Credentialing, CIP and				
Program Name	State Certificate Diploma	Completion Rate Industry Certification and Licensure	CIP Number	Estimated Completion Rate
Automotive Service Technology	Yes	ASE Certification Options: Engine Repair, Automatic Transmission/ Transaxle, Manual Drive Train & Axles, Suspension & Steering, Brakes, Electrical/Electronic Systems, Heating & Air Conditioning, Engine Performance, and Auto Maintenance & Light Repair.	470604	90%
Marine Service Technologies	Yes	Yamaha: ITOS & MCP Certifications, ABYC: Fundamentals of Marine Service Technologies & Marine Systems Certifications, Mercury Marine Certificates	470616	90%

Table 6

Cape Coral Technical College Expansion Program Length, Enrollment Windows, and Graduation Date						
Program Name	Program Hours	Semester Length	Program Dependent on New Construction	Fall Enrollment	Winter Enrollment	Graduation Date
Automotive Service Technology	1800	4	Yes	X	X	4 semesters after enrollment
Marine Service Technologies	1350	3	Yes	X	X	3 semesters after enrollment

2. Additional Information Continued

I. Does this project have a local match amount?

Yes; the School District of Lee County has budgeted \$1.5 million toward the overall campus master plan for architectural and engineering services for the addition of two new buildings on the existing Cape Coral Technical College campus that will house eight to ten new workforce development programs focusing on the skilled-trades over the next four years. The Automotive and Marine Service Technology building would be the first of these two additional buildings to be constructed. Additionally, the School district of Lee County will contribute a minimum of \$1.5 million (plus any market cost escalations) toward the construction of the approximately 12,000 square foot Automotive and Marine Service facility, additional connected/covered outdoor work space, and student courtyard. This is a total of \$3 million toward master campus planning and construction of the new building and student workspace targeted to open in July 2024.

3. Program Budget

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

Detailed Budget Narrative

Cape Coral Technical College is requesting a \$4,403,310 Florida Job Growth Grant Fund Workforce Training grant to expand program offerings on the existing Cape Coral, Florida campus to include Automotive Service Technology and Marine Service Technology career certification programs. The grant will cover a portion of the facility capital improvement costs for a new building to include laboratory and classroom space, as well as equipment for the programs and personnel costs for the first two years. (with personnel seed funding ending in June 2026). Note that additional operating expenses such as utilities, maintenance, and marketing will be covered by tuition generated by the new programs and revenues from existing programs.

Budget Narrative Continued

Cape Tech Automotive and Marine Services Expansion Proposed Budget

EQUIPMENT

Category Total

Classroom and Lab FF&E

Automotive Service	\$	675,000	
Marine Service	\$	425,000	\$ 1,100,000

PERSONNEL

Salaries	Contract Days	Ave Daily Rate	Average Salary	Years	Annual Salary w/ Ben	Total Cost	
Auto Service Technology Teacher	216	\$ 255	\$ 55,149.00	2	\$ 74,303	\$ 148,605	
Marine Service Technology Teacher	196	\$ 266	\$ 52,169.00	2	\$ 70,729	\$ 141,458	
Paraprofessional	187	\$ 102	\$ 19,031.00	2	\$ 30,990	\$ 61,980	
Custodian	255	\$ 98	\$ 25,051.00	2	\$ 38,209	\$ 76,418	
Security Specialist	255	\$ 175	\$ 44,513.00	2	\$ 61,548	\$ 123,096	
Contingency for Salary Adjustments						\$ 25,000	
District Indirect Costs						\$ 26,752	\$ 603,310

FACILITIES

Building Capital Improvements*	\$	2,700,000	\$ 2,700,000
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*Total estimated cost for a 12,000 square foot facility is \$4.2 million (\$350 per square foot) (remaining construction costs and potential price escalations will be matched by school district)

Total Funding Requested:	\$4,403,310
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CLASSROOM & LAB FF&E DETAILS

Automotive Service Technology

Training Systems	\$	225,000
Fixed Equipment (Lifts / Alignment)	\$	150,000
Hand and Lab Tools	\$	150,000
Fixed Furniture (Heavy Duty Storage)	\$	75,000
Furniture Workbenches & Desks	\$	75,000
Total	\$	675,000

Marine Service Technologies

Training Systems	\$	150,000
Fixed Equipment	\$	25,000
Hand and Lab Tools	\$	50,000
Fixed Furniture (Heavy Duty Storage)	\$	50,000
Furniture Workbenches & Desks	\$	150,000
Total	\$	425,000

EQUIPMENT:

- **Classroom and Lab FF & E:** \$1,100,000 has been budgeted for equipment and furniture. Please see equipment detail in the table above as quoted by a leading industry vendor. Competitive bid will be sought to ensure optimal cost. The equipment needed to provide these training programs has been determined based on input of colleges with similar programs and business partner advisement. The purchase of this equipment is critical to the hands-on approach that leads to high-quality career and technical training.

PERSONNEL:

- **Salaries:** \$ 603,310 has been budgeted for personnel for the first two years of the program operation (July 2024 through June 2026). This includes the addition of two full-time instructors, a paraprofessional (teaching assistant) to assist with running a store-front lab that will service the public at a discounted rate and aid with lab activities, a custodian, and a security specialist. Cost details are included in the table above. These funds will help offset operating costs related to personnel for the first few years as state appropriated workforce development funding based on career certificate program enrollment runs multiple years in arrears.

FACILITIES:

- **Capital Costs:** \$2,700,000 has been budgeted to cover a portion of the estimated cost of construction of a new 12,000 square foot building. Current construction costs are estimated at \$350 per square foot.

Cape Coral Technical College Automotive and Marine Technology Addition Budgets

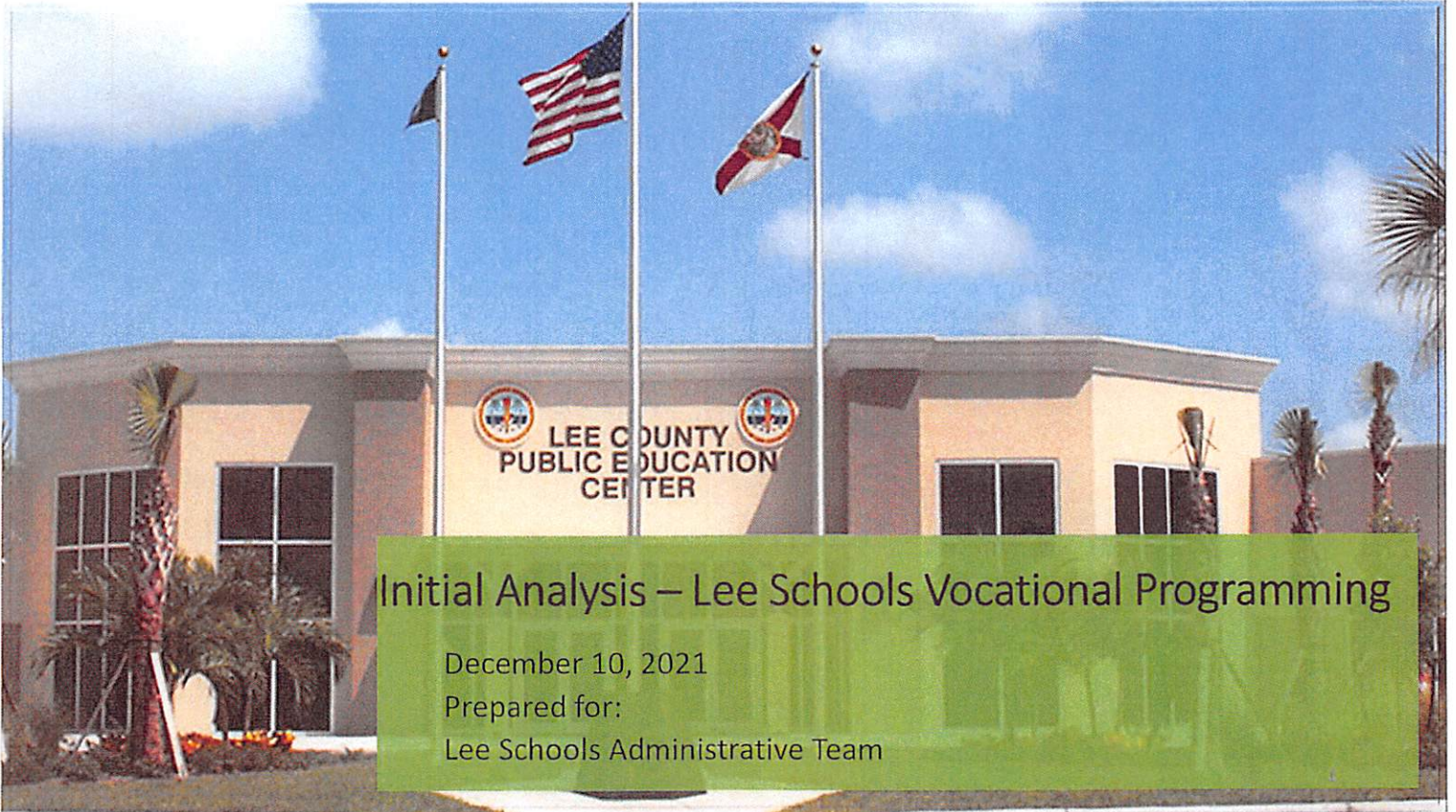
	Training Systems	Fixed Equipment (Lifts / Alignment)	Hand and Lab Tools	Fixed Furniture (Heavy Duty Storage)	Furniture Workbenches	
Automotive	\$ 225,000.00	\$ 150,000.00	\$ 150,000.00	\$ 75,000.00	\$ 75,000.00	\$ 675,000.00



	Training Systems	Fixed Equipment	Hand and Lab Tools	Fixed Furniture (Heavy Duty Storage)	Furniture Workbenches	
Marine Technology	\$ 150,000.00	\$ 25,000.00	\$ 50,000.00	\$ 50,000.00	\$ 150,000.00	\$ 425,000.00



\$ 425,000.00



Initial Analysis – Lee Schools Vocational Programming

December 10, 2021

Prepared for:

Lee Schools Administrative Team

Leading Discussion - What is Happening in Lee County? Indicating Data Points (Sample - Cape Coral)

4

GROWTH:

Why is this important??

- Home ownership creates tax revenue
- Home ownership creates community involvement
- Home ownership creates talent retention

[Teachers, Teachers, Teachers](#)

Indicative Data - Yielded from multiple EnSite 2021 Studies:

Cape Coral MFH Rentals: Asking price/s/ft (all unit sizes)

-Increase of \$0.23/s/ft 1/2021 - 10/2021

-Collective increase/s/ft: 1/2015-1/2021: \$0.22

Cape Coral Sales Price Data:

Home Pricing	
Oct-18	\$236,000
Oct-21	\$344,000
Increase	45.76%
Cape Coral 1 Year Growth Estimate	29.20%
YOY Price:	\$444,448
Delta: 2018-2022	\$208,448
Source: Zillow Data	

Cape Coral Mortgage Data:

Mortgage Data	
Conventional DTI Limits	45-50%
45% Gross/mnth	\$1,949
50% Gross/mnth	\$2,166
Lee County: 2019 Housing Costs - \$1,000-\$1,499	34%
Lee County: 2019 Housing Costs - \$1,500-\$1,999	24%
Lee County: 2019 Housing Costs - \$2,000-\$2,499	12%
Total - \$1,000-\$2,499/mnth	70%
Source(s):	
DTI: FHFA - FNMA/FHLMC	
Housing Costs: 2019 ACS - US Census	

Analysis 1: Vocational Programming Comparative

5

Description	All Programs > All Completions > 2020 Completions	All Programs > All Completions > % Completions Change (2018-2020)
Cape Coral Technical College	204	(9%)
Cozmo Beauty School	22	(19%)
Florida Academy	215	(45%)
Florida Gulf Coast University	3,698	5%
Florida SouthWestern State College	3,184	96%
Fort Myers Technical College	586	(16%)
Hodges University	258	(27%)
Lee Professional Institute	46	(19%)
Paul Mitchell the School-Fort Myers	63	(14%)
Premiere International College	2	Insf. Data
Southern Technical College	344	(14%)
Sunstate Academy	226	(4%)
The Salon Professional Academy-Ft Myers	44	33%
The Training Domain	Not Offered	(100%)
	8,800	6%

Source: EMSI

Description	All Programs > All Completions > 2020 Completions	All Programs > All Completions > % Completions Change (2018-2020)
Ave Maria School of Law	120	(100%)
Ave Maria University	215	(19%)
Cape Coral Technical College	204	(9%)
Cozmo Beauty School	22	(19%)
Florida Academy	215	(45%)
Florida Gulf Coast University	3,698	5%
Florida SouthWestern State College	3,184	96%
Fort Myers Technical College	586	(16%)
Hodges University	258	(27%)
Immaculate Technical College	113	(19%)
Lee Professional Institute	46	(19%)
Lorenzo Walker Technical College	383	(19%)
Paul Mitchell the School-Fort Myers	63	(14%)
Premiere International College	2	Insf. Data
Southern Technical College	344	(14%)
Sunstate Academy	226	(4%)
The Salon Professional Academy-Ft	44	33%
The Training Domain	Not Offered	(100%)
	8,800	6%

Source: EMSI

KEY DATA:

Lee County Vocational Completions:
790 | 2020 (District)
1,752 | 2020 (Aggregate)
Lee Completions (all):
8,800 | 2020

Regional Data:

SWFL Vocational Completions:
2,574 | 2020
SWFL Completions (all):
9,936 | 2020

Full Report: 5 County Program/Completion/Placement by CIP

Full Report: Lee County Program/Completion Placement by CIP

Powered by:



Analysis 2: Vocational Programming Demand

6

Lee County Job Posting Analytics - 11/20 - 11/21: Only GED or HS Degree Required

County Name	Unique Postings from Nov 2020 - Nov 2021	Avg. Unique (Nov 2020 - Nov 2021)	Avg. Posting Intensity (Nov 2020 - Nov 2021)	Latest 30 Days Unique Postings (Active)	Annual Median Advertised Salary	Salary Observations Count	% Change (Nov 2020 - Nov 2021)
Lee	21,174	4,221	7 : 1	4,868	\$35,456	4,209	44%

Key Data:

YOY Hiring | HS/GED Only Required: 11/20-11/21

-21,174 Unique postings

-106,650 Total postings

-21,876 postings SR 82 site and Bonita/Estero/Lehigh Acres
-22.4 mile radius

-63,274 postings - including Ft Myers (served by FMTC)

-17.4 mile radius

-12,876 postings - including Cape Coral (served by CCTC)

Education & Experience Breakdown

Education Level	Unique Postings	% of Total	Minimum Experience	Unique Postings	% of Tot.
No Education Listed	0	0%	No Experience Listed	10,299	49%
High school or GED	21,174	100%	0 - 1 Years	5,960	28%
Associate's degree	3,146	15%	2 - 3 Years	3,995	19%
Bachelor's degree	2,341	11%	4 - 6 Years	943	4%
Master's degree	54	0%	7 - 9 Years	33	0%
Ph.D. or professional degree	53	0%	10+ Years	24	0%

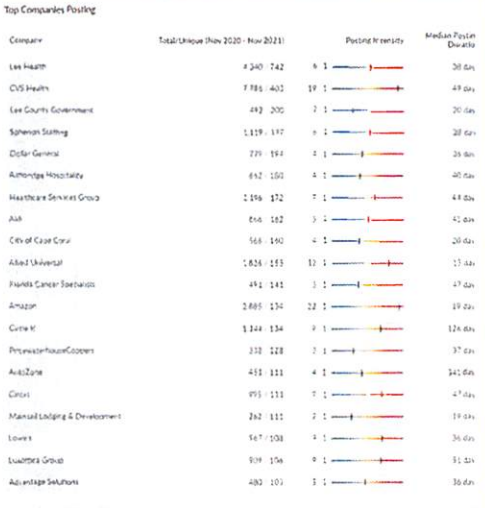
Top Cities Posting

City	Total Unique (Nov 2020 - Nov 2021)	Ranking (County)	Median Hourly Rate
Fort Myers, FL	60,074	11,939	3.1
Clear Creek, FL	22,970	2,440	3.1
Bonita Springs, FL	1,970	1,192	3.1
Estero, FL	4,032	1,460	3.1
Lehigh Acres, FL	4,557	1,025	3.2
Naples, FL	4,532	920	3.4
Fort Myers Beach, FL	2,045	474	4.1
Sanibel, FL	5,310	292	4.1
Cape Coral, FL	445	167	3.5
Sanibel-Captiva, FL	702	48	7.4

[Full 11/20 - 11/21 Job Posting Analytics Report](#)

Analysis 3: Who is Hiring - What are Positions?

7



Top Filled Occupations: Lee County 11/20 to 11/21

Occupation	Total	Nov 2020	Nov 2021
Police Officer	9,241	1,307	44,213
Police Officer - Reserve	3,752	1,324	42,425
Correctional Service and Inmate Care	4,529	1,324	28,645
Police Officer - Community Policing	1,441	111	16,425
Police Officer - Patrol	1,441	111	16,425
Police Officer - Traffic	1,441	111	16,425
Police Officer - Support	1,441	111	16,425
Police Officer - Training	1,441	111	16,425
Police Officer - Administration	1,441	111	16,425
Police Officer - Public Affairs	1,441	111	16,425
Police Officer - Crime Prevention	1,441	111	16,425
Police Officer - Community Policing	1,441	111	16,425
Police Officer - Patrol	1,441	111	16,425
Police Officer - Traffic	1,441	111	16,425
Police Officer - Support	1,441	111	16,425
Police Officer - Training	1,441	111	16,425
Police Officer - Administration	1,441	111	16,425
Police Officer - Public Affairs	1,441	111	16,425
Police Officer - Crime Prevention	1,441	111	16,425

Key Data: Lee County
 Top Occupations Posted YOY -20/21
 -14,402 total unique postings
 -5,603 of above, or 39% of
 postings are:
Vocational PSAV Positions

[Full Occupational Report: 11/20-11/21 HS Degree, GED or Less Required](#)



Next Steps - How can we expand analysis and support efforts?

8

Thank you!

Cape Coral Technical College



PERSONAL | PASSIONATE | PROGRESSIVE

Our Present: CCTC

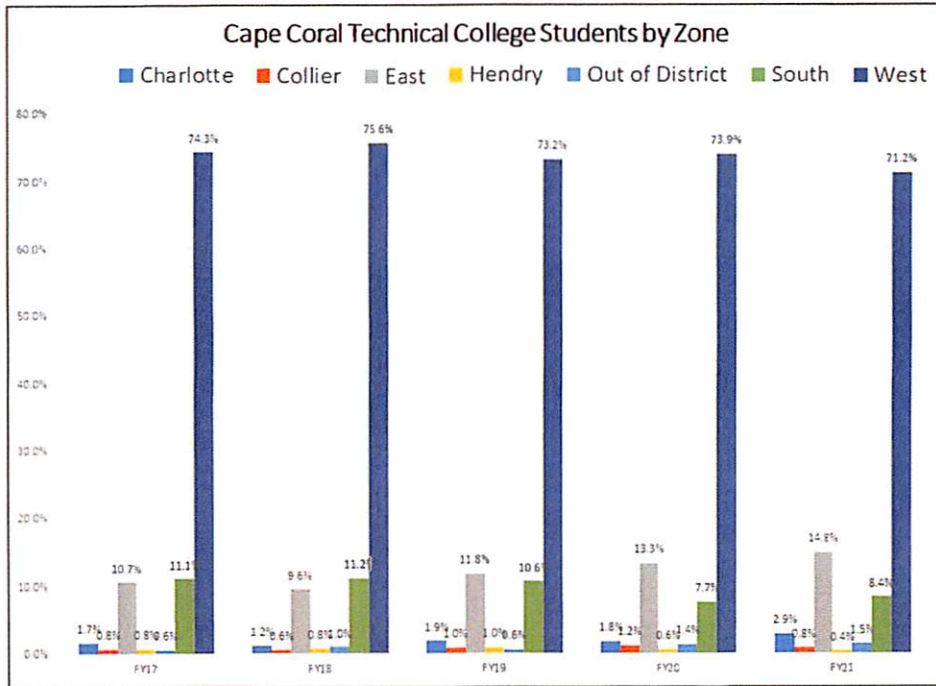
❖ Only college in Cape Coral!

- 190,000 residents
- 16 programs

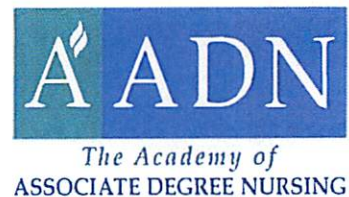
❖ Areas of Focus:

- Healthcare
- Technology
- Hospitality
- Business
- Animal Care





Vision for the Future: CCTC



1 to 3 years

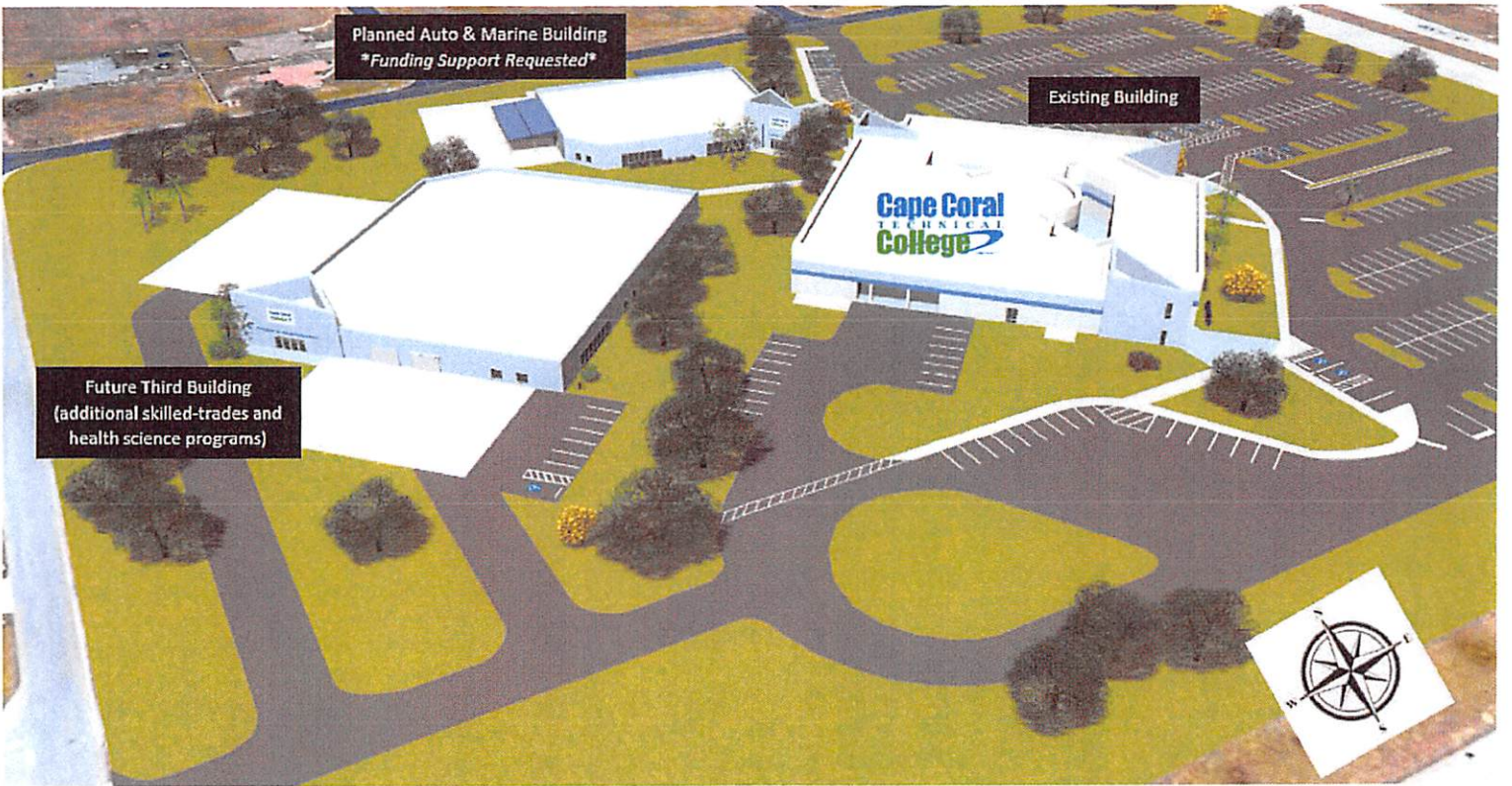
- *Auto Service
- *Marine Service

4 to 6 years

- *Additional Skilled-Trades
- *Increased Health Science & Other Program Capacity

7 to 10 years

- *Possible Associate's Degree Offerings (e.g., Nursing, Dental Hygiene)



Planned Auto & Marine Building
Funding Support Requested

Existing Building

Future Third Building
(additional skilled-trades and
health science programs)



THE SCHOOL DISTRICT OF LEE COUNTY 2021 -2022
FLORIDA JOB GROWTH GRANT FUND
WORKFORCE GRANT TRAINING PROPOSAL
PART III: ADDITIONAL ATTACHMENTS
LETTERS OF SUPPORT



Cape Coral Technical College
Automotive and Marine Services Technology Expansion



THE FLORIDA SENATE

Tallahassee, Florida 32399-1100

COMMITTEES:
Rules, *Chair*
Appropriations
Appropriations Subcommittee on Education
Banking and Insurance
Education
Regulated Industries

JOINT COMMITTEE:
Joint Legislative Budget Commission

SENATOR KATHLEEN PASSIDOMO
28th District

March 22, 2022

The Honorable Ron DeSantis
State of Florida
The Capitol
400 South Monroe Street
Tallahassee, FL 32399-0001

Dear Governor DeSantis,

I am pleased to write today in support of the Florida Job Growth Workforce Training grant application submitted by Cape Coral Technical College. Cape Coral is the largest city between Tampa and Miami, both in population and area.

Located on the Gulf Coast, it is experiencing tremendous growth and with that growth, a rising need for boat and auto mechanics. This plan to expand the Cape Tech campus to include automotive and marine services programs will help meet that need for trained mechanics.

Cape Coral Technical College is a vital contributor to the area's workforce. It is the only public or private college in a city of over 200,000 residents, which provides post-secondary or skilled trade education. The School District of Lee County has committed substantial resources to this project, and this grant would provide funding to ensure the success of the programs.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "K. Passidomo".

Kathleen C. Passidomo
State Senator, District 28

REPLY TO:

- 3299 East Tamiami Trail, Suite 203, Naples, Florida 34112 (239) 417-6205
- 25 East Hickpochee Avenue, Room J-101, LaBelle, Florida 33935 (883) 874-7122
- 400 Senate Building, 404 South Monroe Street, Tallahassee, Florida 32399-1100 (850) 487-5028

Senate's Website: www.flsenate.gov

WILTON SIMPSON
President of the Senate

AARON BEAN
President Pro Tempore



Florida House of Representatives

Representative Jenna Persons-Mulicka

District 78

District Office:
Suite 208
2120 Main Street
Fort Myers FL 33901-3010
(239) 338-2328

Tallahassee Office:
1101 The Capitol
402 South Monroe Street
Tallahassee, FL 32399
(850) 717-5078

Email: jenna.persons@myfloridahouse.com

March 28, 2022

Executive Office of Governor Ron DeSantis
400 South Monroe St.
Tallahassee, FL 32399

Honorable Governor DeSantis:

I fully support the Florida Job Growth Fund Workforce Training application submitted by Cape Coral Technical College – a technical center operated by the School District of Lee County.

The plan to expand the current Cape Tech campus to include new Automotive and Marine Service Technology programs will greatly benefit both Cape Coral and greater Southwest Florida businesses in need of highly-skilled auto and boat mechanics.

There is a well-documented need for auto and marine mechanics in Southwest Florida as demonstrated by CareerSource Regional Demand Occupations List and U.S. Bureau of Labor Statistics data, as well as numerous letters of support from businesses in the area looking to hire skilled mechanics.

Cape Coral Technical College is the *only* college (public or private) in a rapidly growing city of more than 200,000 residents. There are currently no facilities in Cape Coral that provide post-secondary training or certifications in the traditional skilled-trades (or “blue collar” professions).

The School District of Lee County has committed substantial matching funds for Cape Tech’s program expansion in its Board-approved Capital Improvement Plan, and awarding of the requested Florida Job Growth Grant funds would provide critical seed money to ensure the project’s success.

Thank you for your consideration of this worthy project.

Sincerely,

A handwritten signature in black ink, appearing to read "Jenna".

Jenna Persons-Mulicka
State Representative, House District 78
Florida House of Representatives

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*Past Board Chairman



March 7, 2022

Executive Office of Governor Ron DeSantis
400 S. Monroe St.
Tallahassee, FL 32399

Dear Governor DeSantis:

On behalf of the **Foundation for Lee County Public Schools**, we wish to strongly endorse the attached application for the Florida Job Growth Grant Fund that outlines the proposed opening of the new Automobile and Marine Services Technology Labs at Cape Coral Technical College in Cape Coral, Florida.

Currently, limited post-secondary training opportunities exist in Cape Coral to provide a skilled labor force in these areas. In fact, Cape Coral Technical College is the *only* post-secondary opportunity in Cape Coral. The new service areas are vital to both retain and recruit employees with the necessary transferable skill sets that enable them to be productive members of the community.

The Florida Job Growth Grant Fund will provide the necessary funding to establish programs that will fill a gap in the areas of marine and automobile services that exist in the Cape Coral area. The Foundation will continue to advance workforce development in support of students and employees throughout the region. We regularly collaborate with the school district, assisting teachers in classrooms by providing programs, professional development and resources.

As a committed education partner, we respectfully request that you fund this proposal and provide workforce opportunities for the Cape Coral community.

Best regards,

Marshall T. Bower, Esq.

President & CEO

The Foundation for Lee County Public Schools

The Foundation for Lee County Schools, Inc., is a not for profit 501 (c)(3) organization established in 1996. Its mission is to enhance and enrich the quality of public education in Lee County for students and educators through programs, resources and experiences made possible through corporate, individual and educational partnerships.

A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE DIVISION OF CONSUMER SERVICES BY CALLING TOLL-FREE 1-800-352-7352 WITHIN THE STATE. REGISTRATION DOES NOT IMPLY ENDORSEMENT, APPROVAL OR RECOMMENDATION BY THE STATE.

2266 Second Street / Fort Myers, Florida 33901 / P.O. Box 1608 / Fort Myers, Florida 33902

PHONE: 239-337-0433 / FAX: 239-337-7077

www.LeeSchoolFoundation.org

Facebook.com/TheFoundationforLeeCountyPublicSchools

Quality Marine



Executive Office of Governor Ron DeSantis
400 South Monroe St
Tallahassee, FL 32399

April 6, 2021

Dear Governor DeSantis,

We fully support the addition of a Marine Technician Program at Cape Coral Technical College.

With more than 200,000 residents and over 400 miles of waterfront canals, Cape Coral is the largest "Waterfront City" in the world.

No city in the U.S has more registered boats than Cape Coral.

It is vital that we have enough trained and certified individuals to enter the Marine Mechanic Workforce.

No other similar training programs exist in the city of Cape Coral.

Having certified graduates would benefit and impact Quality Marine for employment opportunities as well as helping our Cape Coral residents.

Best regards

Julius Wellenreiter

A handwritten signature in blue ink, appearing to read "Julius Wellenreiter".

President
QUALITY MARINE

QUALITY MARINE · 916 SE 13th PL · Cape Coral, Florida 33990
Phone: +1 (239) 214-2803 · mail: info@qualitymarinerepair.com
web: www.qualitymarinerepair.com · www.qualityoutdrives.com · www.qualitymarineparts.com
Quality Marine Is A Division Of Paradise Holiday Corp.



Phone: 239-567-5030
Fax: 239-567-5052

HI PERFORMANCE BOATS®
by NT Manufacturing, LLC

www.nor-techboats.com

March 2nd, 2022

Executive Office of Governor Ron DeSantis
400 South Monroe St
Tallahassee, Fl 32399

Dear Governor DeSantis,

We fully support the addition of a Marine Mechanic program at Cape Coral Technical College.

It is very important that we have trained certified individuals to enter the Marine Mechanic workforce, and the number of residents who own boats in the city of Cape Coral and the surrounding counties is increasing every day.

The need of having this program to support our city of Cape Coral which has over 200,000 residents is extremely important, and the fact that there are no other similar training programs that exist in the city of Cape Coral makes this even more relevant to our community.

Having certified graduates would also benefit and impact Nor-Tech Hi Performance Boats and give us employment opportunities and in turn help our Cape Coral residents.

We are more than happy to discuss this program in more detail if needed.

Sincerely,

A handwritten signature in black ink, appearing to read "Henrik Margard".

Henrik Margard

COO- Nor-Tech Hi Performance Boats

7941 Mercantile Street
N. Ft. Myers, Fl 33917



1037 SW Pine Island Road
Cape Coral, FL 33991
P:239-573-6256 F:239-573-6258

February 22, 2022

Executive Office of Governor Ron DeSantis
400 South Monroe Street
Tallahassee, FL 32399

Dear Governor DeSantis:

As a Cape Coral business owner and resident, I fully support the addition of a Marine Mechanic program at Cape Coral Technical College. There is a great need for the ever-growing City of Cape Coral to have trained certified individuals to enter the Marine Mechanic workforce.

Boater's Paradise produces an eight million-dollar sales and service revenue annually here in Cape Coral. The city currently has over 200,000 residents and is growing at a 2.46 percentage rate annually. As the city continues to grow in population there will be a matching increase in boat owners. Both forms of growth increase the importance of having trained certified Marine Mechanic.

Boater's Paradise could grow in sales and service if the Cape Coral Technical College was able to add the program of Marine Mechanic and produce qualified Marine Mechanics that would transition right into the workforce. As a business owner I am always looking to hire educated people to further the growth of my company and I believe the addition of this program at the technical college would allow me to do just that.

Thank you for your time.

Sincerely yours,

A handwritten signature in blue ink that reads "Wallace E. Hunter, Sr." with a stylized flourish at the end.

Wallace E. Hunter, Sr.
Owner



February 25, 2022

Executive Office of Governor Ron DeSantis

400 South Monroe St

Tallahassee, FL 32399

Dear Governor DeSantis,

I am writing you today to express my full support of the addition of an automotive training program at Cape Coral Technical College. This is something that has long been discussed within our growing community and it brings me great pleasure to see this much needed expansion finally coming to fruition!

As it is with many professions, the need for highly trained and certified professionals within the automotive industry is becoming more and more important with each passing day. As vehicles become more advanced, we are in desperate need of equally advanced individuals to repair and maintain them. We are also facing the challenge of the generational gap amongst Automotive Technicians.

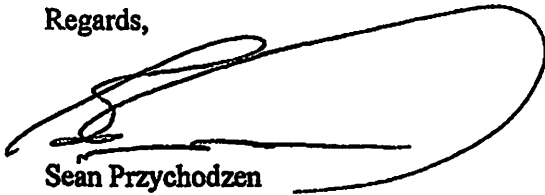
There are large numbers of Automotive Technicians who are either retiring or changing careers, and the industry has no one coming behind them to fill the void. On average, for every one technician entering the field, four are retiring or changing professions. This leaves an enormous need for a fresh workforce, with the best place to acquire them being training facilities such as Cape Coral Technical College.

Beyond the overall industry's need for new Automotive Technicians, we as a community are in dire straits. With the city of Cape Coral already having over 200,000 residents, and that number continuing to grow at an exponential rate, this means more vehicles on our roadways and the subsequent need for more facilities and Automotive Technicians to maintain them. The only way to achieve this is to start "home growing" them at professional training centers. Currently, Cape Coral does not have such a facility or program, which drives home the fact that we desperately need this addition at Cape Coral Technical College.

The hiring and employment of trained and certified Automotive Technicians is harder than it has ever been in our industry. As stated above, between the advancements within our industry, and the lack of available candidates, the employment opportunities are endless. Having an automotive training program at Cape Coral Technical College will not only help fulfill our company's employment needs, but it will also provide a larger candidate pool for other businesses in our city, as well as provide an opportunity for the residents within our community to explore a new career path.

Our community is excited to see this expansion and look forward to the growth and success of the school, the program, and all of its future graduates, along with the incredibly positive impact this will have on the city of Cape Coral and all of its businesses and residents.

Regards,

A handwritten signature in black ink, appearing to read 'Sean Przychodzen', with a large, sweeping flourish extending to the right.

Sean Przychodzen

Fixed Operations Director

Kia of Cape Coral

seanp@kiaofcc.com

239-829-1951

Chevrolet

Roger Dean CHEVROLET

Chevrolet


101 S.W. PINE ISLAND ROAD • PHONE 239-574-DEAN • CAPE CORAL, FLORIDA 33991-2084

Executive Office of Governor Ron DeSantis
400 South Monroe St
Tallahassee, FL 32399

Dear Governor DeSantis:

I am writing to you today in regards to the absence of an automotive training facility in the city of Cape Coral, Fl. Roger Dean Chevrolet is located adjacent to the Cape Coral Technical College and fully support the addition of an automotive training program there. I am sure you are aware of the lack of automotive technicians nationwide and feel we need to do something to increase the interest and training of young adults in the field. It is important that we have trained certified individuals to enter this workforce. The city of Cape Coral has over 200,000 residents and there is no other training facility that exists within the city. It has been a great struggle over the past few years to find competent certified technicians to fill open job positions. Having certified graduates would benefit the dealership and the residents of Cape Coral. I recommend that we build a training facility at the Cape Coral Technical College.

Thank you,



Gary Herrmann
Service Director
Roger Dean Chevrolet
239-574-6301

Deal with Dean!

Sutherlin Nissan

Cape Coral

Executive Office of Governor Ron DeSantis

400 South Monroe St

Tallahassee, FL 32399

Good morning Mr. DeSantis,

We here at Sutherlin Nissan of Cape Coral fully support the addition of an automotive program at Cape Coral Technical College. There is defiantly a shortage in trained certified individuals to enter this automotive workforce. We need this program to support our city of Cape Coral that currently has over 200,000 residents, and the fact that there are no other similar training programs that exist in the city of Cape Coral. Having certified graduates would greatly benefit our company and give employment opportunities and helping our Cape Coral residents. Thank you for your time and consideration.



Jason Masterson

Parts and Service Director