



2019-2020 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. If additional space is needed, attach a word document with your entire answer.

Entity Information

Name of Entity: Orange County Government Florida

Federal Employer Identification Number (if applicable): _____

Primary Contact Name: Lavon Williams

Title: Orange County Community Action Division Manager

Mailing Address: 2100 E Michigan St

Orlando, Florida 32806

Phone Number: 407-836-5614

Email: Lavon.Williams@ocfl.net

Secondary Contact Name: Nanette Guzman

Title: Director Office of Sponsored Research

Phone Number: 386-226-7695

Workforce Training Grant Eligibility

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

Eligible entities must submit proposals that:

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

1. Program Requirements:

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

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

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

See attached.

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

See attached.

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

See attached.

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

See attached.

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

See attached.

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 program completers anticipated to be created from the proposed training. Further, please include the economic impact on the community, region, or state and the associated metrics used to measure the success of the proposed training.

See attached.

2. Additional Information:

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

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

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

See attached.

- B. Does the proposal align with Florida's Targeted Industries? Yes No
 ([View Florida's Targeted Industries here.](#))

If yes, please indicate the specific targeted industries with which the proposal aligns.
 If no, with which industries does the proposal align?

See attached.

- C. Does the proposal align with an occupation(s) on the Statewide Demand Occupations List and/ or the Regional Demand Occupations List? Yes No
 ([View Florida's Demand Occupations Lists here.](#))

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

See attached.

D. Indicate how the training will be delivered (e.g., classroom-based, computer-based, other).
If in-person, identify the location(s) (e.g., city, campus, etc.) where the training will be available.

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

See attached.

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

See attached.

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

Begin Date: 7/1/2020

End Date: 6/30/2024

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

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.

See attached.

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.)

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

See attached.

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** \$ 2,346,598
 Florida Job Growth Grant Fund

A. Other Workforce Training Project Funding: Sources:

City/County \$ _____

Private Sources \$ _____

Other (grants, etc.) \$ _____

Please Specify: _____

Total Other Funding \$ 0

B. Workforce Training Project Costs:

Equipment \$ 0

Personnel \$ 463,710

Facilities \$ 209,109

Tuition \$ 1,656,779

Training Materials \$ 0

Other \$ 17,000

Please Specify: In-State Travel, Outreach

Total Project Costs \$ 2,346,598

Note: The total amount requested must be calculated by subtracting the total Other Workforce Training Project Funding Sources in A. from the total Workforce Training Project Costs in B.

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

See attached.

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)?

Orange County Government Board of County Commissioners and Embry-Riddle Aeronautical University Office of Sponsored Research Administration.

- 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.

SEE ATTACHED

- 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.

See attached .

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: Orange County Government, Florida

Name and Title of Authorized Representative: Byron Brooks, County Administrator

Representative Signature: *Byron Brooks*

Signature Date: 14 Nov 19

2019-2020 Florida Job Growth Grant Fund Workforce Training Grant Proposal

Entity Information:

Entity:

Orange County Government, Florida

Primary Contact Name:

Lavon B. Williams, Manager, Orange County Community Action Division

I. Program Requirements

A. Title and Description of the Proposed Workforce Training

Title: Orange County/Embry-Riddle Aeronautical University Aero-Accelerate Workforce Training Initiative.

Description: Orange County government in partnership with Embry-Riddle Aeronautical University- Worldwide (ERAU-W), Orlando Campus, Orlando Economic Partnerships, City of Orlando, CareerSource Central Florida as well as regional aerospace, aviation, and defense industry partners and local business leaders will offer aviation-oriented workforce training that meets occupational demands for a high-skilled workforce in Florida's targeted industry sectors: information technology, cybersecurity, simulation and training, machine tooling, unmanned aircraft systems operations and advanced manufacturing. The Aero-Accelerate Workforce Training-Initiative (Aero-Accelerate / AAWT-I) will have a strong, positive impact on unemployed or underemployed individuals in our community and will offer job placement opportunities to eligible and qualified graduates. Aero-Accelerate will prepare residents across Central Florida to enter the workforce or advance in their current work within the aviation industry with the necessary certifications training and education.

Aero-Accelerate offers unique short-term skills training in response to Central Florida's rapidly growing aviation industry that specifically addresses the skills gap within aviation, defense and aerospace that differs from the current educational programs in the community. The variety of training and non-traditional educational options offered through Aero-Accelerate are customizable to meet specific industry needs identified by ERAU's national and regional employer partners within the aviation and aerospace industry that serve on ERAU's robust workforce board (see letters of commitment). The partners have committed to supporting the project by identifying the skills and competencies needed to support the growing workforce demand within Central Florida and will refer eligible individuals to the program for training.

Aero-Accelerate will engage underserved young adults, ages 18-24, and Veterans by offering accelerated skills training in the aviation-oriented robotics and manufacturing, aviation, aerospace, cybersecurity and information technology fields through a non-traditional educational model that creates an environment where aspiring entrepreneurs and workers have the freedom to innovate, to grow, and to prosper.

Through the support of the Florida Job Growth Grant, Aero-Accelerate will provide scholarships to a minimum of 850 individuals within four years across Orange County with the expectation to expand outreach across the Greater Orlando Metropolitan area. Through the strong partnership with CareerSource Central Florida, the City of Orlando, and Orange County Community and Family Services Department, Aero-Accelerate will leverage existing programs and successful youth service and veterans outreach efforts to provide training for location-bound residents near their homes and at Orange County Community Center Locations in partnership with Community Action Division and CareerSource Central Florida.

Aero-Accelerate will support exemplary workforce training projects that are offered by rotation at various locations across Central Florida in addition to ERAU-Orlando Campus facilities. By offering residents access to training in their communities, Aero-Accelerate will ensure continual support services, case management and high-quality training that can be accessible at local high schools and community-based organizations to engage individuals at targeted locations with a robust network of support. Aero-Accelerate meets an urgent need within Central Florida by delivering workforce services in more efficient and innovative ways leading to industry-recognized credentials and immediate workforce attachment with family-sustaining wages.

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

The Aero-Accelerate Workforce Training-Initiative compliments the state college programs by offering training that is focused on core competencies within engineering technology, aviation-related information technology, cybersecurity, robotics and manufacturing that prepare students to enter the Academic Pathways/Meta-majors established by the Florida College System. Embry-Riddle Aeronautical University- Worldwide is currently collaborating with a local state college in Central Florida to offer short-term training to public safety officers including emergency first responders, law enforcement officers, and fire and rescue personnel in emerging technologies such as unmanned aircraft systems operation and systems safety training that isn't currently offered at the local state college and state technical center.

Aero-Accelerate short-term training requires faculty with unique aviation skillsets, expertise and level of industry experience to customize the program design and trainings with the specific industry needs identified by project partners. The non-traditional, short-term workforce training leads to learning outcomes, skills and competencies necessary for student success in educational pathways in information technology, advanced manufacturing, engineering technology degree programs. The Aero-Accelerate Training programs offer foundational coursework and build awareness for students to explore career options and have a stronger understanding of educational pathways available through the meta-major process at two-year state colleges in Central Florida (Valencia College and Seminole State College).

The robust career and academic advising, and wrap-around services available to students through Aero-Accelerate provides individuals with an opportunity to explore diverse educational program options at a variety of institutions to maximize certification completion and employment prospects and potential for earning degrees and industry-recognized skills

specifically within the aviation industry. The program outcomes will create communication with business and increase employer engagement so graduates have multiple entry and exit points along their educational pathway. Graduates will have the flexibility and an established educational plan to obtain additional educational degrees through formal pathways available at the state colleges after program completion.

The development of program materials that align with state academic frameworks and industry needs will enable all state colleges to adopt and adapt their current program offerings to meet local needs of businesses and industry that compliments the short-term training available through Aero-Accelerate.

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

Aero-Accelerate offers program completers transferable, sustainable skills and is based on strong relationships across aviation, aerospace and defense sectors in Central Florida. The workforce training initiative builds on a set of concrete, actionable measures to deliver effective case management services for students with mentorship opportunities and frequent interactions with support staff to improve the employability of individuals within the workforce.

Aero-Accelerate focuses on preparing students through soft skills and technical skills training so students have access to professional development that allow their skills to be more transferable and adaptable across multiple industry sectors. ERAU-W's Office of Professional Education Aero-Accelerate Leadership Team designed the workforce training programs by making data-driven decisions based-off a local needs assessment and reports by Orlando Economic Partnership and CareerSource Central Florida to anticipate the rapidly changing skill needs within aviation and defense. The program offerings address skills gap through short-term courses that offer transferable skills evidenced by nationally and/or regionally recognized certifications in information technology and manufacturing to improve the employability of the workforce. Aero-Accelerate offers certifications in the following workforce sectors:

Advanced Manufacturing: National Coalition of Certifications Centers (NC3) Snap-on Torque Fundamentals and Festo Precision Measuring Instruments

Aviation: AVUSI Trusted Operator Program (TOP) certification in Unmanned Aircraft Systems

Information Technology and Cyber Security: Certified Ethical Hacker (CEH), Certified A+ Technician, Cloud+, Network+, and Linux+

The wide-range of trainings provide graduates transferrable skills across industry sectors and provide Central Florida employers access to highly qualified workers that will facilitate economic growth in the aviation, defense and aerospace industries.

Aero-Accelerate offers stackable credentials through training in certificate, non-degree professional development programs, and/or a third-party certification or occupational license

(e.g. NC3 and AVUSI), which will articulate toward a higher-level certificate or associates degree in the same occupational area to enhance transferability and sustainability of the workforce skills. Orange County also operates support services and educational opportunities such as financial empowerment and entrepreneurship workshops through Business Development Division at the National Entrepreneur Center and Family Self-Sufficiency programs through the Community Action Division. These services provide additional financial education, credit counseling, financial management, employment soft skills, job placement, small business development, and small business technical assistance and access to an alternative loan fund for unemployed, underemployed and underserved individuals. CareerSource Central Florida also provides additional case management wrap-around services to prepare individuals for full-time employment and transferrable skills for upward career mobility across multiple employers.

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

Aero-Accelerate will maximize job placement, increased wages, and job retention by offering relevant workforce training that leads directly to career advancement as evident in the commitment from our industry partners. Aero-Accelerate prepares individuals to become active participants in a growing aviation industry in Central Florida through the robust outreach and awareness campaign. The workforce training initiative ensures community transformation within Central Florida by concentrating outreach efforts on African-American adults who are underrepresented in IT and aviation-oriented manufacturing employment, and Hispanic adults who have shown evidence of high performance and technical training but low levels of English literacy. With community partner support, the program targets residents in two communities where chronic poverty is worsened by complex social issues in central Orlando and specific communities within Orange County targeted by the Community Action Division seven Community Centers.

To successfully serve the public and target population, Aero-Accelerate implements two major strategies: (1) the creation of new workforce accelerated career pathways through short-term locations offered in rotation at specific locations within the community and (2) partnerships with community-based organizations and CareerSource Central Florida to implement a comprehensive outreach, intake, and assessment process, which identifies and provides support to those who struggle with attachment and persistence in traditional college training programs. Each of these strategies utilizes evidence-based practices, as well as, leveraged learning through Orange County's Family Self-Sufficiency Program and CareerSource Central Florida's *Career Connexions* and Youth Services Programs.

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

Aero-Accelerate is designed to complement the educational frameworks based on the State Board of Education criteria for the approval of programs at Florida College System institutions and focuses on cooperative program agreements within the Central Florida region. The Aero-Accelerate programs are consistent with the state master plan adopted by the State Board of Education and lead to competencies and learning outcomes within the Florida College System

curriculum frameworks. The trainings support the Career & Technical Education (CTE) programs to develop and maintain educational programs that prepare individuals for occupations important to Florida's economic development. Each Aero-Accelerate training program is aligned to a career cluster that is detailed in the FLDOE curriculum frameworks. With partners from education, business and industry, and trade associations, the curriculum frameworks include program standards that are both academically integrated and responsive to business and industry needs to prepare individuals for occupations important to Florida's economic development.

Aero-Accelerate certificate training programs allow participants to earn credentials needed for high-skill high-wage jobs and lead to stackable credentials and degrees available at the local state colleges and state technical centers through PSAV and AS degree programs. Aero-Accelerate training shortens the time required to complete degree programs, making it easier for the individual to continue learning and earning with the skills and foundational knowledge to be successful in future educational and training pursuits.

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

Yes. The program will target and include unemployed and underemployed individuals for workforce training.

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

Aero-Accelerate strategies were developed to meet industry demand and market forecasts through an analysis of current and future demand for the targeted occupations, based upon data derived from Florida Labor Market Information (LMI) and EMSI, and Orlando Economic Partnerships Aviation, Aerospace and Defense industry assessments. Aero-Accelerate Leadership Team consulted with economic development entities such as the Economic Development Administrator and the Orlando Economic Partnerships advisory council members. Further, economic forecasts from government agencies, including the Bureau of Labor Statistics (BLS), and the National Institute of Standards and Technology (NIST) were used in planning program activities and forecasting program outcomes. Finally, a survey of Orlando's aviation maintenance and machine industry employers, was conducted to identify emerging workforce demand, new job categories and education requirements within unmanned aircraft systems operations and safety, aviation, defense and aerospace industries. Findings from the focus group and industry survey were used to better focus the demand occupations list for the region.

Aviation and Aerospace Management:

Ranking second in the nation, the State of Florida is home to over 2,000 aviation and aerospace companies (Enterprise Florida). The Central Florida Corridor is home to more than 340 aviation and aerospace companies, providing an average salary of \$95,831 (Florida High Tech Corridor Regional Economic Initiative). The abundance of aviation and aerospace industries in Florida

alone produce over \$7 billion in exports (Enterprise Florida). Boeing projected a global shortage of aviation and airline maintenance technicians, with over 127,000 openings in North America. FLDOE anticipates a growth rate of the aircraft mechanic and service technician occupation of over 11% through 2025, with over 1,500 annual openings in the Central Florida region. Since 2004, the state has experienced a 31.1% growth rate in the industry, creating a shortage of skilled workers.

Manufacturing, Supply Chain Management, and Logistics:

The volume of exports from aviation and aerospace industries is supported by Florida's logistical and supply chain infrastructure, with 20 commercial airports, 15 deep-water seaports, 3,000 miles of freight rail tracks, and two spaceports (Enterprise Florida).

Although all states are predicted to have a decline in manufacturing non-durable goods in the next five years, Florida will have one of the lowest. With recent elimination of the tax on manufacturing machinery and equipment, the FLDEO is projecting a 2.3% increase in the next 7 years.

IT/Cybersecurity:

The total number of cybersecurity openings in the State of Florida in 2018 reached 13,465 – nearly one third of the total cybersecurity workforce in the state. In the Orlando metropolitan area, the figure approaches half of the almost 4,000-member cybersecurity workforce. The area falls below the national average for ratio of workers to demand (Cyberseek.org).

Information Technology Florida remains at the forefront of IT innovation disruptive technology, it is the nation's third largest tech industry.

Aero-Accelerate Deliverables:

Aero-Accelerate is projected to create 850 highly qualified individuals across these three areas during the grant period, to fill the job openings anticipated within the next four years. It is expected that Aero-Accelerate will achieve the following benefits through attainment of program goals.

Aero-Accelerate Deliverables Continued:

- Serve a minimum of 850 participants in a four-year period throughout Orange County, Florida
- Completion Rate – 85% will complete a training program;
- Addressing the Skills Gap – 75% will obtain an industry certification, technical certification and/or college degree (Associate of Science, Associate of Arts or Bachelor of Applied Science degree);
- Job Placement Rate – 90% of the 85% of completers will be placed into work or a work-experience program (paid internship or apprenticeship);
- High-wage Jobs Wage Rate – the average wage on placements will be \$12/hour or greater; and
- Job Retention Rate - 65% of those placed will stay employed for at least 120 days or longer in their trained field.

- Increase Employer and Partnership Engagement – 10 new employer and community partners will be identified that will provide paid apprenticeships, internships or sponsored tuition in targeted high-skill, high-wage occupations.

Targeted Regional Demand Occupation Addressed by Proposal (Central Florida)							
SOC Code	Occupational Title	Annual % Growth	Annual Openings	Hourly Wage			
				Mean	Entry		
Aviation/Aerospace							
49-3011	Aircraft Mechanics and Service Technicians	1.33	1,564	\$28.68	\$16.60		
53-2011	Airline Pilots, Copilots, and Flight Engineers	1.52	557	\$88.88	\$45.87		
Manufacturing/Supply Chain Management							
11-1021	General and Operations Managers	1.53	1,668	\$53.64	\$22.46		
11-3071	Logistics Managers	1.65	122	\$36.17	\$24.25		
43-5011	Cargo and Freight Agents	1.83	1,440	\$22.39	\$14.05		
IT/Cybersecurity							
11-3021	Computer and Information Systems Managers	2.54	293	\$50.71	\$32.87		
13-1111	Management Analysts	1.88	1,212	\$42.29	\$21.97		
15-1122	Information Security Analysts	3.10	719	\$43.29	\$28.03		
15-1132	Software Developers, Applications	2.30	4,376	\$47.55	\$31.56		
15-1141	Database Administrators	1.76	1,450	\$40.54	\$25.11		
15-1142	Network and Computer Systems Administrators	1.09	1,732	\$38.99	\$25.38		
Total Targeted Occupations to be Served		11	Total Annual Openings	15,133	Average Wage	\$45.13	\$26.19
Data from the 2019-20 Florida Statewide Demand Occupations List							

II. Additional Information

A. Is this an expansion of an existing training program? If so how will the grants be used to enhance an existing program?

Yes. Aero-Accelerate short-term training curriculum is modeled after successful workforce education programs offered through Embry-Riddle Aeronautical University-Worldwide's Office of Professional Education where we have successfully trained working professionals to attain placement in the aerospace industry for over fifteen years.

B. Does the proposal align with the Florida's Targeted Industries? If yes, please indicate the specific industries.

Yes. Aero-Accelerate responds to the labor market shortages, skill gaps and employment trends by targeting workforce training for the following high-growth industries and those aligned with Florida's Targeted Occupations List. The workforce initiative focuses on building skill sets in the

key segments of the economy that represent the greatest opportunity for market growth and participant advancement. The skill sets cross walk to multiple industries as identified by Enterprise Florida in its Targeted Industries for Incentives report (http://www.enterpriseflorida.com/wpcontent/uploads/SI_Targeted_Industries.pdf). Florida ranks second among states in the aviation and aerospace industry (SOC Codes: 19, 43, 49, 51, and 53). Central Florida had over 20,000 job openings in this industry in 2017-18 (EMSI). The aviation and aerospace sector represents 0.3% of the businesses in the state, but contributes 1.7% of the Gross State Product.

Florida is a growing leader and globally recognized for manufacturing and supply chain management, including aerospace and aviation products. Aero-Accelerate certifications specifically address manufacturing, including logistics and distributions (SOC Codes: 11, 13, 17, 41, 47, 49, 51, and 53). This sector represents 13% of the businesses, but 20% of the GSP in Florida. Florida has over 20 commercial airports including Orlando International Airport the 2nd largest airport in the US (Wall Street Journal, 2018) in Central Florida and is a resource for moving products, locally, nationally and internationally. Miami and Orlando are the two dominant sites for logistics and distribution. Aero-Accelerate also offers courses tailored to Cybersecurity and Information Technology (SOC Codes: 13, 15).

Florida remains at the forefront of IT innovation disruptive technology, it is the nation's third largest tech industry. Increasing automation of routine tasks in aviation industry is changing the nature of work across all industries. The world economic forum estimates that a third of core skills needed for employment in 2020 will be new skills. Central Florida is known for modeling, simulation, aviation and cybersecurity training and is home to the simulation procurement commands for the Naval Air Warfare Center System Division. In total, more than \$6 billion in annual simulation contracts flow through the region, the majority of which is awarded to local companies and subcontractors. The Orlando MSA has a number of dynamic aerospace companies and the top seven companies on the *Fortune 500* lists have operations in the region.

C. Does the proposal align with occupations on the Statewide Demand Occupations List and/or the Regional Occupations List?

Yes. The three areas of focus in Aero-Accelerate are Information Technology, Aviation and Aerospace and Advanced Manufacturing and are well represented on the FLDOE Regional Demand Occupations List. A cross-sector gap exist for soft skills/workplace preparedness and hands-on experiences to improve technical skills, specifically in Information Technology. CompTIA (2015) reports that the top industry skills gap concerns are networks/ infrastructure, server/data center management, storage/data back-up, cybersecurity, database/information management and web design/development. The project addresses needs for I491011 First-Line Supervisor of Mechanics, Installers, and Repairers; 514041 Machinists; 131081 Logisticians; 172141 Mechanical Engineers; 511011 172072 Electronics Engineers; 111021 General and Operations Managers. Aero-Accelerate is located in a region with high percentage of job vacancies in industry clusters with a significant projected job growth in manufacturing,

cybersecurity and information technology industries (FLDOE Labor Market Information and EMSI).

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.)

This program recognizes the economic and employment challenges underrepresented communities face in the Greater Orlando Metropolitan area, and the necessary innovations in education and training programming that must be implemented to address chronic barriers. Aero-Accelerate will specifically focus on implementing accelerated training delivered via face-to-face (classroom and lab) sessions, on-line, and with technology-enabled learning through experienced faculty who are active participants in industry workforce advisory boards.

The classrooms for computer-based training and hands-on learning promote immediate skills development and credential attainment for job opportunities in the region based on the Nc3 curriculum and equipment necessary for manufacturing and robotics courses, torque fundamentals. Aero-Accelerate program leverages investments made by employers to develop the dynamic, hands-on training centers. Our unique partnership with the Community Action Division- Family Self Sufficiency Program will allow program participants to access training by rotation at their seven Community Centers Facilities.

<https://www.orangecountyfl.net/Portals/0/Library/Families-Health-Social%20Svc/docs/Community-Centers-Map.pdf>

Training will also be offered at the ERAU-W's Orlando Campus location at 2000 N Alafaya Trail #800, Orlando, FL 32826. The training will be offered in-person with simulation learning labs and technology-enhanced classrooms for computer-based training and hands-on learning at community-based facilities strategically located in the heart of the distressed neighborhoods to develop talent through in-person workforce training in manufacturing and information technology.

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

Year one: 100 enrolled, 85 program completers

Year two: 200 enrolled, 170 program completers

Year three: 250 enrolled, 213 program completers

Year four: 300 enrolled, 255 program completers

Total: 850 enrolled, 723 program completers

F. Indicate the length of program, including anticipated beginning and end dates.

July 1, 2020- June 30, 2024, the grant period will last for four years with plans for expansion and increased funding from both public and private sponsors.

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

Aero-Accelerate partners are committed to sustaining and institutionalizing successful project components that support underserved populations achievement in workforce development following the grant period. Based on the program design and evaluation results, major project strategies will be sustained in whole or in part across the partners. The team will work with the University's Philanthropy Office to establish ongoing performance-based stipends supporting the Aero-Accelerate model and defray certification costs supporting the initiative for targeted students. The responsibilities of the project director and faculty trainer will be sustained by ERAU-W and integrated into the current staff work. Project activities, such as creating data sharing arrangements with Orange County and CareerSource Central Florida and Aero-Accelerate program articulation agreements with the local state colleges and technical college partners will be sustained across the Aero-Accelerate partners following the grant period.

Aero-Accelerate leadership commits to disseminating and promoting successful program strategies including short-term training curriculum and faculty guidebooks. The institution's commitment to this is further illustrated by the expanded industry partners proposed in this project by a minimum of five new partners each year, who can replicate and promote successful strategies for the recruitment and job placement of underserved populations. Disseminated program information, print materials, and electronic communications will be maintained on the Aero-Accelerate website as a tool to perpetuate interest in the targeted program and encourage involvement in the workforce programs. Additionally, the project will be a stepping stone to further economic and community development research with the potential to scale the project to new regions within Florida with new partners integrating additional analysis on strategies supporting underserved populations' success in obtaining family-sustaining wages in high-growth aviation industry sectors.

H. Identify any certifications, degrees, etc. that will result from the completion of the program. Please include CIP code and the percent of completers in each code.

Advanced Manufacturing: National Coalition of Certifications Centers (NC3) Snap-on Torque Fundamentals, Festo Precision Measuring Instruments (Includes content on Hydraulics & Pneumatics, AC/DC Electrical, PLC-Allen Bradely)

Aviation: AVUSI Top level certification in Unmanned Aircraft Systems

Information Technology and Cyber Security: Certified Ethical Hacker (CEH), Certified A+ Technician, Cloud+, Network+, and Linux+

<i>Certifications and Degrees with Crosswalk to Classification of Instructional Programs (CIP) Code</i>		
CIP	Program	Credential
Aviation/Aerospace		
14.2701	Engineering Management	MS
14.2701	Engineering Fundamentals	AS
14.2701	Engineering	BS
14.2701	Engineering Technology	BS
47.0608	Aviation Maintenance	TC, AS, BS
47.0608	Aviation Maintenance Management Course	
52.0201	OPE Corporate Aviation Management Certificate	TC
52.0201	OPE FBO Management Certificate	TC
52.0201	OPE Cert Aviation Risk Management	TC
52.0201	Airport Risk Management and Safety Program	TC
	OPE Airport Planning, Design and Development Certificate	TC
	Aerospace Coatings Applicator Certification Training	TC
49.0102	OPE Aircraft Ground School Programs	
52.0201	Airline Management Course	
Manufacturing/Supply Chain Management		
52.0203	Logistics and Supply Chain Management	BS, MS
52.0201	Technical Management	BS
52.0701	Entrepreneurship in Technology	MS
IT/Cybersecurity		
43.0116	Cybersecurity Management & Policy	MS
43.0116	Aviation Cybersecurity Management and Policy Certification	TC
52.0211	Project Management	BS, MS
52.1201	Information Security & Assurance	MS
52.1201	Management Information Systems	MS
<i>Note Certification/Degree: Associate of Science Technical Certificate (TC), Associate of Science, Bachelors of Science, and Masters of Science (OPE- Office of Professional Education)</i>		

I. Does the project have local match amount? And indicate the match and the amount (not in-kind).

The project does not offer local match at this time.

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

III. Detailed Budget Narrative

1. Total Amount Requested: \$2,346,598

A. Other Workforce Training Project Funding Sources: None

B. Workforce Training Project Costs

Workforce training courses and certification fees vary depending on course and workforce training program. The National Coalition of Certification Centers (NC3) certifications and test fees are included in the program costs and the students will not have additional fees associated with the industry credentials.

Equipment: \$0

Personnel: \$463,710

Project Administrator: \$41,424 including fringe benefits.

Funding is requested for a project administrator at (5%) for administrative and project oversight.

Year 1: \$9,901

Year 2: \$10,199

Year 3: \$10,504

Year 4: \$10,820

Project Manager: \$288,200 including fringe benefits.

1 FTE (100%) for project management (responsibilities include case management, workforce intermediary, and job developer). This role will serve on the steering committee, assist with recruitment and outreach, administer intake assessment and on-boarding activities, offer post-program follow up wrap-around services, and support follow-up services throughout the grant period in collaboration with Orange County Community Action Division and CareerSource Central Florida.

Year 1: \$52,400 (FTE 9 months to be hired within the first quarter)

Year 2: \$78,600 (FTE 12 months year 2-4)

Year 3: \$78,600

Year 4: \$78,600

Adjunct Faculty: \$134,088 including fringe benefits

Year 1: \$22,617

Year 2: \$33,926

Year 3: \$37,157

Year 4: \$40,388

Facilities: \$209,109

Year 1: \$40,202

Year 2: \$54,907

Year 3: \$56,228

Year 4: \$57,771

ERAU's 43.5% Modified Total Direct Cost (MTDC), federally negotiated, on-campus rate is applied to the proposal. This agreement for ERAU has been negotiated with the Department of Health and Human Services, Federal Cognizant Agency. The agreement is in effect from July 1, 2016 to June 30, 2021.

The distribution base for indirect costs is as defined in the Uniform Guidance, 2 CFR 200.68. It consists of all salaries and wages, fringe benefits, materials and supplies, services, travel, and up to the first \$25,000 of each subaward (regardless of the period of performance of the subawards under the award). Equipment, capital expenditures, charges for patient care, rental costs, tuition remission, scholarships and fellowships, participant support costs and the portion of each subaward in excess of \$25,000 are excluded from the MTDC base. A copy of the agreement is available upon request.

Tuition: \$1,656,779

Student Scholarships/Training Stipends: 850 participants will receive need-based workforce training tuition assistance to defray the costs of the workforce educational training for low-income participants. The tuition will support 850 participants based on determined need: approximately 100 yr. 1, 200 yr. 2, 250 yr. 3, and 300 yr. 4 for an average of \$1,949 per participant. The requested tuition amounts are projections based on ERAU-Worldwide's current workforce programs through Office of Professional Education and will be available to eligible individuals within the targeted zip codes identified by Community Action Division and CareerSource Central Florida. The grant will provide partial and full costs of tuition and certification exam fees based on the participant's demonstrated financial needs. Scholarships and training stipends can also be used to assist in paid-internships available to the program completers.

(\$1,949 is an average per student for need-based scholarships. Additional funding will be available based on program costs and number of certifications pursued per student).

Year 1: July 2020-2021=100 participants x \$1,949 = \$215,184

Year 2: July 2021-2022= 200 x \$1,949 = \$378,895

Year 3: July 2022-2023=250 x \$1,949 = \$484,865

Year 4: July 2023-2024= 300 x \$1,949 = \$577,835

Total = 850 x \$1,949 = 1,656,779

Training Materials: \$0

Other: \$17,000

Outreach Costs: \$7,000

Outreach costs for the Aero-Accelerate Workforce Training Initiative including print materials, brochures, posters, and web design for online outreach and social media.

Year 1: \$5,000

Year 2: \$1,000

Year 3: \$500

Year 4: \$500

Travel: \$10,000

Travel is requested for project director and staff for site visits for outreach and community partnership expansion.

Year 1: \$2,500

Year 2: \$2,500

Year 3: \$2,500

Year 4: \$2,500

Total Request: \$2,346,598

IV. Approvals and Authority

A. If awarded what approvals need to be obtained? Orange County Board of County Commissioners

B. If approval of a board, commission, council or other group is needed prior to execution of an agreement, please list schedule.

Orange County Board of County Commissioners Meeting Schedule

January 14, 2020	Regular meeting, 9:00 a.m.
January 28, 2020	Regular meeting, 9:00 a.m.
February 11, 2020	Regular meeting, 9:00 a.m.
February 25, 2020	Regular meeting, 9:00 a.m.
March 10, 2020	Regular meeting, 9:00 a.m.
March 24, 2020	Regular meeting, 9:00 a.m.
April 7, 2020	Regular meeting, 9:00 a.m.
April 21, 2020	Regular meeting, 9:00 a.m.
May 5, 2020	Regular meeting, 9:00 a.m.
May 19, 2020	Regular meeting, 9:00 a.m.
June 2, 2020	Regular meeting, 9:00 a.m.
June 23, 2020	Regular meeting, 9:00 a.m.
Monday, July 6, 2020	BUDGET WORK SESSION
Tuesday, July 7, 2020	BUDGET WORK SESSION
July 28, 2020	Regular Meeting, 9:00 a.m.

June 15, 2019

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

To: Florida Department of Economic Opportunity Review Committee:

On behalf of Embry-Riddle Aeronautical University -Worldwide, Orlando Campus, we are excited to be part of this innovative workforce development partnership with City of Orlando, Orange County, CareerSource Central Florida, Orlando Economic Partnership and our strong network of industry partners within the aviation and aerospace across Central Florida. Embry-Riddle is the world's pre-eminent university for aviation and aerospace education. Our dynamic, hands-on programs offered through the Aero-Accelerate Workforce Training Initiative prepare students for careers in high-growth industry sectors such as cybersecurity, information technology and advanced manufacturing.

Our Worldwide Campus has served U.S. military service members since 1970, and helped them to earn workforce certifications and degrees while on active duty or as veterans. Currently, we serve students at more than 125 civilian and military installations around the world.

The Embry-Riddle- Orlando Campus offers associate, bachelors, and master's degrees, as well as the unique short-term training certification workforce and professional development program that will help underserved populations within the Orlando metro area gain family sustaining wages and full-time employment in high-skill high-wage jobs. Classes are offered both at the campus and via the online modality to allow students access to workforce training in their own communities. Our unique partnership with the Community Action Division-Family Self Sufficiency Program will allow program participants to access training at their seven Community Centers on-site through ERAU-WW the mobile training unit and at the Community Center facility.

Our Orlando Campus is located at:

2000 N Alafaya Trail #800, Orlando, FL 32826

<http://worldwide.erau.edu/locations/orlando>

Thank you for your consideration of our Aero-Accelerate Workforce Training Initiative for the Florida Job Growth Workforce Development Grant.

Sincerely,



Vinnie John
Vice Chancellor for Administration and Chief Business Officer



600 S. Clyde Morris Blvd.
Daytona Beach, FL 32114-3900



**FAMILY SERVICES DEPARTMENT
COMMUNITY ACTION DIVISION**

Lavon B. Williams, Esq., AICP

Division Manager
2100 E. Michigan Street
Orlando, FL 32806-4914
407-836-9833 Fax: 407-836-7510
www.ocfl.net

August 13, 2019

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

Dear Governor Ron DeSantis,

On behalf of Orange County Community Action Division, we are excited about this unique partnership to support the Embry-Riddle Aeronautical University-Worldwide Aero-Accelerate Workforce Training Initiative in Central Florida. The workforce training programs align with Orange County Community Action Division's mission is to enhance the quality of life, promoting self-sufficiency, and eliminating the causes and consequences of poverty by mobilizing and directing socioeconomic resources, collaboration and partnership, and by providing high-quality, easily accessible programs and services. We have a plan in place to scale up outreach at each of the seven Orange County Community Centers so all individuals have access to workforce training in their region.

The trainings will be offered at the Community Center locations for residents who do not have access to transportation. The partnership will allow our residents to have options to enter careers in aviation and aerospace through a training program that meets occupational demands for a high-skilled workforce in information technology, cybersecurity, simulation and training, machine tooling, and advanced manufacturing.

We are committed to the success of the AAWT-Initiative and believe the workforce programs will have a strong, positive impact on individuals currently unemployed or underemployed in our community who need advanced skills training to gain family sustaining wages. We will provide outreach to qualified individuals along with case management and support services.

The partnership with Community Action Division Family Self Sufficiency Program, CareerSource Central Florida and ERAU-WWW on the AAWT-Initiative will provide additional funding for case management, educational training, support services, and internships for the targeted individuals. We are committed to referring a minimum of 20 eligible individuals to the program each year.

We are confident that ERAU-Worldwide's program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing, cybersecurity and information technology occupations. We welcome the opportunity to support Orange County and Embry-Riddle Aeronautical University-Worldwide Aero-Accelerate Workforce Training initiative through our involvement in this regional partnership.

Sincerely,

A handwritten signature in blue ink that reads "Lavon B. Williams". The signature is written in a cursive style with a large initial "L".

Lavon B. Williams, Esq., AICP
Division Manager

LBW/ydl

July 15, 2019
Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399
Re: Florida Job Growth Grant Fund.

Dear Governor Ron DeSantis,

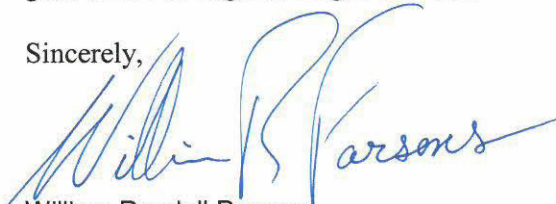
The Aero-Accelerate Workforce Training Initiative has the full support of Orlando Economic Partnership. The unique partnership model between Orlando County, City of Orlando, CareerSource Central Florida and Orange County Community Action Division supports our mission for inclusive growth to help our community members develop the skills they need to compete for jobs in emerging industries such as aviation, aerospace, and defense. Embry-Riddle Aeronautical University's willingness and collaboration to expand the Aero-Accelerate Workforce Training Initiative to targeted communities within Orange County will benefit our region while meeting the needs of our underserved population. The Aero-Accelerate plan aligns with Orlando Economic Partnership's mission and will strengthen the local economies and financial health of our community members.



We are committed to the success of the proposed project that focuses on implementing accelerated training pathways that align with Florida's targeted high-growth industry sectors and addresses the economic and employment challenges through services offered through Orange County and community-based project partners that include English literacy courses, financial literacy training, and job placement assistance. The proposed workforce training programs bring the latest training techniques through short-term industry-vetted curriculum that engage aviation companies throughout Central Florida. The model emphasizes employer engagement, work-based learning experiences, and evidence-based training strategies to help underrepresented populations gain competencies and credentials needed for lifelong labor force attachment and the additional support services needed for long-term success.

It is my pleasure to support this joint effort between Orange County and Embry-Riddle Aeronautical University on the Aero-Accelerate Workforce Training Initiative and be part of the investment to strengthen our region through a sustainable workforce. The project will foster collaboration and leverage resources to deliver the necessary services for continued growth in our targeted neighborhoods.

Sincerely,



William Randall Parsons
Director, Business Development
Orlando Economic Partnership

July 8, 2019

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

Dear Governor DeSantis,

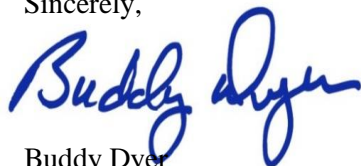
I am pleased to provide this letter of support for the Embry-Riddle Aeronautical University-Worldwide Aero-Accelerate Workforce Training Initiative at the Orlando Campus as they pursue funding through the Florida Job Growth Grant to support workforce development in aviation and aerospace across Central Florida. The City of Orlando supports ERAU-Worldwide's efforts in providing training that meets occupational demands for a high-skilled workforce in Florida's targeted industry sectors: information technology, cybersecurity, simulation and training, machine tooling, and advanced manufacturing and preparing the future workforce for immediate employment in aviation industries.

We are committed to the success of the AAWT-Initiative and believe the workforce programs will have a strong, positive impact on individuals currently unemployed or underemployed in our community to gain advanced skills training and living wages. We are committed to providing advocacy and awareness of ERAU-Worldwide's Aero-Accelerate Workforce Training Initiative. It is our hope that the average person who completes this program will see an income rise from low and middle wage to a minimum of \$15.00 an hour and as high as \$30.00 an hour. The Florida Job Growth Grant funds will offer scholarships to underserved members of our community for workforce skills development that will significantly advance Orlando and Central Florida in areas of defense industry, modeling, simulation and training, maintenance, repair and overhaul, cybersecurity, and advanced technologies in aviation, aerospace and defense.

We look forward to supporting the implementation of the Aero-Accelerate Workforce Training Initiative as it continues to gain momentum for broad regional reach. The ERAU-Worldwide Orlando training locations offer a variety of training and educational options that are customizable to meet the needs of the aviation and aerospace industries through both online, hybrid and face-to-face instruction to provide access to location-bound residents of Central Florida.

We are confident that ERAU-Worldwide's program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing, cybersecurity and information technology occupations. We welcome the opportunity to support Embry-Riddle Aeronautical University-Worldwide Aero-Accelerate Workforce Training initiative through our involvement in this regional partnership.

Sincerely,



Buddy Dyer
Mayor



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

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Lake Technical College
- Mike Martucci**
Orange Technical College

July 15, 2019

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

Dear Governor Ron DeSantis,

The Manufacturers Association of Central Florida (MACF) represents over 300 business and industry partners across Central Florida. We are pleased to support Embry-Riddle Aeronautical University-Worldwide's application for the Aero-Accelerate Workforce Training Initiative at the Orlando Campus as they pursue funding through the Florida Job Growth Grant to support workforce development in aviation and aerospace across Central Florida. Their training aligns with MACF's outreach and education efforts to create pathways for students into high-wage manufacturing careers.

We are committed to the success of the AAWT-Initiative and believe the workforce programs will have a strong, positive impact on individuals currently unemployed or underemployed in our community who need advanced skills training to meet the skills gap within the growing aviation industry within Central Florida. We are committed to providing advocacy and awareness of ERAU-Worldwide's Aero-Accelerate Workforce Training Initiative. The Florida Job Growth Grant funds will offer scholarships to Veterans, youth, and underserved members of our community for workforce skills development that will significantly advance Orange County in areas of defense industry, modeling, simulation and training, maintenance, repair and overhaul, cybersecurity, and advanced technologies in aviation, aerospace and defense.

We look forward to supporting the implementation of the Aero-Accelerate Workforce Training Initiative as it continues to gain momentum for broad regional impact.

Best regards,

Sherry Reeves
Executive Director



A division of STS Aviation Group, the company with "Solutions to Keep You Flying!"

June 24, 2019

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

Dear Governor Ron DeSantis,

STS Technical Services is pleased to offer our commitment through a cooperative agreement with Embry-Riddle Aeronautical University-Worldwide Orlando as they pursue the funding through the Florida Job Growth Grant for the workforce development project entitled, Aero-Accelerate Workforce Training initiative. STS Technical Services currently supports ERAU-Worldwide's efforts in providing training that meets occupational demands for a high-skilled workforce in Florida's targeted industry sectors: information technology, cybersecurity, simulation and training, machine tooling, and advanced manufacturing.

STS Technical Services is committed to the success of the AAWT-initiative and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Our Organization is committed to offering job placement opportunities to eligible and qualified graduates as they work to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work within the aviation industry.

STS Technical Services is pleased to help define and refine the certification and training curriculum for AAWT-initiative offered through ERAU-Worldwide Orlando training location that offer a variety of training and educational options that is customizable to meet the needs of the aviation and aerospace industries.

We look forward to supporting Embry-Riddle Aeronautical University Worldwide's AAWT- initiative as follows:

1. Assist in identifying the skills and competencies needed to support program design;
2. Provide resources and industry feedback to support education and training offerings
3. Serve on the project steering committee and industry specific advisory council
4. Assist with training opportunities and workplace experiences for participants when feasible by providing input on relevant industry project-based learning assignments
5. Refer eligible individuals to the program for training
7. Hire qualified program completers.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing and information technology occupations. We welcome the opportunity to support Embry-Riddle Aeronautical University-Worldwide Aero-Accelerate Workforce Training initiative through our involvement in this regional partnership.

Sincerely,

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

Megan Brown
STS Technical Services



**UNIVERSITY OF
SOUTH FLORIDA**



July 19, 2019

Ken Lawson, Executive Director
Florida Department of Economic Opportunity
107 E Madison St.
Tallahassee, FL 32399

SUBJECT: Florida Job Growth Grant Funding

Dear Mr. Lawson:

The Center for Urban Transportation (CUTR) at the University of South Florida is pleased to offer our commitment through a cooperative agreement with Embry-Riddle Aeronautical University (ERAU) Worldwide Orlando as they pursue funding through the Florida Job Growth Grant for the workforce development project entitled, Aero-Accelerate Workforce Training (AAWT) initiative. CUTR currently collaborates with ERAU-Worldwide on a variety of policy initiatives which help satisfy occupational demands for a high-skilled workforce in Florida's targeted industry sectors: information technology, cybersecurity, simulation and training, machine tooling, and advanced manufacturing.

CUTR is committed to the success of the AAWT initiative and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. CUTR is committed to facilitating job placement opportunities to eligible and qualified graduates as they work to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work within the aviation industry.

CUTR is pleased to help define and refine the certification and training curriculum for the AAWT initiative offered through the ERAU Worldwide Orlando training location that offers a variety of training and educational options that is customizable to meet the needs of the aviation and aerospace industries. We look forward to supporting ERAU Worldwide's AAWT- initiative as follows:

1. Assist in identifying the skills and competencies needed to support program design;
2. Provide resources and industry feedback to support education and training offerings
3. Serve on the project steering committee and industry specific advisory council
4. Assist with training opportunities and workplace experiences for participants when feasible by providing input on relevant industry project-based learning assignments
5. Refer eligible individuals to the program for training
6. Hire qualified program completers.

A PREEMINENT RESEARCH UNIVERSITY

University of South Florida | Center for Urban Transportation Research

4202 E. Fowler Avenue STOP ENG030 | Tampa, FL 33620-5375 USA | 813-974-9797 | cutr.usf.edu



**UNIVERSITY OF
SOUTH FLORIDA**



We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing and information technology occupations. We welcome the opportunity to support ERAU-Worldwide Aero-Accelerate Workforce Training initiative through our involvement in this regional partnership. Thank you for your consideration, and please feel free to contact me at 813-974-9797 or rbertini@usf.edu if you need any additional information.

Very respectfully,

A handwritten signature in black ink that reads 'Robert Bertini'.

Robert L. Bertini, Ph.D., P.E., F.ASCE, F.ITE, SM-IEEE
Professor of Civil and Environmental Engineering
Director, Center for Urban Transportation Research

A PREEMINENT RESEARCH UNIVERSITY

University of South Florida | Center for Urban Transportation Research

4202 E. Fowler Avenue STOP ENG030 | Tampa, FL 33620-5375 USA | 813-974-9797 | cutr.usf.edu



July 17, 2019

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

Dear Governor Ron DeSantis,

esc Aerospace is pleased to offer our commitment through a cooperative agreement with Embry-Riddle Aeronautical University-Worldwide Orlando as they pursue the funding through the Florida Job Growth Grant for the workforce development project entitled, Aero-Accelerate Workforce Training initiative. esc Aerospace currently supports ERAU-Worldwide's efforts in providing training that meets occupational demands for a high-skilled workforce in Florida's targeted industry sectors: information technology, cybersecurity, simulation and training, machine tooling, and advanced manufacturing.

esc Aerospace is committed to the success of the AAWT-initiative and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Our Organization is committed to offering job placement opportunities to eligible and qualified graduates as they work to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work within the aviation industry.

esc Aerospace is pleased to help define and refine the certification and training curriculum for AAWT-initiative offered through ERAU-Worldwide Orlando training location that offer a variety of training and educational options that is customizable to meet the needs of the aviation and aerospace industries.

We look forward to supporting Embry-Riddle Aeronautical University Worldwide's AAWT- initiative as follows:

1. Assist in identifying the skills and competencies needed to support program design
2. Provide resources and industry feedback to support education and training offerings
3. Serve on the project steering committee and industry specific advisory council
4. Assist with training opportunities and workplace experiences for participants when feasible by providing input on relevant industry project-based learning assignments
5. Refer eligible individuals to the program for training
6. Hire qualified program completers

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing and information technology occupations. We welcome the opportunity to support Embry-Riddle Aeronautical University-Worldwide Aero-Accelerate Workforce Training initiative through our involvement in this regional partnership.

Sincerely,

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

Danny Stirtz
esc Aerospace – Executive Vice President
3259 Progress Drive
Orlando, FL 32826
407-579-5869
danny.stirt@esc-aerospace.com



July 26, 2019

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

Re: Florida Job Growth Grant Fund.

Dear Governor Ron DeSantis,

I am pleased to offer support to the Embry-Riddle Aeronautical University-Worldwide Orlando application as they pursue funding through the Florida Job Growth Grant for the workforce development project entitled, Aero-Accelerate Workforce Training initiative. Independent Monitoring, LLC offers aviation consulting with emphasis on integration of manned and unmanned operations and infrastructure.

Through my network, I see a strong need for the information technology and accelerated skills training that ERAU offers through the initiative to serve the Nation, and certainly the communities within Central Florida. The training would appear to meet occupational demands in emerging technology sectors and provide the region with a highly-skilled workforce in targeted industry sectors such as information technology, cybersecurity, simulation and training, machine tooling, and advanced manufacturing.

I welcome the opportunity to support Embry-Riddle Aeronautical University-Worldwide Aero-Accelerate Workforce Training initiative through involvement in this regional partnership.

Sincerely,

Michael S. Baum, JD, MBA, ATP
Principal
Independent Monitoring LLC
767 Santa Rita Avenue
Los Altos, CA 94022



2603 Challenger Tech Ct Suite 180 – Orlando, FL 32826 ▲ Office: 407.965.2596

▲ URL: www.simstaff.com

June 15, 2019

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

Dear Governor Ron DeSantis,

SimSTAFF Technical Services, LLC is pleased to offer our commitment through a cooperative agreement with Embry-Riddle Aeronautical University-Worldwide Orlando as they pursue the funding through the Florida Job Growth Grant for the workforce development project entitled, Aero-Accelerate Workforce Training initiative. SimSTAFF Technical Services currently supports ERAU-Worldwide's efforts in providing training that meets occupational demands for a high-skilled workforce in Florida's targeted industry sectors: information technology, cybersecurity, simulation and training, machine tooling, and advanced manufacturing.

SimSTAFF Technical Services is committed to the success of the AAWT-initiative and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Our Organization is committed to offering job placement opportunities to eligible and qualified graduates as they work to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work within the aviation industry.

SimSTAFF Technical Services is pleased to help define and refine the certification and training curriculum for AAWT-initiative offered through ERAU-Worldwide Orlando training location that offer a variety of training and educational options that is customizable to meet the needs of the aviation and aerospace industries.

We look forward to supporting Embry-Riddle Aeronautical University Worldwide's AAWT- initiative as follows:

1. Assist in identifying the skills and competencies needed to support program design;
2. Provide resources and industry feedback to support education and training offerings
3. Serve on the project steering committee and industry specific advisory council
4. Assist with training opportunities and workplace experiences for participants when feasible by providing input on relevant industry project-based learning assignments
5. Refer eligible individuals to the program for training
6. Hire qualified program completers.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing and information technology occupations. We welcome the opportunity to support Embry-Riddle Aeronautical University-Worldwide Aero-Accelerate Workforce Training initiative through our involvement in this regional partnership.

Sincerely,

A handwritten signature in black ink that reads 'C. Cliff Ingari'.

C. Cliff Ingari

President

SimSTAFF Technical Services, LLC

22640 Davis Drive
Sterling, VA 20164
Phone: 407.482.4625
Email: carla.cropper@collins.com
www.collinsaerospace.com



Carla Cropper
Senior Director Engineering
Simulation & Training Solutions

August 1st, 2019

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

Re: Florida Job Growth Grant Fund

Dear Governor Ron DeSantis,

Collins Aerospace is pleased to offer our commitment through a cooperative agreement with Embry-Riddle Aeronautical University-Worldwide Orlando as they pursue the funding through the Florida Job Growth Grant for the workforce development project entitled, Aero-Accelerate Workforce Training initiative. Collins Aerospace currently supports ERAU-Worldwide's efforts in providing training that meets occupational demands for a high-skilled workforce in Florida's targeted industry sectors: information technology, cybersecurity, simulation and training, machine tooling, and advanced manufacturing.

Collins Aerospace is committed to the success of the AAWT-initiative and believes the workforce program will have a strong, positive impact on individuals currently unemployed or underemployed in our community. Our Organization is committed to offering job placement opportunities to eligible and qualified graduates as they work to hone their skills and receive the required certifications, training and education to enter the workforce or advance in their current work within the aviation industry.

Collins Aerospace is pleased to help define and refine the certification and training curriculum for AAWT-initiative offered through ERAU-Worldwide Orlando training location that offer a variety of training and educational options that is customizable to meet the needs of the aviation and aerospace industries.

We look forward to supporting Embry-Riddle Aeronautical University Worldwide's AAWT- initiative as follows:

1. Assist in identifying the skills and competencies needed to support program design;
2. Provide resources and industry feedback to support education and training offerings
3. Serve on the project steering committee and industry specific advisory council
4. Assist with training opportunities and workplace experiences for participants when feasible
5. Refer eligible individuals to the program for training
6. Hire qualified program completers, pending position availability.

We are committed to ensuring that the program participants will be prepared with the skills they need to enter and succeed in advanced manufacturing and information technology occupations. We welcome the opportunity to support Embry-Riddle Aeronautical University-Worldwide Aero-Accelerate Workforce Training initiative through our involvement in this regional partnership.

Sincerely,

Carla Cropper
Senior Director, Engineering, Simulation & Training Solutions
Collins Aerospace