



## **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: Chipola College

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

#### Contact Information:

Primary Contact Name: Dr. Sarah Clemmons

Title: President

Mailing Address: 3094 Indian Circle  
Marianna, FL 32446

Phone Number: 850.718.2288

Email: clemmonss@chipola.edu

### **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.

Advanced Manufacturing Program Expansion

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

Advanced Manufacturing (AM) is supported by state and technical colleges throughout Florida, and supported by FLATE to ensure curriculum coordination.

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

Chipola's AM program, and those of like state and technical colleges, offer transportable, transferable credentials, offer entry-level through highly skilled AM training to all students, returning students, and for professional development

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

Yes     No

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

AM is supported in the K-20 Florida education system, with multiple entry-, exit- and completion points, including AA, AS, certificates, specializations, and degrees. MSSC and CPT aligned. <http://bit.ly/2xHCJcF>

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

Yes     No



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

See attached

**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.

See attached

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?

Infotech, Aviation/Aerospace, Other Manufacturing, Emerging Technology (materials)

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?

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) where the training will be available.

Classroom / lab, Chipola College, Marianna, FL

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

Additional 20 students annually. Total enrollment annually = 60; 20 completers each spring semester.

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

Begin Date: Fall Semester      End Date: Spring Sem

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

Additional enrollment combined with this new equipment purchase offers students various pathways to industry certs (MSSC or CPT) and AS or AA degrees. Equipment is a non-recurring expense that increases the value on return of investment with each new enrollment in the AM programs.

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

CIP 1615000001 - Engineering Technology. 23 SOC codes. See attached

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I. Does this project have a local match amount?

Yes  No

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

NA

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

See attached

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### 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>\$ 165,500.00</u>		
Personnel	<u>\$ 0</u>		
Facilities	<u>\$ 0</u>		
Tuition	<u>\$ 0</u>		
Training Materials	<u>\$ 0</u>		
Other	<u>\$ 0</u>	Please Specify:	<u>-</u>
<b>Total Project Costs</b>	<b><u>\$ 165,500.00</u></b>		

B. Other Workforce Training Project Funding Sources:

City/County	<u>\$ 0</u>		
Private Sources	<u>\$ 0</u>		
Other (grants, etc.)	<u>\$ 0</u>	Please Specify:	<u>-</u>
<b>Total Other Funding</b>	<b><u>\$ 0</u></b>		

**Total Amount Requested** \$ 165,500.00

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

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

See attached

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

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

Acceptance of funds and initiating the project can start upon review of the agreement by the President who has the authority to act for the college.

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- B. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the entity and the Florida Department of Economic Opportunity:

- i. Provide the schedule of upcoming meetings for the group for a period of at least six months.

Every 3rd Tuesday of each month

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

7 days notice according to Section 120.525 F.S.

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



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

Name of Entity: Chipola College

Name and Title of Authorized Representative: Dr. Sarah Clemmons

Representative Signature: <sup>SC</sup> *Sarah Clemmons*

Signature Date: 10/10/17

Chipola College, Marianna, FL  
DEO Application for <https://www.enterpriseflorida.com/florida-job-growth-grant-fund/>  
Advanced Manufacturing Program request

**Florida Job Growth Grant Fund  
Workforce Training Grant Proposal**

Contact: Dr. Sarah Clemmons, President  
Phone: 850.718.2288  
Email: [clemmonss@chipola.edu](mailto:clemmonss@chipola.edu)  
Address: 3094 Indian Circle, Marianna, FL 32446-1701  
CareerSource Region 3 – CareerSource Chipola

**Supplemental Instruction Responses**

**Workforce Training Grant Eligibility**

- Pursuant to 288.101, F.S., Chipola College is eligible to apply for these funds.
- 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:**

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

Chipola College Manufacturing Engineering Technology Program Expansion request.

CIP 1615000001

SOC Codes: 17-2051 Civil Eng	17-3012 drafters
17-3013 mechanical drafters	17-3023 Electrical / Electronic Eng Techs
17-3026 Industrial Eng Techs	17-3027 Mechanical Eng Techs
17-3029 Eng Techs, All other	13-1199 Business Op Specialists
41-4011 / 41-4012 Sales Reps, Manuf Products	
51-4012 CNC programmers	49-2094 / 49-2095 Electrical / Electronic Repairers
49-9041 Industrial machinery mechanics	

Chipola College offers Engineering Technology with opportunity to earn MSSC or CPT credentials (industry-recognized practical exams of knowledge and skills). Each program has occupational completion exits and certificates of completion. The program is four semesters for a full-time student.

Chipola College's Engineering Technology program has the opportunity to add additional specializations within the Engineering Tech program for multiple training and exit points for the student. Currently, students have limited specializations within the ET degree, but the requested equipment – Amatrol Basic Rotating Machine Trainer & AC/DC Electrical Trainer



Chipola College, Marianna, FL

DEO Application for <https://www.enterpriseflorida.com/florida-job-growth-grant-fund/>

Advanced Manufacturing Program request

(\$20,500) and Amatrol Mechatronics Trainer upgrades, Thermal Process Control & Analytical Process Control trainers, combined with the Fanuc Robot (\$145,000) – will allow the program to expand specializations and meet multiple industry employer needs.

Students are required to have a specific number of hours training on each piece of equipment. The equipment will allow for the instructor to add additional lab practical application time to the curriculum and allow for the instructor to enroll additional students (approximately 20 more students annually). This expansion of lab practicum and enrollment will help with sustainability of the program, the equipment and software upgrades as needed. An additional instructor will allow for expansion into internships with area and regional manufacturing employers. The instructor will be instrumental in organizing, scheduling, and recording / reporting on student gains in the field, and providing additional class hours for non-traditional students and expand the professional development opportunities with area manufacturing employers.

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

Chipola College has a FLDOE approved program, which is part of its Workforce Training Department. Students attending Chipola can transfer their credit hour courses to any of Florida's approved state college or state technical center programs.

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

Manufacturing skills transfer to cleantech, infotech, aero-, auto-, ship-, and other building / manufacturing firms, in addition to local level entrepreneurial opportunities. There are many small shops located in northwest Florida that serve as 2<sup>nd</sup> tier manufacturers to the larger government contractors and the agriculture industry, providing maintenance and repair of large agriculture equipment during planting and harvest seasons. Many students from Chipola and other regional technical schools become contract employees, serving the manufacturing industry in California, North Dakota, South Dakota, Texas, and south Florida in addition to northwest Florida.

The Manufacturing program is aligned with MSSC (Manufacturing Skills Standards Council) CPT (Certified Production Technician). The purpose of the Certified Production Technician (CPT) program is to recognize through certification individuals who demonstrate mastery of the core competencies of manufacturing production at the front-line (entry-level through front-line supervisor) through successful completion of the certification assessments. The goal of the CPT certification program is to raise the level of performance of production workers both to assist the individuals in finding higher-wage jobs and to help employers ensure their workforce increases the company's productivity and competitiveness. <http://bit.ly/2x2xuXN>

**D. Does this proposal support a program that is offered to the public? Yes**

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

The Chipola College Manufacturing program follows the approved FLDOE curriculum frameworks for Engineering Technology. Program code 1615000001

**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.**

Industry demand for entry-level and skilled manufacturing employees is increasing with the advent of growing manufacturing across north Florida. Major manufacturers gearing up for large projects include Rex Lumber (Graceville, FL), Envivo Pellet Plant (Cottondale), Eastern Shipbuilding and Berg Pipe in Panama City, and BAE Systems and North Florida Shipyard in Jacksonville.

Locally, Rex Lumber has supported the Manufacturing Programs at Chipola College (Engineering Technology and Civil Engineering) through an \$80,000 scholarship commitment. To date, more than \$45,000 in scholarship funds have been awarded. Rex Lumber owners are committed to finding, recruiting, and providing training to local students who desire to work and support manufacturing in the region. Rex owners are also committed to the support providing a foundation for a skilled workforce that can support recruitment of new businesses into the community.

Eastern Shipbuilding won a federal contract to build Coast Guard cutters and another contract to manufacture ferries for the Staten Island Ferry system. The company is revamping the Nelson Shipyard to manage the manufacture of the Coast Guard contract. Once ready this yard will employ about 600 manufacturing positions, while the Allanton yard will continue to hire new and replacement employees for 1,200-1,400 manufacturing positions annually.

<http://www.easternshipbuilding.com/news/>

Economic development in the Panhandle's Jackson County is supported by the surrounding counties. The purchase, site preparation, and recruiting for a major manufacturer to this location has been in development for about two years. Once a manufacturer is recruited for this location, manufacturing and other trades people will be needed for the construction of the manufacturing facility, and for the future manufacture of the product.

In addition to regional panhandle companies with employment opportunities, the southeast United States has seen continued growth of manufacturing jobs. The JobNetwork forecast

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(<http://bit.ly/2fXDdnc>) identifies the following two jobs (out of the top five jobs) in high demand in the Southeast:

### **3. Logistics Job Outlook: Machinists**

Many companies are relocating their manufacturing plants to the southeast. For example, Mercedes-Benz USA announced in 2015 that it would be moving its headquarters to Atlanta, GA, and bringing with it more than 1,000 jobs. Machinists are a large part of this industrial workforce, operating tools to produce and modify parts. The median salary for machinists is \$41,510, and the field is open to those with a high school diploma—or equivalent vocational training or experience.

### **5. Service Job Outlook: Medical Equipment Repairers**

Going hand in hand with the extreme growth in healthcare needs, professionals who maintain and repair medical equipment will also be in high demand. Medical equipment repairers install, maintain, and repair equipment used in diagnosis and patient care. The median salary for this job is \$45,660, and employers generally prefer candidates with an Associate's degree in engineering or biomedical technology. The southeast is on the upswing—and not just because you can sit on a beach in December without freezing. People of all demographics are seeking opportunities in the region, and many industries are gearing up to accommodate that growth.

Forbes Magazine includes Tennessee, Georgia and South Carolina with large manufacturing job sectors, growing since 2009 (<http://bit.ly/2fXuuBL>), and the U.S. Bureau of Labor Statistics article “Which Industries Need Workers?” (<http://bit.ly/2mjnVgw>) include manufacturing and related jobs.

These articles and estimates were established *prior to Hurricanes Harvey, Irma, and Maria*. These two events will generate a greater need for construction and manufacturing skilled labor to rebuild infrastructure throughout Texas, Florida and Puerto Rico.

## **2. Additional Information:**

### **A. Is this an expansion of an existing training program? Yes**

The equipment request will allow for expansion of enrollment and manufacturing specializations in the program. Students must have a specific number of hours use on each piece of equipment. The equipment will allow for increased capacity in the classroom and lab (avoiding bottlenecks caused by wait-time), increase internship opportunities and tracking of skills/knowledge gains, and increase professional development opportunities for persons employed in the manufacturing sector.

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

Cleantech; InfoTech, Aviation/Aerospace; Homeland Security/Transportation; Other Manufacturing

### **C. Does the proposal align with an occupation on the Statewide Demand Occupations List and/or the Regional Demand Occupations List? Yes**

Chipola College, Marianna, FL

DEO Application for <https://www.enterpriseflorida.com/florida-job-growth-grant-fund/>  
Advanced Manufacturing Program request

SOC codes: 17-2051 Civil engineer techs  
17-2071 Electrical engineer techs  
41-4011/12 Sales Reps for manufacturing and scientific products  
49-2094 Electronics Repairers, commercial and industrial equipment  
49-9041 Industrial machinery mechanics  
49-9071 Maintenance and repair workers

**D. Indicate how the training will be delivered.**

Classroom – Chipola College campus, Marianna, FL (rural county of economic concern as indicated by the DEO Rural Areas of Opportunity designation, <http://www.floridajobs.org/business-growth-and-partnerships/rural-and-economic-development-initiative/rural-areas-of-opportunity>).

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

60 students annually; 20 completers each year. Completers will earn A.S., MSSC/CPT, or occupational completion point certification.

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

Enrollment in the Chipola College Engineering Tech program begins each semester:

Fall (August) and Spring (January)

End date / completion of the program is 12-24 months for a full time enrolled student.

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

The program is sustained through enrollment and related fees. Increased enrollment will assist with financial sustainability. The equipment request will support the ongoing changes to the industry standards and expectations of knowledge and skills expected of a new, entry-level employee. Sustainability includes local and regional employers who provide paid internships, offer scholarships and other assistance as identified, and support the program through participation on the workforce advisory committee for the program.

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

Engineering Technology CIP 1615000001

The following table identifies the areas of specialization within the program.

Specialization Tract	SOC Code	Page Number
Advanced Manufacturing	17-3027	8
Advanced Technology	17-3029	12
Alternative Energy	17-3023	15
Biomedical Systems	19-4021	19
Digital Design and Modeling	17-3026	24

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Advanced Manufacturing Program request

Digital Manufacturing	51-4061	28
Electronics	17-3023	35
Industrial Energy Efficiency (See Note)	13-1199	42
Mechanical Design and Fabrication	51-4012	46
Protection and Control Technology	49-2095	52
Quality	17-3026	56

I. Does this project have a local match amount? No, but Perkins funds can be shared as needed to make purchases and support personnel (instructors, aides).

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

**3. Program Budget:**

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

Pricing is from quotes provided by vendors. All equipment will be rebid to applicable vendors for the best piece of equipment and the best value to the program.

**A. Workforce Training Project Costs:**

Equipment	\$165,500.	
Personnel	0	
Facilities	0	
Tuition	0	
Training Materials	0	
Other	0	Please Specify: NA
Total Project Costs	\$165,500.	

**B. Other Workforce Training Project Funding Sources:**

City/County	\$0	
Private Sources	0	
Other (grants, etc)	0	
Total Other Funding	0	Please Specify: NA

**Total Amount Requested**      **\$165,500.**

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.

Chipola College, Marianna, FL

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Advanced Manufacturing Program request

**Timeline:** Upon project approval the Administrative Affairs office and Workforce Dean will develop invitations to bid on the equipment. The bid window will be open for two weeks and upon acceptance of bids, purchase orders will be processed. Equipment should be on site and installed in the program within three months of project approval.

**Equipment:** Amatrol Basic Rotating Machine trainer & AC/DC Electrical trainer \$20,500

Addition of these two trainers to the lab will increase the capacity of the lab courses by 50%, cut faculty load hours for the courses, and increase enrollment capacity. The trainers allow students to complete the Introduction to Electronics and Motors & Controls classes, which are required in both the Engineering Technology AS degree and the Pneumatics, Hydraulics, & Motors CCC (college course credential). Added trainers allows for lab schedule flexibility for students who may be enrolled full- or part-time, and allow for professional development scheduling.

Amatrol Mechatronics Trainer upgrades, Amatrol Thermal Process Control & Analytical Process Control Trainers, and Fanuc robot \$145,000

Upgrades to the existing mechatronics trainers and the addition of robotic arms and thermal process control will allow this program to add additional specializations and certificates to the Engineering Technology program. An advanced mechatronics and robotics certificate will support current industry needs and allow for economic development opportunities that identify a skilled and ready workforce.

#### **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 President and Chipola College Board of Trustees have authority to accept and implement the agreement upon receipt of such agreement and review of the terms of the agreement.

Policy 1.010 Actions of Board of Trustees includes the following:

VI. Delegation to the President

The Board delegates to an appointed President the responsibility and authority for the administration of the College in accordance with its established policies and the applicable rules and laws of the State of Florida.

The general duties and powers of the Board of Trustees are those prescribed in 1001.64 F.S. and 1004.73 F.S. The Board of Trustees and the President shall extend to each other the fullest cooperation and recognition of the responsibilities that evolve upon the Board as a rule-making body and upon the President as the chief executive.

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Advanced Manufacturing Program request

**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.  
Every 3<sup>rd</sup> Tuesday of each month.
- ii. State whether the group can hold special meetings, and if so, upon how many days' notice.  
7 days' notice according to Section 120.525 F.S.

**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.**

Certain powers and duties of the President are listed in Sections 1001.61(5) FS; 1001.65 FS and in 6A-14.0261 FAC, and confirmation of such action by Chipola College Policy and Procedures, Duties and Responsibilities of the President, 1.020.



September 19, 2017

Chipola College  
Dr. Sarah Clemmons, President  
3094 Indian Circle  
Marianna, FL 32446

Dr. Clemmons:

As you are aware we are working with multiple entities to create a manufacturing corridor running along Interstate 10 through Northwest Florida all the way to Jacksonville. The desire to expand your Engineering Tech and Civil Engineering Tech programs at Chipola has our full support. In addition, we fully support your application for funding through the Florida Jobs Growth Fund that would make the expansion possible almost immediately.

The expansion of these programs is crucial to our ability to grow as a region. Labor is now considered a basic part of infrastructure and if we fail to continuously build upon and improve our labor infrastructure this region will continue our downward trend.

If funded this program would meet the needs of existing industry as well as put this region in a position to compete for both expansion and creation projects in our region. Our current labor situation is a serious impediment to our ability to compete for the type of jobs that would move our region from one of economic stagnation to one of prosperity.

We appreciate your continued partnership and look forward to working with you in the future as we both strive to make our region a better place to live, work, and play.

Respectfully,

A handwritten signature in black ink, appearing to read "R Williams", is written over the word "Respectfully".

Richard Williams  
Executive Director

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[www.careersourcechipola.com](http://www.careersourcechipola.com)

Equal Opportunity Employer. Auxiliary aids and services are available upon request to individuals with disabilities via the Florida Relay Service at 711.