

A. Provide Title and detailed description of the proposed workforce training.

Title: Indian River State College Aviation and Marine Training Program (AMP).

IRSC currently has a trio of highly successful, robust workforce training programs (quick response, clock hour, and degree) that address all levels of skilled worker positions in manufacturing, welding, robotics, photonics, and energy fields. The 2017 Treasure Coast Skills Gap Study, developed in partnership with St. Lucie County, the St. Lucie County Economic Development Council, CareerSource Research Coast, and 110 local industry employers indicates a workforce gap in the marine and aeronautical manufacturing sectors. Specifically, results of the study indicate 62% of the companies seeking hires in manufacturing and 94% of the companies seeking hires in the trades both experience difficulty in filling positions.

The Marine and Aerospace Industries are key economic development fields for the Treasure Coast. Companies including Maverick Boats, Pursuit Boats, Triumph, Piper, and Paradigm Precision currently have combined more than 300 high wage job openings. In fact, growth of these large manufacturers is limited by a lack of skilled labor across all skill levels.

With this funding, IRSC will build and launch quick response, clock hour, and degreed tracks in the marine and aerospace fields to address this current gap. By adopting highly successful training models that standardize initial training, exposing students to on the job training, and then aligning training with supply and demand of current job openings; IRSC has a workforce training model in place that is sustainable, scalable as needed, and can address these unique fields.

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

The proposed project will support programs at state colleges and/or state technical centers by providing a model program with proven outcomes that is sustainable, scalable, and easily replicable. IRSC has had this model in place for more than ten years and has utilized this model program to rapidly respond to the workforce needs of our service district, with 85% of program completers placed into high skill high wage jobs.

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

The proposed program will provide participants with nationally recognized industry certifications (OSHA-10, Manufacturing Skilled Standards Council (MSSC)) and specialized certifications in Aviation, Marine technologies, and Welding. The MSSC certificate is part of a state articulated, 18-hour program of study with proven transfer and job placement rates, applicable to more than a single employer. The proposed program will build on this successful model, focusing on current workforce gaps by offering specialized certifications in Aviation and Marine technologies. Program participants will complete coursework at IRSC followed by hands-on internships and training in the field.

Following a successful Department of Labor Employment and Administration grant, IRSC has maintained the Fast Track to Manufacturing Quick Response Training program. Since the program's inception in 2012, over 200 students have completed with more than 50% earning an MSSC, and 85% of program completers placed in high skill high wage jobs. IRSC is the only state college to receive federal funding to

support two Advanced Technological Education Centers, the Regional Center for Nuclear Education and Training (RCNET) and the Regional Center for Lasers and Fiber Optics Training (LASER-TEC). These two Centers are national models for workforce training. RCNET leads 55 colleges and universities, 91 industry partners, along with multiple agencies in nuclear technician workforce training. LASER-TEC leads 22 colleges, 3 universities, 42 FL laser companies, 425 laser and fiber optics companies throughout the southeast in laser and fiber optic technician training. These Centers have provided our partner colleges with guided pathways, a clear and coherent map that integrates academic and support services across the student experience.

- D. Does this proposal support a program that is offered to the public? Yes.
- E. Describe how this proposal is based on criteria established by the state colleges and state technical centers.

IRSC, in partnership with FL Trade and FLATE, a National Science Foundation Advanced Technological Education Center, helped to create a standardized state articulation agreement (18-credit hours) between the MSSC certification and Electrical Engineering Technology Program recognized by the Florida Department of Education and fully transferable among Florida state colleges and technical centers.

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

Along the Treasure Coast, the Marine and Aerospace Industries are not only key employers but they are key agents of economic development. Companies including Maverick Boats, Pursuit Boats, Triumph, Piper, and Paradigm Precision currently have combined more than 300 high wage job openings. In fact, growth of these large manufacturers and advancement of the current labor force is limited by a lack of skilled labor across all skill levels. With a proper workforce pipeline, that will be designed, equipped, and launched through this funding, these industries have the potential for tremendous growth over the next five years. This growth will result in an increase in jobs and an increase in revenue for the Treasure Coast and the State of Florida. This grant will allow IRSC to train 420 future marine and aerospace workers annually with an average starting salary of approximately \$44K (more than \$11K over the average regional salary) which translates to a direct increase of \$6.1M being added to the local economy per year and an indirect increase of \$14M per year.

The associated metrics to be utilized to measure the success of this program expansion will be enrollment, graduation, and placement rates of the aeronautical and marine tracks.

2. Additional Information:

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

If yes, please provide an explanation for how the funds from this grant will be used to enhance the existing program. Funds will be used to build curriculum, buy necessary equipment, rent facility space (at St. Lucie County Airport), and provide tuition assistance. Please see the budget justification for

additional details on how funds from this grant will be used to enhance the existing workforce training programs in place at IRSC.

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

If yes, please indicate which ones. Aviation/Aerospace and Other Manufacturing (Marine) industries.

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

If yes, indicate the occupations with which the proposal aligns.

This proposal aligns with the following occupations on the Statewide Demand Occupations List and the Regional Demand Occupations List: Aircraft Mechanics and Service Technicians (SOC Code 493011), Machinists (SOC Code 514041), Sheet Metal Workers (SOC Code 472211), and Welders, Cutters, Solderers, and Brazers (SOC Code 514121)

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.

Training will be delivered via classroom, computer-based, and hands-on instruction. Classroom training will be delivered at the Brown Center on IRSC's main campus in Ft. Pierce, FL. Computer-based training will be available at any of IRSC's five campuses and/or at the industry partners' locations. Hands-on training will be provided at either IRSC or the industry partners' locations.

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

IRSC anticipates enrolling 70 additional students in the QRT program (Aviation and Marine tracks), 10 additional students in the welding program, and 60 additional students in the EET program over the next year. Based on these programs past successes (95% completion rates), the QRT will have 65 complete the program, 7 will complete the Clock Hour program, and 53 will complete the EET program.

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

Start Date: 10/01/2017

End Date: 09/30/2018

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

At the conclusion of the funding period, the IRSC AMP program will be fully sustainable. Building on the successful model already in place and utilizing grant funds to expand current program offerings to allow for additional tracks in high skill high wage programs. The current partnerships in place will defray costs, build on community assets, and provide sustainability for this program expansion.

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.

This three-tiered program will train quick response, clock hour, and degree graduates in aviation and marine sectors and will result in the following certificates and degrees:

- Certificate: OSHA 10
- Certificate: Manufacturing Skills Standard Certification (MSSC) Certified Production Technician
- Certificate: AWS Certified Welder
- Certificate: NCCER Welding Level 1
- Certificate: NCCER Welding Level 2
- Certificate: NCCER Welding Level 3
- Degree: Electronic Engineering Technology with Marine Maintenance and Operation Focus (CIP: 1615030301)
- Degree: Electronic Engineering Technology with Avionics Focus (CIP: 1615030301)
- Degree: Applied Welding Technology (CIP: 0648050802)

I. Does the project have a local match amount? YES

IRSC has a local match for this project in the amount of \$40,000. These funds are being provided by the IRSC Foundation as student scholarships and in-kind matching funds by IRSC for infrastructure already in place to support the current training programs.

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

IRSC along with the St. Lucie County Economic IRSC along with the St. Lucie County Economic Development Council served as a catalyst for the creation of the Treasure Coast Manufacturing Association (TCMA).

3. Program Budget

Estimated costs and sources of funding:

A. Workforce Training Project Costs:

Equipment	\$610,000
Personnel	\$150,000
Facilities	\$100,000
Tuition	\$100,000
Training Materials	\$120,000
Other	\$450,000 (Evaluation, Subject Matter Experts)
TOTAL:	\$1,530,000

B. Other Workforce Training Project Funding Sources:

City/County	
Private Sources	
Other (grants, etc.)	\$40,000 (IRSC and IRSC Foundation)
<u>Total Amount Requested \$1,570,000</u>	

- 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.

Indian River State College AMP program - Budget Justification

A. EQUIPMENT (\$610,000)

Grant funding will be spent to purchase the following equipment:

- Aviation Training Equipment:

- o Virtual Reality System for hands-on training on large scale aircraft (\$30,000)

- o Mock fuselage and airplane wing for hands-on installation of electronics, cabling, and synchronizing systems (\$30,000)

- Marine Training Equipment:

- o Boat on stilts (to be put in Manufacturing lab) for hands-on installation of electronics, cabling, and synchronizing systems (\$30,000)

- o Boating systems equipment (\$20,000)

- Equipment to support both industries:

- o Ten virtual welding stations (\$25,000 per station) to accommodate 20 students and support welding activities from the welding lab. This equipment will support types of welding not available in the lab (slag and aluminum) and will assist with problem solving exercises that are difficult to replicate (\$250,000)

- o Six robotics stations (\$25,000 per station) to support automation of both the aviation and marine industries. This equipment is specifically used to teach key robotic principles in degrees of freedom, state of view, affordability (room to operate), haptic response, feedback, reliability, and safety (\$150,000).

- o Non-Destructive Examination equipment to teach Quality Assurance/Quality Control, review welds and faults, prototype parts, wear and tear (key aeronautical concerns), and to build a spectral library of key issues with parts from industry (\$100,000).

B. PERSONNEL (\$150,000)

All personnel provide direct project support over the course of the project. All salaries are based on the current salary schedule in effect at Indian River State College, approved by the District Board of Trustees in June 2016. The salary is enhanced by a conservative anticipated increase of 3% effective each August 1 for the duration of the grant. The College also pays 1% of salary in lump sum payments in August and December of each year, in accordance with the collective bargaining

agreement currently in effect. Fringe benefits are computed at current Indian River State College rates.

Project Manager (\$100,000 including benefits)

The Project Manager will be working full time on a 12-month contract, to ensure successful outcomes for this training program. Specific duties and responsibilities are:

- Creates the contracts and statement of work for all consultants
- Evaluates and approves the quarterly reports, invoices, and work of all contractors and consultants
- Acts as the liaison between IRSC and the partner organizations
- Oversees the gathering of data and generation of reports
- Determines new educational materials to develop, selects & contracts with subject matter experts
- Manages and approves all budget requests

Administrative Assistant (\$50,000 including benefits)

The Administrative Assistant will be working full time, managing day-to-day activities of the program. Specific duties and responsibilities are:

- Responsible for communicating with partner organizations, coordinating efforts and events, collecting and distributing evaluation data
- Distributes and collects all evaluation instruments and provides external evaluator needed data
- Organizes internships and hands-on experiences
- Organizes and executes public outreach events
- Creates and executes recruiting campaigns for underrepresented groups

C. FACILITIES (\$100,000)

Funds will be utilized to purchase a five-year lease of 13,000 sq. ft. facility (St. Lucie County airport hangar) and a five-year lease of 4,000 sq. ft. facility at Maverick Boats where students will be embedded in internship and shadowing along with classroom instruction.

D. TUITION (\$100,000)

Funds for tuition will be allocated to CareerSource Research Coast to be utilized for determining participant eligibility/suitability. Applicants determined eligible for this training will receive tuition

assistance under this grant. This strategy will ensure that the unemployed and underemployed populations will receive priority (50 students at \$2000 per student).

E. TRAINING MATERIALS (\$120,000)

Funds are requested to purchase materials to directly support the project. Items include composite materials (\$20,000), 50 laptops and storage cart (\$50,000), and miscellaneous consumable training materials (\$50,000).

F. OTHER (\$450,000)

Funds are requested to support the development of marketing and outreach materials, including the development of print, digital media, video and social media presence targeting all groups with preference given to underserved socio-economic groups (\$70,000).

Funds are requested to allow for the Project Manager to travel to other community colleges and technical schools to review best practices in the expanded fields training (\$30,000).

Funds to support hiring Subject Matter Experts (SMEs) for curriculum development (\$250,000).

Funds to pay stipends to train k-12 teachers at working meetings (\$70,000).

Funds to pay for program evaluation (\$30,000).

TOTAL PROJECT REQUEST - \$1,530,000

4. Approvals and Authority

A. What approvals must be obtained before it can execute a grant agreement with the FDEO?

The Indian River State College President, Dr. Edwin R. Massey, has been given the authority by the Indian River State College District Board of Trustees to approve all grant agreements.



Indian River State College

*Aviation and Marine Training
Program (AMP)*



Opportunity

The Treasure Coast has seen unpredicted and exciting growth in the marine and aerospace manufacturing sectors. This unanticipated growth has resulted in unforeseen workforce gaps. Future economic growth may be limited by the lack of industry specific skilled labor.

Solution

IRSC in conjunction with CareerSource Research Coast, local EDOs, and the marine and aerospace industries will build and launch quick response, clock hour, and degreed tracks in the marine and aerospace sectors to address all levels of skill need.



Details

- **New programs will be designed after highly successful (over 90% graduation and placement rates) trade programs in other fields.**
- **New programs will have similar curriculum to existing programs with variance in internship, hands on training, and 25% of class work.**
- **This sustainable approach allows for quick launch, small class sizes, and high success rates.**
- **Funds will be used to build curriculum, buy necessary equipment, rent facility space (at SLC Airport), and provide tuition assistance.**
- **Key partnerships with regional leaders including**
 - CSRC – to help recruit students specifically underemployed and unemployed
 - SLC – matches recent growth and SLC proposal regarding SLC Airport
 - EDOs – help with marketing, recruiting industry partners, and financing
 - Regional industry partners – offering internships and SMEs

Key Partnerships

- St Lucie County Economic Develop Council *
- Martin County Business Development Board *
- Indian River County Economic Development *
- CareerSource Research Coast *
- Small Business Development Center @ IRSC *
- Treasure Coast Manufacturing Association
- St. Lucie County
- Maverick Boat Group *
- Pursuit Boats *
- Paradigm Precision *
- Triumph Aerostructures - Vought Aircraft Division *
- Piper Aircraft *
- Seatorque *
- Advanced Machining & Tooling *
- Phoenix Metals *
- Jet Craft Aerostructures *



** Provided letter of support*

Success of Current Similar Programs

	Quick Response Training	Clock Hour	Degree Program
Title	Manufacturing Trade Training Program	AWS Certified Welder	Electronics Engineering Technology
Length	8 weeks	1,050 clock hours	60 credits
Specialty Tracks	<ul style="list-style-type: none"> • Manufacturing • Solar 	<ul style="list-style-type: none"> • Gas Metal Arc Welding (GMAW) • Gas Tungsten Arc Welding 	<ul style="list-style-type: none"> • Electrical • Instrument & Controls • Robotics • Photonics
Design	4 Weeks: Common Core (classroom) 4 Weeks: Specialty training (Hands on)	<ul style="list-style-type: none"> • Classroom hours: 330 • Job Shadowing hours: 90 • Lab hours: 630J 	<ul style="list-style-type: none"> • Common 1st year • Summer Internship • Supply & Demand Survey • Specialty 2nd year
Embedded Industry Recognized Certifications	<ul style="list-style-type: none"> • MSSC • OSHA 	<ul style="list-style-type: none"> • AWS Certified Welder • NCCER Welding Level 1 • NCCER Welding Level 2 • NCCER Welding Level 3 	<ul style="list-style-type: none"> • MSSC • NANTeL • NUCP • OSHA
3-year Success Data	<ul style="list-style-type: none"> • 113 graduates • 93% graduation rate • 84% certification rate • 92% job placement rate • Average starting salary of \$14.10/hour 	<ul style="list-style-type: none"> • 46 graduates • 98% graduation rate • 94% certification rate • 100% job placement rate • Average starting salary of \$25.80/hour 	<ul style="list-style-type: none"> • 90 graduates • 985% graduation rate • 100% certification rate • 95% job placement rate • Average starting salary of \$54K/year

Projections of New Programs

Specialty Tracks To Be Added	<ul style="list-style-type: none">• Marine• Aerospace	<ul style="list-style-type: none">• Aluminum welding• Non-Destructive Examination• Slag Shielded Arc Welding	<ul style="list-style-type: none">• Avionics Technician• Marine Maintenance, Repair and Operations Technician
Yearly training Increase	<ul style="list-style-type: none">• 60 students	<ul style="list-style-type: none">• 8 students	<ul style="list-style-type: none">• 48 students
New regional openings in targeted fields by 2020	<ul style="list-style-type: none">• 600	<ul style="list-style-type: none">• 150	<ul style="list-style-type: none">• 220

Additional Economic Impact in the Community

- 116 jobs at \$44,000/year = \$5,104,000 added per year
- Over 3 years = \$30,624,000 (348 jobs)
- ~ 900 additional support jobs.



INDIAN RIVER STATE COLLEGE Office of the President

July 20, 2017

The Honorable Rick Scott
Office of the Governor
State of Florida – The Capitol
400 S. Monroe Street
Tallahassee, FL 32399-0001

Dear Governor Scott:

Thank you for the opportunity to increase our region's economic development and job growth opportunities through the EFI/DEO Florida Job Growth Grant Fund. Indian River State College is pleased to take part in this competitive process with a proposal that merits strong consideration.

Since our inception in 1960, IRSC has served as the primary technical and workforce training provider in our region. The college has been instrumental in directly responding to workforce needs, particularly over the past decade in industries which have evolved rapidly, such as manufacturing, energy, robotics, and welding. IRSC's record of responsiveness has not only helped grow local businesses, it has helped thousands of students earn credentials, find employment, and realize a better life.

Our Workforce Training Grant proposal will expand our capacity to train Floridians, and more importantly, place them into high-skill, high-wage jobs. As identified by a recent skills gap analysis, there are opportunities to build a stronger workforce pipeline to meet needs in the growing aeronautical and marine industries on the Treasure Coast. IRSC plans to address these gaps with proven, quick-response training that can be customized to meet special sector needs. We project that with additional program opportunities in place, the college can help train an approximately 116 students a year in fields that currently have pressing employment needs.

Once again, please consider this letter my full endorsement of the comprehensive proposal by Indian River State College and our local partners. We are also available to answer any questions, and thank you for your consideration. .

Sincerely,

Edwin R. Massey, Ph.D.
President

EXECUTIVE COMMITTEE

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Amy Brunjes, Vice Chair
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Howard Tipton, St. Lucie County

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July 20, 2017

Rick Scott, Governor of Florida
Executive Office of the Governor
400 S. Monroe Street
Tallahassee, FL 32399

Dear Governor Scott:

On behalf of the Economic Development Council of St. Lucie County (EDC), it our great pleasure to support the regional aviation and marine industries training expansion program being proposed by Indian River State College. This collective initiative will have a significant impact on our regional manufacturing industries in terms of producing employees with sustainable workforce skills as well as directly impact the creation of hundreds of high-wage, high-skilled jobs for our residents.

The EDC recognizes that economic diversification and quality job creation are vital keys to the prosperity and well-being of our families here in St. Lucie County and the Treasure Coast. Availability of a skilled workforce is essential for successful economic growth in the region; however, many manufacturing and other firms are actively discussing expansion plans and are concerned about current employees' and job seekers' skills, experience and work ethic. Hence, the EDC commissioned the Treasure Coast Skills Gap Study earlier this year.

This regional labor demand study analyzed the following sectors: manufacturing, health care and skilled trades in the construction industry to identify solutions to widen the talent pool, address skills gaps and better prepare the Treasure Coast for future growth. With a survey response of over 110 employers, the skills gap study documented several workforce related deficiencies pertaining to the marine and aviation industries. (In the four-county region served by IRSC there are 605 manufacturing companies that employ nearly 9000 individuals with average annual earnings of \$49,273.)

As a world class training service provider, IRSC is truly an academic leader in design, development and execution of customized corporate training programs to meet the region's workforce needs, particularly in the marine and aviation sectors. With specific emphasis on advanced manufacturing, energy, robotics and welding, IRSC training programs resulted in students receiving recognized credentials and degrees, leading to gainful and sustainable employment. An anticipated outcome of this proposed initiative, will yield 116 trained students annually in these attractive careers and add approximately \$5.8 million into the regional economy.

Economic Development Council of St. Lucie County

772.336.6250 ♦ www.youredc.com

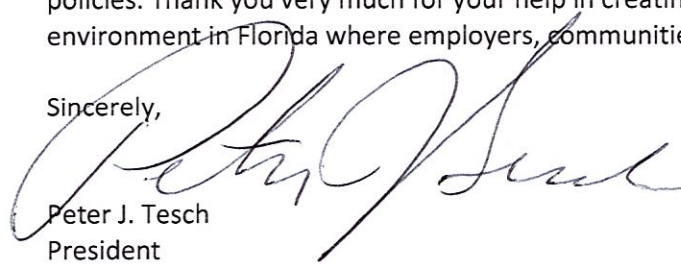
500 NW California Blvd. ♦ Bldg. F, Suite 109 ♦ Port St. Lucie, FL 34986

(Located at Indian River State College)



The EDC urges your favorable consideration of funding through the Florida Job Growth Grant Fund as it will provide a robust return on investment of state dollars in terms job growth and economic activity. We are so grateful for your longstanding commitment to and investment in our state's economic development programs and policies. Thank you very much for your help in creating a competitive pro-business environment in Florida where employers, communities and families can thrive.

Sincerely,



Peter J. Tesch
President



Economic Development Council of St. Lucie County

772.336.6250 ♦ www.youredc.com

500 NW California Blvd. ♦ Bldg. F, Suite 109 ♦ Port St. Lucie, FL 34986

(Located at Indian River State College)



ADVANCED MACHINE & TOOL

3900 Selvitz Road Fort Pierce, FL 34981
Phone: (772) 465-6546 Fax: (772) 465-0489

July 19, 2017

Office of Governor Rick Scott
400 South Monroe Street
Tallahassee, FL 32399-0001

RE: Florida Job Growth Grant Fund, Workforce Training Grant Proposal

Dear Governor Scott,

Advanced Machine and Tool, Inc. fully supports the regional training expansion program being proposed by Indian River State College for the Florida Job Growth Grant Fund.

These programs are paramount to our success in the future and will have a strong, positive impact on our regions hiring needs. Their initiative will serve to provide transferable, sustainable workforce skills applicable to many employers in our area and across the State.

Over the last decade, IRSC has done a tremendous job of building sustainable trade and workforce training programs in direct response to regional workforce needs. These fields have included manufacturing, energy, robotics, and welding, all rapid response training programs resulting in industry recognized credentials and degrees, leading to employment and family-sustaining wages. Without IRSC's efforts in the past the skills needed for industries would be severely lacking and as technology advances their ability to assist us will be limited if additional support from your office is not granted.

Advanced Machine and Tool, Inc. and the Treasure Coast Manufacturers Association will assist IRSC to build upon these successful programs and launch additional training programs in the marine and aviation/aerospace sector. Currently we employee (65), we plan to hire 12-15 additional employees over the next three years, IRSC will figure prominently into that goal. A training facility providing a strong workforce for these fields will help us to expand and grow. Our work in the Aerospace and Power Generation Industries needs the support provided by the regions educators. We've hired IRSC grads in the past, found them to be high qualified workers and will continue to hire IRSC graduates in the future.

Please accept this letter as assurance that Advanced Machine and Tool, Inc. and the Treasure Coast Manufacturers Association are committed to working with IRSC to ensure the success of their training programs. We look forward to supporting this vital workforce development project in the following ways:

- 1) Contributing subject matter expertise to curriculum development and program design;
- 2) Providing training opportunities and internships for project participants;
- 3) Providing learning experiences such as guest lectures and site visits;
- 4) Serving as a prospective employer for qualified program participants;
- 5) Providing resources to support education and training activities; and
- 6) Serving on project advisory group to further strengthen evaluation and goals of the program.

With Best Regards,

Jerry Jacques

ADVANCED MACHINE & TOOL, INC.

General Manager

Office: (772) 465-6546 - Ext. 37

jerry@amtfl.com

www.amtfl.com



July 19, 2017

Office of Governor Rick Scott
400 South Monroe Street
Tallahassee, FL 32399-0001

RE: Florida Job Growth Grant Fund, Workforce Training Grant Proposal

Dear Governor Scott,

The Business Development Board of Martin County (BDBMC) fully supports the regional training expansion program being proposed by Indian River State College (IRSC) to the Florida Job Growth Grant Fund. This initiative will have a strong, positive impact on our area's hiring needs and will serve to provide transferable, sustainable workforce skills applicable to many employers across the State.

Over the last decade, IRSC has done a tremendous job of building sustainable trade and workforce training programs in direct response to regional workforce needs. These fields have included manufacturing, energy, robotics, and welding, all rapid response training programs resulting in industry recognized credentials and degrees, leading to employment and family-sustaining wages.

As the official economic development organization for Martin County, the BDBMC looks forward to working with IRSC and our regional partners on this very important training program.

Sincerely,

Tim Dougher
Executive Director

July 19, 2017

Enterprise Florida

On behalf of the Workforce Development Board of the Treasure Coast d/b/a CareerSource Research Coast, we pledge our support for the Florida Job Growth grant applications on Infrastructure and Workforce Training submitted by Indian River State College (IRSC) to Enterprise Florida and the Department of Economic Opportunity. The CareerSource Research Coast Board of Directors has identified the need for more robust workforce training programs in the manufacturing industry sector. Currently, local manufacturers have the opportunity to grow and expand their businesses yet there is a lack of the qualified and skilled workforce needed in our local workforce development area.

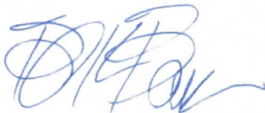
As the local workforce development area serving Indian River, St. Lucie and Martin Counties, we have partnered with IRSC on a number of successful projects and grants and we look forward to supporting this important program.

Please accept this letter as assurance that we have helped identify the skills and competencies for this program and assisted with curriculum development and program design. We look forward to supporting this important program in the following ways:

- 1) **Providing work readiness training and career exploration opportunities**
- 2) **Providing job search assistance and referrals to industry sector employers**
- 3) **Providing resources to support education and training activities, as applicable**

Thank you for your consideration of this opportunity to address the workforce needs for one of our community's targeted industry sectors.

Sincerely,



Brian K. Bauer
President/CEO



July 18, 2017

Office of Governor Rick Scott
400 South Monroe Street
Tallahassee, FL 32399-0001

RE: Florida Job Growth Grant Fund, Workforce Training Grant Proposal

Dear Governor Scott,

Phoenix Metal Products, Inc. fully supports the regional training expansion program being proposed by Indian River State College to the Florida Job Growth Grant Fund. This initiative will have a strong, positive impact on our hiring needs and will serve to provide transferable, sustainable workforce skills applicable to many employers across the State.

Over the last decade, IRSC has done a tremendous job of building sustainable trade and workforce training programs in direct response to regional workforce needs. These fields have included manufacturing, energy, robotics, and welding, all rapid response training programs resulting in industry recognized credentials and degrees, leading to employment and family-sustaining wages.

Our company, like others in the region, looks to build upon these successful programs and launch additional training programs in the marine and aviation/aerospace sector. Specifically, we plan to hire **25** employees over the next three years, and a training facility providing a strong workforce for these fields will help us to expand and grow. We've hired IRSC grads in the past and have found them to be high quality workers and will continue to hire IRSC graduates well into the future.

Please accept this letter as assurance that Phoenix Metal Products, Inc. is committed to working with IRSC to ensure the success of this training program. We look forward to supporting this vital workforce development project in the following ways:

- 1) Contributing subject matter expertise to curriculum development and program design;
- 2) Providing training opportunities and internships for project participants;
- 3) Providing learning experiences such as guest lectures and site visits;
- 4) Serving as a prospective employer for qualified program participants;
- 5) Providing resources to support education and training activities; and
- 6) Serving on project advisory group to further strengthen evaluation and goals of the program.

Sincerely,

Brooks Price
President



3207 Industrial 29th Street, Fort Pierce, FL 34946 (PH) 772-465-0631 (FAX) 772-489-2168 www.maverickboatgroup.com

July 18, 2017

Office of Governor Rick Scott
400 South Monroe Street
Tallahassee, FL 32399-0001

RE: Florida Job Growth Grant Fund, Workforce Training Grant Proposal

Dear Governor Scott,

Maverick Boat Group, Inc. fully supports the regional training expansion program being proposed by Indian River State College to the Florida Job Growth Grant Fund. This initiative will have a strong, positive impact on our hiring needs and will serve to provide transferable, sustainable workforce skills applicable to many employers across the State.

Over the last decade, IRSC has done a tremendous job of building sustainable trade and workforce training programs in direct response to regional workforce needs. These fields have included manufacturing, energy, robotics, and welding, all rapid response training programs resulting in industry recognized credentials and degrees, leading to employment and family-sustaining wages.

Our company, like others in the region, looks to build upon these successful programs and launch additional training programs in the marine and aviation/aerospace sector. Specifically, we plan to hire 100 employees over the next three years, and a training facility providing a strong workforce for these fields will help us to expand and grow. We've hired IRSC grads in the past and have found them to be high quality workers and will continue to hire IRSC graduates well into the future.

Please accept this letter as assurance that Maverick Boat Group is committed to working with IRSC to ensure the success of this training program. We look forward to supporting this vital workforce development project in the following ways:

- 1) Contributing subject matter expertise to curriculum development and program design;
- 2) Providing training opportunities and internships for project participants;
- 3) Providing learning experiences such as guest lectures and site visits;
- 4) Serving as a prospective employer for qualified program participants;
- 5) Providing resources to support education and training activities; and
- 6) Serving on project advisory group to further strengthen evaluation and goals of the program.

Sincerely,

PP. SFD

Scott Deal
President/CEO





July 18, 2017

Office of Governor Rick Scott
400 South Monroe Street
Tallahassee, FL 32399-0001

RE: Florida Job Growth Grant Fund, Workforce Training Grant Proposal

Dear Governor Scott,

Jetcraft Aerostructures, Inc. fully supports the regional training expansion program being proposed by Indian River State College to the Florida Job Growth Grant Fund. This initiative will have a strong, positive impact on our hiring needs and will serve to provide transferable, sustainable workforce skills applicable to many employers across the State.

Over the last decade, IRSC has done a tremendous job of building sustainable trade and workforce training programs in direct response to regional workforce needs. These fields have included manufacturing, energy, robotics, and welding, all rapid response training programs resulting in industry recognized credentials and degrees, leading to employment and family-sustaining wages.

Our company, like others in the region, looks to build upon these successful programs and launch additional training programs in the marine and aviation/aerospace sector. Specifically, we plan to hire 10-15 employees over the next three years, and a training facility providing a strong workforce for these fields will help us to expand and grow. We've hired IRSC grads in the past and have found them to be high quality workers and will continue to hire IRSC graduates well into the future.

Please accept this letter as assurance that Jetcraft is committed to working with IRSC to ensure the success of this training program. We look forward to supporting this vital workforce development project in the following ways:

- 1) Contributing subject matter expertise to curriculum development and program design;
- 2) Providing training opportunities and internships for project participants;
- 3) Providing learning experiences such as guest lectures and site visits;
- 4) Serving as a prospective employer for qualified program participants;
- 5) Providing resources to support education and training activities; and
- 6) Serving on project advisory group to further strengthen evaluation and goals of the program.

Sincerely,

A handwritten signature in blue ink, appearing to read "Ray Calhoun", written over a horizontal line.

3150 AIRMANS DRIVE ♦ FORT PIERCE FLORIDA 34946



Economic Leadership Alliance
Leading the way to a healthy economy

**TOP
INVESTORS**

July 19, 2017

Chairman Sponsor

Florida Power & Light

Piper Aircraft, Inc.

*Indian River Press
Journal/TCpalm.com*

Office of Governor Rick Scott
400 South Monroe Street
Tallahassee, FL 32399-0001

RE: Florida Job Growth Grant Fund, Workforce Training Grant Proposal

Corporate Sponsor

*Donadio and Associates
Architects*

Dyer Chevrolet

Marine Bank and Trust

Seacoast National Bank

TD Bank

Dear Governor Scott,

The Economic Development Office of the Indian River County Chamber of Commerce supports the regional training expansion program as proposed by Indian River State College under the Florida Job Growth Grant Fund. This initiative will have a strong, positive impact on hiring needs in our community and throughout the region, while providing transferable and sustainable workforce skills applicable to many employers in Florida.

Leadership Sponsor

Alliance Business

Development Partners

*Armour Capital
Management LP*

CenterState Bank

*Coldwell Banker
Paradise-Ed Schlitt, L.C.
Realtors*

Corrigan Ranch

George E. Warren Corp.

Northern Trust Bank

Oculina Bank

Over the last decade, IRSC has done a tremendous job of building sustainable trade and workforce training programs in direct response to regional workforce needs. These fields have included manufacturing, energy, robotics, and welding - all rapid response training programs resulting in industry-recognized credentials and degrees, leading to employment and family-sustaining wages.

As the primary economic development organization in Indian River County, we look to IRSC to build upon these successful programs and launch additional training programs in the marine and aviation/aerospace sector.

With its excellent track record in providing local businesses with quality employees, IRSC can raise the bar even further. In a county that experienced double-digit unemployment and currently has the ninth highest unemployment rate in Florida, this is an excellent opportunity for all residents who want a job to find a job.

Governor Rick Scott
July 19, 2017
Page two

Our office looks forward to supporting this vital workforce development project and will encourage our manufacturers and industry leaders to participate in the following ways:

- 1) Contribute subject matter expertise to curriculum development and program design;
- 2) Provide training opportunities and internships for project participants;
- 3) Provide learning experiences such as guest lectures and site visits;
- 4) Serve as a prospective employer for qualified program participants;
- 5) Provide resources to support education and training activities; and
- 6) Serve on a project advisory group to further strengthen evaluation and goals of the program.

Please call/email me should you have any questions. Thank you for your time and consideration.

Sincerely,



Helene Caseltine, CEcD
Economic Development Director



July 18, 2017

Helping Businesses Grow & Succeed

FSBDC at Indian River State College
School of Business

3209 Virginia Avenue, Building Y/Room 303
Fort Pierce, FL 34981

www.irsdbiz.com

Office of Governor Rick Scott
400 South Monroe Street
Tallahassee, FL 32399-0001

RE: Florida Job Growth Grant Fund, Workforce Training Grant Proposal

Dear Governor Scott,

The Florida Small Business Development Center (FSBDC) at Indian River State College (IRSC) fully supports the regional training expansion program being proposed by IRSC to the Florida Job Growth Grant Fund. This initiative will have a strong, positive impact on our hiring needs and will serve to provide transferable, sustainable workforce skills applicable to many employers across the State.

Over the last decade, IRSC has done a tremendous job of building sustainable trade and workforce training programs in direct response to regional workforce needs. These fields have included manufacturing, energy, robotics, and welding, all rapid response training programs resulting in industry recognized credentials and degrees, leading to employment and family-sustaining wages.

Please accept this letter as assurance that the FSBDC at IRSC is committed to working with IRSC to ensure the success of this training program. We look forward to supporting this vital workforce development project in the following ways:

- 1) Contributing subject matter expertise to curriculum development and program design;
- 2) Providing training opportunities and internships for project participants;
- 3) Providing learning experiences such as guest lectures and site visits;
- 4) Providing resources to support education and training activities; and
- 5) Serving on project advisory group to further strengthen evaluation and goals of the program.

Regards,

A handwritten signature in black ink, appearing to read "Tom Kindred", written over a horizontal line.

Tom Kindred, Regional Director
Florida SBDC at IRSC

Hosted by





July 20, 2017

Office of Governor Rick Scott
400 South Monroe Street
Tallahassee, FL 32399-0001

RE: Florida Job Growth Grant Fund, Workforce Training Grant Proposal

Dear Governor Scott,

Pursuit Boats, a Division of S2 Yachts, Inc., fully supports the regional training expansion program being proposed by Indian River State College to the Florida Job Growth Grant Fund. This initiative will have a strong, positive impact on our hiring needs and will serve to provide transferable, sustainable workforce skills applicable to many employers across the State. Over the last decade, IRSC has done a tremendous job of building sustainable trade and workforce training programs in direct response to regional workforce needs. These fields have included manufacturing, energy, robotics, and welding, all rapid response training programs resulting in industry recognized credentials and degrees, leading to employment and family-sustaining wages.

Our company, like others in the region, looks to build upon these successful programs and launch additional training programs in the marine and aviation/aerospace sector. Specifically, we plan to hire 30 employees over the next three years, and a training facility providing a strong workforce for these fields will help us to expand and grow. We've hired IRSC grads in the past and have found them to be high quality workers and will continue to hire IRSC graduates well into the future.

Please accept this letter as assurance that Pursuit Boats is committed to working with IRSC to ensure the success of this training program. We look forward to supporting this vital workforce development project in the following ways:

- 1) Contributing subject matter expertise to curriculum development and program design;
- 2) Providing training opportunities and internships for project participants;
- 3) Providing learning experiences such as guest lectures and site visits;
- 4) Serving as a prospective employer for qualified program participants;
- 5) Providing resources to support education and training activities; and
- 6) Serving on project advisory group to further strengthen evaluation and goals of the program.

Sincerely,

Bruce F. Thompson
President, Pursuit Boats



July 20, 2017

Office of Governor Rick Scott
400 South Monroe Street
Tallahassee, FL 32399-0001

RE: Florida Job Growth Grant Fund, Workforce Training Grant Proposal

Dear Governor Scott,

Paradigm Precision, Inc. fully supports the regional training expansion program being proposed by Indian River State College to the Florida Job Growth Grant Fund. This initiative will have a strong, positive impact on our hiring needs and will serve to provide transferable, sustainable workforce skills applicable to many employers across the State.

Over the last decade, IRSC has done a tremendous job of building sustainable trade and workforce training programs in direct response to regional workforce needs. These fields have included manufacturing, energy, robotics, and welding, all rapid response training programs resulting in industry recognized credentials and degrees, leading to employment and family-sustaining wages.

Our company, like others in the region, looks to build upon these successful programs and launch additional training programs in the marine and aviation/aerospace sector. Specifically, we plan to hire dozens of employees over the next three years, and a training facility providing a strong workforce for these fields will help us to expand and grow. We've hired IRSC grads in the past and have found them to be high quality workers and will continue to hire IRSC graduates well into the future.

Please accept this letter as assurance that Paradigm Precision, Inc. is committed to working with IRSC to ensure the success of this training program. We look forward to supporting this vital workforce development project in the following ways:

- 1) Contributing subject matter expertise to curriculum development and program design;
- 2) Providing training opportunities and internships for project participants;
- 3) Providing learning experiences such as guest lectures and site visits;
- 4) Serving as a prospective employer for qualified program participants;
- 5) Providing resources to support education and training activities; and
- 6) Serving on project advisory group to further strengthen evaluation and goals of the program.

Best regards,

Jeannie McCall

Jeannie McCall, MS, SPHR, SHRM-SCP
Manager, Human Resources

Cc: Bruce May, General Manager, Paradigm Precision, Stuart, FL

3651 SE Commerce Avenue, Stuart, FL 34997
Phone (772) 287-0476
www.paradigmprecision.com



July 18, 2017

Office of Governor Rick Scott
400 South Monroe Street
Tallahassee, FL 32399-0001

RE: Florida Job Growth Grant Fund, Workforce Training Grant Proposal

Dear Governor Scott,

Piper Aircraft, Inc. fully supports the regional training expansion program being proposed by Indian River State College to the Florida Job Growth Grant Fund. This initiative will have a strong, positive impact on our hiring needs and will serve to provide transferable, sustainable workforce skills applicable to many employers across the State.

Over the last decade, IRSC has done a tremendous job of building sustainable trade and workforce training programs in direct response to regional workforce needs. These fields have included manufacturing, energy, robotics, and welding, all rapid response training programs resulting in industry recognized credentials and degrees, leading to employment and family-sustaining wages.

Our company, like others in the region, looks to build upon these successful programs and launch additional training programs in the marine and aviation/aerospace sector. Specifically, we plan to hire approximately 20 employees over the next three years, and a training facility providing a strong workforce for these fields will help us to expand and grow. We've hired IRSC grads in the past and have found them to be high quality workers and will continue to hire IRSC graduates well into the future.

Please accept this letter as assurance that Piper Aircraft, Inc. is committed to working with IRSC to ensure the success of this training program. We look forward to supporting this vital workforce development project in the following ways:

- 1) Contributing subject matter expertise to curriculum development and program design;
- 2) Providing training opportunities and internships for project participants;
- 3) Providing learning experiences such as guest lectures and site visits;
- 4) Serving as a prospective employer for qualified program participants;
- 5) Providing resources to support education and training activities; and
- 6) Serving on project advisory group to further strengthen evaluation and goals of the program.

Sincerely yours,

PIPER AIRCRAFT, INC.

Simon Caldecott
President and CEO

Seatorque

What moves you

Seatorque Control Systems, LLC
2779 SE Monroe Street
Stuart, FL 34997 USA
Tel: 772-220-3020 Fax: 772-220-3012

July 18, 2017

Office of Governor Rick Scott
400 South Monroe Street
Tallahassee, FL 32399-0001

RE: Florida Job Growth Grant Fund, Workforce Training Grant Proposal

Dear Governor Scott,

Seatorque Control Systems, LLC fully supports the regional training expansion program being proposed by Indian River State College to the Florida Job Growth Grant Fund. This initiative will have a strong, positive impact on our hiring needs and will serve to provide transferable, sustainable workforce skills applicable to many employers across the State.

Over the last decade, IRSC has done a tremendous job of building sustainable trade and workforce training programs in direct response to regional workforce needs. These fields have included manufacturing, energy, robotics, and welding, all rapid response training programs resulting in industry recognized credentials and degrees, leading to employment and family-sustaining wages.

Our company, like others in the region, looks to build upon these successful programs and launch additional training programs in the marine and aviation/aerospace sector. Specifically, we plan to hire 20-30 employees over the next three years, and a training facility providing a strong workforce for these fields will help us to expand and grow. We've hired IRSC grads in the past and have found them to be high quality workers and will continue to hire IRSC graduates well into the future.

Please accept this letter as assurance that Seatorque is committed to working with IRSC to ensure the success of this training program. We look forward to supporting this vital workforce development project in the following ways:

- 1) Contributing subject matter expertise to curriculum development and program design;
- 2) Providing training opportunities and internships for project participants;

- 3) Providing learning experiences such as guest lectures and site visits;
- 4) Serving as a prospective employer for qualified program participants;
- 5) Providing resources to support education and training activities; and
- 6) Serving on project advisory group to further strengthen evaluation and goals of the program.

Sincerely,

Jana Stolper

Executive Vice President

SEATORQUE



Seatorque Control Systems, LLC
2779 SE Monroe Street, Stuart, FL USA 34997
Tel: 772-220-3020 Fax: 772-220-3012
janas@seatorque.com
www.seatorque.com



INDIAN RIVER STATE COLLEGE

District Board of Trustees Policy Manual

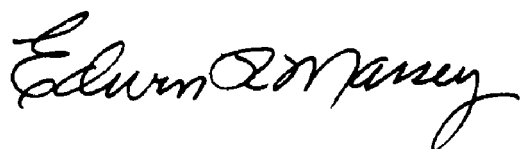
TITLE: President's Authority to Sign	NUMBER: 6Hx11-2.61
AUTHORITY: Florida Statutes: 1001.02, 1001.64, 1001.65 Florida Administrative Code: 6A-14.0261	SEE ALSO: 6Hx11-2.21, 6Hx11-3.31, 6Hx11-3.32
DATE ADOPTED: April 23, 2002 HISTORY: Revised: (January 22, 2008); Formerly 6Hx11-1.18(3-25-1986, 2-27-1979, 11-2-1976), 6Hx11-2.26(7-17-1973)	PAGE: 1

The President, or designee, is authorized to sign on behalf of the District Board of Trustees agreements, contracts, and documents pursuant to College policy. This authority is given with the provision that such agreements, in the judgment of the President, or designee, are in the best interests of the College, and in compliance with legal requirements, legal limitations, and the approved budget.

The President, or designee, is authorized to sign contracts not exceeding Category Five as defined in F.S. 287.017. If the service or commodity to be purchased exceeds Category Two, as defined by F.S. 287.017, the purchase is subject to the three (3) bid requirement as defined in F.S. 287.057.

Bids for purchases not exceeding the Category Five threshold, as specified in F.S. 287.017, may be approved or rejected by the President, or designee.

Bids for purchases exceeding the Category Five threshold, as specified in F.S. 287.017 shall be approved or rejected by the District Board of Trustees.

AUTHENTICATED DATE: April 28, 2009	PRESIDENT 
--------------------------------------------------	--------------------------------------------------------------------------------------------------------------



Florida House of Representatives

Representative Erin Grall

District 54

District Office:

1801 27th Street, Suite B2-203
Vero Beach, FL 32960
(772) 778-5005
(772) 564-2794 (fax)

Tallahassee Office:

417 House Office Building
402 South Monroe Street
Tallahassee, FL 32399
(850) 717-5054

Email: Erin.Grall@myfloridahouse.com

March 22, 2018

Cissy Proctor

Executive Director, Florida Department of Economic Opportunity
107 East Madison Street, MSC 110
Tallahassee, FL 32399-4120

RE:Florida Job Growth Grant Fund-Public Infrastructure Grant

Dear Governor Scott;

The School District of Indian River County submitted a grant proposal for the "Expansion of the Technical Center for Career and Adult Education" project for funding consideration from the Florida Job Growth Grant Fund and I urge your support of this important project. This project will provide immediate access to training and education in high need, high wage jobs. The Treasure Coast does not have a postsecondary institution that offers these training programs, and the School District is stepping up to meet these needs.

The School District project centers on the relocation and expansion of its current Technical Center. The center currently offers career paths in the healthcare field, which include a Licensed Practical Nursing Program (LPN), as well as Phlebotomy, Medical Coder Biller, and several other health related licenses. The expansion would increase the number of seats in these programs and provide additional targeted industrial workforce training, such as welding and building construction technologies, including plumbing, electrical, carpentry, and HVAC. These programs will be available to high school students through a dual enrollment agreement and to adults in our community.

Parts of our Indian River County have very high levels of poverty, which have been present for generations. More than half of our student population qualify for free and reduced lunch (62%). In the latest census, 1 in 4 of our children live in poverty (25%). This project presents an opportunity to break the cycles of generational poverty and remove the barriers of transportation and accessibility to programs. The location of the new Technical Center is in a high poverty area of the community where the residents are predominately low income, underemployed, or unskilled. This expansion provides an avenue for these residents to obtain workforce training without having to travel. It is also centrally located in our county providing ease of access to all residents.

The School District's expansion of its Technical Center will promote economic diversity by serving students of any age, race, or economic background. It will provide a pathway out of poverty for residents who have been unable to access workforce training programs. Job training will lead to employment in a job market searching for a skilled workforce and growth for local businesses with the added benefit of financial stability for families.

I believe that this project is vital to the betterment of our state, our community, local and regional businesses, and our students. Should you have any questions about the project or require more information, I will be happy to assist.

Best personal regards,

A handwritten signature in blue ink that reads "Erin K. Grall".

Erin Grall
State Representative, District 54