



## Florida Job Growth Grant Fund Workforce Training Grant Proposal

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

### Entity Information

Name of Entity: School Board of Orange County, Florida-Orange Technical College-Orlando

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

#### Contact Information:

Primary Contact Name: Hugh Hermann

Title: Assistant Director, Orange Technical College-Orlando Campus

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Orlando, FL 32801

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### Workforce Training Grant Eligibility

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

Eligible entities must submit proposals that:

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



## 1. Program Requirements:

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

- A. Provide the title and a detailed description of the proposed workforce training.  
CEREC Training for the Orlando Dental Industry. Orange Technical College Orlando Campus will create a dental assistant training program-See Attachment
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- B. Describe how this proposal supports programs at state colleges or state technical centers.  
This grant will allow for initial funding for equipment and instructional training for 100 dental assistants-both beginning and intermediate-See Attachment.
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- C. Describe how this proposal provides participants transferable, sustainable workforce skills applicable to more than a single employer.  
CEREC Training will include a certification that is portable to take to any dental employer. Skills attained will be transferrable across different Dental CAD software. This is a new technology being used in dentistry. See Attachment.
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- D. Does this proposal support a program(s) that is offered to the public?

Yes     No

- E. Describe how this proposal is based on criteria established by the state colleges and state technical centers.  
This aligns with state technical centers in that it provides training to meet the workforce needs. This will allow for purchase of expensive equipment required to provide training for assistants at a lower cost to the dentist. See Attachment.
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- F. Does this proposal support a program(s) that will not exclude unemployed or underemployed individuals?

Yes     No



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

Currently only Patterson Dental is able to train a very limited number of dental assistants based on the resources they have available. This program has the possibility of creating hundreds of jobs in the dental industry in the greater Orlando area. As more dental assistants are trained the market for this technology will continue to grow, creating more positions. Using this technology will allow dentists to offer patients a less invasive procedure reducing the time in the dental chair. See Attached.

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**2. Additional Information:**

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

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

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

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

Yes  No

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

If no, with which industries does the proposal align?

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

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

Yes  No

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

If no, with which occupation does the proposal align?

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

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D. Indicate how the training will be delivered (e.g., classroom-based, computer-based, other).

If in-person, identify the location(s) (e.g., city, campus, etc.) where the training will be available.

If computer-based, identify the targeted location(s) (e.g. city, county, statewide) where the training will be available.

The training will take place at the campus of Orange Technical College (OTC) -Orlando-301 West Amelia Street Orlando, FL 32801

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

100 - (50 beginning and 50 intermediate)

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

Begin Date: 1-2-18 End Date: 1-1-19

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

OTC Orlando campus will continue to offer this training to enrolled students and to dental assistants working in the field for many years into the future at a greatly reduced cost.

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

At the completion of the training a certification of completion will be awarded for both levels - beginning or intermediate, as appropriate.

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I. Does this project have a local match amount?

Yes  No

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

Orange Technical College will provide teachers and an additional \$5,000 toward the program costs.

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

OTC will reserach development of a 32 hour advanced training for dentists.

### 3. Program Budget

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

A. Workforce Training Project Costs:

Equipment	\$ 189,240		
Personnel	\$ 1,500		
Facilities	\$ 8,000		
Tuition	\$ 3,850		
Training Materials	\$ 7,500		
Other	\$ _____	Please Specify:	_____
<b>Total Project Costs</b>	<b>\$ 210,090.00</b>		

B. Other Workforce Training Project Funding Sources:

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

**Total Amount Requested** \$ 210,090.00

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



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

OTC is requesting \$210,090 to create a new training program for dental assistants. This program is in coordination with OTC Orlando, Patterson Dental and the Dental Society of Greater Orlando which have partnered to ensure success of the program. Grant funds will allow for purchase of CEREC AC computer, software and camera, CEREC MCX wet/dry mill unit, CS4 oven and Trios Scanner pod with laptop and a three year warranty \$189,240. Trainers compensated \$1,500 to provide 50 beginning and 50 intermediate trainings. OTC will receive \$8,000 for the facilities use, tuition at a rate of \$19.25 per hour \$3850 and training materials totaling \$7500 See Attachment

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#### 4. Approvals and Authority

- A. If entity is awarded grant funds based on this proposal, what approvals must be obtained before it can execute a grant agreement with the Florida Department of Economic Opportunity (e.g., approval of a board, commission or council)?  
School Board approval has been scheduled for September 12, 2017.
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- B. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the entity and the Florida Department of Economic Opportunity:

- i. Provide the schedule of upcoming meetings for the group for a period of at least six months.  
N/A
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- ii. State whether that group can hold special meetings, and if so, upon how many days' notice.  
N/A
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- C. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the entity. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc.



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

School Board of Orange County, Florida

Name of Entity: \_\_\_\_\_

Name and Title of Authorized Representative: Dr. Barbara M. Jenkins, Superintendent

Representative Signature: \_\_\_\_\_

Signature Date: 8/11/2017

## 1. Program Requirements

A. CEREC Training for the Orlando Dental Industry. Orange Technical College (OTC) the Orlando campus would like to create a training program for dental assistants to be trained in Dental CAD. Patterson Dental, the Dental Society of Greater Orlando, and Orange Technical College will team up to create a sustainable training program for Dental CAD specifically using the Chairside Economical Restoration of Esthetic Ceramics, or CERamic REConstruction (CEREC) software.

B. Being awarded this grant would allow for initial funding for equipment and instructional training for the 50 dental assistants in the beginner training and 50 dental assistants in the intermediate training. Currently the training cost for a dentist to have one of their assistants trained for both of these trainings is \$3000 per person. The grant will allow students in OTC's Dental Assisting program to get this training as part of their program. Additional training will be provided for dental assistants currently working in the industry. The program would be sustained by Orange Technical College to continue to train the dental assisting work force after the completion of the grant. At an estimated cost of \$150 for the beginning training and \$200 for the intermediate training.

C. CEREC training will include a certification that is portable to take to any dental employer. The skills attained through the CEREC training will be transferable across the many different Dental CAD software. This is a new technology being used in dentistry to lower costs and time for patients. Being able to provide this training will improve the dental industry in the Orlando area, and allow dentists more affordable training for their employees. Currently Patterson has CEREC dental CAD in more than 1000 offices in the Orlando area, and have been able to only provided limited training. Patterson Dental is happy to partner with OTC and the Dental Society of Greater Orlando, as they have limited resources available to provide the training.

D. Yes

E. This aligns with state technical centers in that it provides training to meet the workforces' needs. The grant will allow OTC Orlando to purchase the expensive equipment required to provide training for local dental assistants at a lower cost to the dentist.

F. Yes

G. Currently Patterson Dental is only able to train a limited amount of dental assistants based on the resources they have available. This program has the possibility of creating 100s of jobs in the dental industry in the greater Orlando area. As more dental assistants are trained the market for this technology will continue to grow, creating more positions. Using this technology will allow dentist to offer patients a less invasive procedure and will greatly reduce the amount of time needed in the dental chair. Patients will need less time at the dental office, limiting the amount of time away from work. Additionally after the initial investment of the CEREC equipment to the dentist, the dentist saves approximately \$500 per patient, and is able to pass some of the cost savings on to the patient. The reduced chair time for the patient allows for the dentist to turn over patients in a more timely manner allowing for them to see more patients. As the process gets fully implemented, the time the dentist is needed for the procedure could be cut to 30 mins from 90 minutes. The dental assistant's time would be reduced from 120 minutes to 60 minutes. The procedure would be able to be completed in one 60 minute appointment instead of an initial 90 minute appointment and a follow up 30 minute



appointment. In saving the time and resources for each patient, the training provided will have a huge economic impact on the greater Orlando area. The metrics we would use to evaluate the total impact of the program would be the number of procedures performed by the trained dental assistant in one year.

## 2. Additional Information

- A. no
- B. Yes, The program aligns with Laboratory and Surgical Instruments.
- C. Yes, This program aligns both regionally and statewide lists for Dental Assisting.
- D. The training will take place at the Orlando campus of OTC, 301 W. Amelia, Orlando, FL 32801.
- E. 100
- F. 1/18-1/19
- G. OTC Orlando campus will continue to offer this training both to enrolled students, and to dental assists in the field.
- H. At the completion of the training a certificate of completion will be awarded for both levels of training.
- I. Yes, \$5000 Orange Technical College
- J. If awarded the grant for our proposal, OTC Orlando would also look at providing a 32 hour advanced training for dentists.

## 3. Program Budget

A.

Equipment	\$189,240
Personnel	\$1500
Facilities	\$8000
Tuition	\$3850
Training materials	\$7500
Total	\$210090

B. None

C.

## BUDGET NARRATIVE

**Provide a detailed description of how the funds will be used.**

Orange Technical College the Orlando Campus will be requesting \$210,090 to create a new training program for dental assistants. In coordinating for this proposal OTC Orlando, Patterson Dental, and the Dental Society of Grater Orlando, have partnered to ensure the success. See Attachment.

The funds will be used in the following manor:

- Purchase of CEREC AC with Omnicam (computer, software, and camera), CEREC MCX wet/dry mill unit, CS4 oven, and Trios Scanner pod W/laptop and 3 year extended warranty. \$189,240
- Trainers will be compensated \$1500 to provide 50 beginning level trainings and 50 intermediate.
- OTC Orlando will be compensated \$8000 for the facilities use for the intermediate training that will be conducted on Saturdays. This includes all facility use expenses.
- Tuition for the students will be paid for at a rate of \$19.25 per hour for a total of \$3850.
- Training materials for each student will be \$75 that includes disposables, infection control, and a milling bit for a total of \$7500.

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

**A.** School Board Approval has already been requested for September 12<sup>th</sup> which is the next district school board meeting date.

**B.**

i. N/A

ii. No