



Florida Job Growth Grant Fund Workforce Training Grant Proposal

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

Entity Information

Name of Entity: Sheridan Technical College and Technical High School

Federal Employer Identification Number (if applicable): _____

Contact Information:

Primary Contact Name: D. Robert Boegli

Title: Director

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Hollywood, FL. 33021

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Workforce Training Grant Eligibility

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

Eligible entities must submit proposals that:

- Support programs and associated equipment at state colleges and state technical centers.
- Provide participants with transferable and sustainable workforce skills applicable to more than a single employer.
- Are offered to the public.
- Are based on criteria established by the state colleges and state technical



- centers.
- Prohibit the exclusion of applicants who are unemployed or underemployed.

1. Program Requirements:

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

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

Sheridan Technical College would like to add a new PSAV (Post-Secondary Adult Vocational) program in the Transportation, Distribution, and Logistics career cluster. This automotive maintenance and light repair technician program (T404100) is listed as a newly available program on the 2017-2018 curriculum frameworks page of the FLDOE.org website. This automotive maintenance and light repair technician program, via an Automotive Mobile Lab, would allow for the training of disadvantaged adult students who are at risk of abandoning the public education system. This two story NASCAR-style tractor trailer would allow for Sheridan to make access to automotive training available to schools and community/education centers where the space and facilities cannot support a brick-and-mortar automotive program. These students from four (4) different communities would gain the necessary experience, skills, and industry credentials to work at an automotive dealership or independent business that services automobiles. More specifically, the program offers a sequence of courses that provides coherent and rigorous content aligned with challenging academic standards and relevant technical knowledge and skills needed to prepare for further education and careers in the Transportation, Distribution and Logistics career cluster. This training will provide technical skill proficiency and includes competency-based applied learning that contributes to academic knowledge, higher-order reasoning and problem-solving skills, work attitudes, general employability skills, technical skills, and occupation-specific skills, and knowledge of all aspects of the Transportation, Distribution and Logistics career cluster.

The content includes but is not limited to broad, transferable skills and stresses understanding and demonstration of the following elements of the automotive industry: planning, management, finance, technical and product skills, soft skills, underlying principles of technology, labor issues, community issues and health, safety, and environmental issues.

Along with teaching the existing curriculum provided by the FLDOE (Florida Department of Education), Sheridan will work to create, via a curriculum developer, an entire curriculum with online resources, videos, demonstrations,



simulators, and industry certification exam preparation that will be an entirely new curriculum that can be sold since it will be the Intellectual property (IP) of the State of Florida.

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

This proposal would allow Sheridan Technical College to offer an Automotive Mobile Lab (for hands-on training), a computer lab (for online and theory work), as well as fully certified instructors and lab monitors to support the students and ensure successful outcomes and program completers at various workforce schools throughout Broward County. This Automotive Mobile Lab and the automotive maintenance and light repair technician curriculum will allow access to high skill and high tech training to students at Dave Thomas Education Center, Whidden Rogers Education Center, Henry D. Perry Education Center, and Atlantic Technical College's Arthur Ashe Campus. This training will allow students to complete four (4) separate automotive courses within the program leading to a certificate of completion, OCPs, and the necessary training for industry certification and employment.

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

There are several ways that transferable skills are provided to all students that enroll in this automotive maintenance and light repair technician program. Employability skills, soft skills, and a curriculum framework that follows the State Course Numbering System (SCNS), all help ensure successful outcomes even if a particular student does not achieve completion. Furthermore, the curriculum framework incorporates Common Career Technical Core and Career Ready Practices. These Career Ready Practices describe the career-ready skills that educators should seek to develop in their students. These practices are not exclusive to a career pathway, program of study, discipline or level of education. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

1. Act as a responsible and contributing citizen and employee.
2. Apply appropriate academic and technical skills.



3. Attend to personal health and financial well-being.
4. Communicate clearly, effectively and with reason.
5. Consider the environmental, social, and economic impacts of decisions.
6. Demonstrate creativity and innovation.
7. Employ valid and reliable research strategies.
8. Utilize critical thinking to make sense of problems and persevere in solving them.
9. Model integrity, ethical leadership and effective management.
10. Plan education and career path aligned to personal goals.
11. Use technology to enhance productivity.
12. Work productively in teams while using cultural/global competence.

D. Does this proposal support a program(s) that is offered to the public?

Yes No

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

Sheridan Technical College's mission is to provide a high quality affordable level of career and workforce training that can rapidly respond to the changing needs of Florida's workforce. With the creation of this Automotive Mobile Lab and online curriculum Sheridan will be able to produce a huge return on the dollars invented. Furthermore, with the online curriculum this model can then be replicated at a substantially reduced cost throughout the state and can be sold to other states and/or counties as another method to provide a "Career in a Year."

The "Career in a Year" program structure is competency-based, often self-paced, and contextualized. It is designed to prepare students for industry certification and the world of work. This proposed program as well as the "Career in a Year" model follows these principles:

1. Market driven programs of instruction
2. Responsive to business and industry needs



3. Cost effective to both student and the state (taxpayer)

4. Focused on results – job placement and industry credentials

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

Yes No



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

This proposal will not only enhance the Career Technical Education (CTE) course offerings at Sheridan Technical College, but it will lead to the creation of an online curriculum that can be implemented throughout the state, nation, and/or world. This proposal also includes the Automotive Mobile Lab that would service not one school or area but four (4) workforce schools throughout Broward County. These workforce sites are located in Coconut Creek, Miramar, and Fort Lauderdale, one of the Fort Lauderdale sites is in the 33311 zip code. These cities and their residents will benefit from a new avenue to train for a career in a year that leads to industry credentials and a living wage with a potential for job growth and advancement. The economic impact on the cities will include a better trained workforce, more people equipped with both technical skills and the job retention skills that an accredited institution will provide while producing graduates ready for employment every six months. No matter the economic multiplier one utilizes, it is quickly realized that this mobile and virtual investment in the automotive field is a road to success for the local cities, automotive dealers and business, employees, as well as the county and the state as we continue to ensure high skill high wage training for Floridians at an affordable cost. This entire program for six months of training including tuition, books, fees, and supplies will cost less than \$3,000 and provide all the skills, training, and equipment necessary for industry certification and a career in a year.

2. Additional Information:

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

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

N/A

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

Yes No

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



If no, with which industries does the proposal align?

Automotive service technology aligns to the Automotive Service Excellence (ASE) exams A1-A8 which are recognized by the industry as the highest standard of certification for an automotive technician. The state of Florida recognizes these ASE exams in the form of an industry certification as a 'targeted' or in demand area, and is listed on the FLDOE performance incentive funding list for 2016-2017.

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

Yes No

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

If no, with which occupation does the proposal align?

The proposal to add an automotive maintenance and light repair technician program directly aligns with the Florida's demand occupation list under the job title 'Automotive Service Technicians and Mechanics.' There does not seem to be a single dealership or automotive shop in south Florida, and certainly none that are members of our advisory committees, which is not hiring well trained technicians that are ready to enter the workplace. According to the Florida's demand occupation list there will be 2,014 annual openings in this field. Sheridan Technical College maintains industry-based advisory committees for every technical program to help ensure that the educational outcomes align with the needs of industry so we stay focused on results and provide solutions to improving and growing a skilled workforce. Each committee meets a minimum of two (2) times per year to review curriculum, equipment, assessments, and competencies so we can be certain to meet the evolving needs of industry.

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.



Sheridan would have the Automotive Mobile Lab visit a different workforce center each day (Monday-Thursday) to provide hands-on, face-to-face training. On the days when the Automotive Mobile Lab is not at a particular school those students would be working in a computer lab under the guidance of a lab monitor to complete necessary course required reading, research, theory, with the ability to do computer based simulations and access to videos and tutorials so that they are incredibly prepared for each interaction with the Automotive Mobile Lab. The on-line students can also directly interact, in real time, via discussion boards, messaging, and posts with their on-line automotive teacher who will be located at Sheridan's main campus, which is located in Hollywood, Florida. This is where the curriculum facilitator as well as the automotive teachers will be based. Hollywood, Florida is centrally located in Broward country allowing for easy highway access and only a short distance to travel to any of the four (4) workforce sites the Automotive Mobile Lab will visit. Fridays will be a day where the Automotive Mobile Lab is cleaned, stocked with new equipment, tools, simulators, and other necessary trainers to ensure the following week is filled with new and engaging activities that follow the curriculum and align to the student performance standards embedded within the curriculum.

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

We anticipate an initial enrollment of fifteen (15) students at each of the 4 workforce sites totaling 60 students enrolled during the semester. Given that this program is 6 months in length, full time, making it another "Career in a Year" option, we at Sheridan will be graduating 60 students from this program at the end of BOTH the fall and spring semesters for a total of 120 program completers per school year.

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

Begin Date: January 2018 End Date: June 2018

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

With the creation of four (4) new computer labs at four (4) workforce sites accompanied by the Automotive Mobile Lab that will visit each site, this program



is highly sustainable since it is not reliant on just a single location or pool of potential students. This hybrid program would allow post-secondary adult students from all over the county access to high-tech, high skill training for a high wage job leading to a “Career in a Year.” The typical ‘life span’ of vocational/technical equipment can often be as long as 15 years; this ensures that the number of people who will be trained during the life of this equipment will far surpass a single brick-and-mortar automotive shop. Also, the cost of maintaining the necessary industry standard equipment is not something that is reoccurring every 1-3 years as it is in other fields. To further ensure sustainability, Sheridan Technical College has a very active School Advisory Council as well as individual program advisory committees that meet to help ensure we continue to maintain a high level of rigor and align our goals to the needs of industry.

With the online curriculum, this automotive program can be ‘packaged’ and replicated throughout the state, making this program not just sustainable but profitable with the ability to be virtual allowing access to markets where this career path was not previously an option.

- 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.

All students that enroll and complete this program would receive: a Technical Program certificate from Sheridan Technical College, a Technical College Director Letter, Student Recommendation Letter, and a Job Placement Letter. With 50 years of vocational and technical training, Sheridan is proud of its well-established reputation for having a very high completion rate, exceeding state and federal standards, while producing a highly trained student who is ready for to enter and succeed in the workforce.



I. Does this project have a local match amount?

Yes No

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

N/A

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

Please see attached letters.

3. Program Budget

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

A. Workforce Training Project Costs:

Equipment	<u>\$ 382,290.56</u>	
Personnel	<u>\$ 348,335</u>	
Facilities	<u>\$ 0</u>	
Tuition	<u>\$ 121,800</u>	
Training Materials	<u>\$ 125,800</u>	
Other	<u>\$ 0</u>	Please Specify: _____
Total Project Costs	<u><u>\$ \$978,225.56</u></u>	

B. Other Workforce Training Project Funding Sources:

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

Total Amount Requested \$ _____

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



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

If awarded the grant we would work to ensure the curriculum, equipment and staff are in place by January 2018. In December of 2017 students would be able to register for this Automotive Maintenance and Light Repair Technician program which would lead them to a program completion date of June 2018. The equipment costs would cover the Automotive Mobile Lab (AML), all the necessary tools, computers, trainers, and equipment to ensure the curriculum can be taught at the level industry has come to expect from Sheridan. The vehicles that are necessary for this program will be donated/assigned from existing automotive programs at Sheridan Technical College's main campus to ensure real world hands on training utilizing modern equipment. Staffing this program will include an on-line curriculum designer, a driver for the AML, two (2) automotive instructors one who will travel with the AML and one who will be on-line answering questions and monitoring progress with the students that the AML does not visit on any given day, and a lab monitor for each workforce site to ensure the students are monitored and to troubleshoot any login or technical issues that occur. Training materials will include the cost of a computer lab at each of the workforce sites to ensure that these students can complete all parts of the curriculum as they prepare for employment.

Automotive supplies/equipment \$82,290.56

Automotive Mobile Lab Trailer \$300,000

Computers, printers and interactive classroom - recordex (x4) \$125,800

Driver for AML \$38,000

Curriculum Designer \$38,000

On-line auto instructor \$38,000

Lab monitor (x4) \$152,000

Auto instructor \$82,335

Total \$978,225.56



4. Approvals and Authority

- A. If entity is awarded grant funds based on this proposal, what approvals must be obtained before it can execute a grant agreement with the Florida Department of Economic Opportunity (e.g., approval of a board, commission or council)?

The grant will be submitted to the School Board of Broward County, Florida for post approval. This is standard operating procedures.

- 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.

School Board meetings are held twice monthly, on Tuesdays.

- ii. State whether that group can hold special meetings, and if so, upon how many days' notice.

The School Board does hold special meetings, when required.

- C. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the entity. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc.



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

Name of Entity: Sheridan Technical College and
Technical High School _____

Name and Title of Authorized Representative: D. Robert Boegli, Director

Representative Signature: _____

Signature Date: _____