



November 22, 2017

Executive Office of Governor Rick Scott
400 South Monroe St.
Tallahassee, FL 32399

The Honorable Governor Scott –

As Collier County's designated economic development organization, The Greater Naples Chamber of Commerce respectfully requests that you approve the enclosed application for a Florida Job Growth Grant Fund Workforce Training grant totaling \$3,019,900.

The manufacturing industry has added approximately 1,700 jobs in Collier County between January 2010 and October 2017. That number increases to approximately 4,000 when you include Lee and Charlotte counties, according to the Bureau of Labor Statistics. It is expected the industry will continue to grow, with manufacturers in Collier projecting they will add approximately 1,400 jobs in the next five years.

During my regular conversations with manufacturers, primary employers have indicated that that without additional training options it will difficult for them to continue to grow in this region. But the reality is, Collier County is already starting to see jobs leave the area because of a lack of training options.

In October 2017, Arthrex, one of the region's largest private employers, announced it was expanding its operations into South Carolina due in large part to the availability of a skilled workforce and existing training opportunities. The expansion will create approximately 1,000 new manufacturing jobs.

While Southwest Florida was not considered for the Arthrex expansion, the attached proposal aims to address the talent deficit and deter primary employers – many of which have operations in areas that have a skilled workforce, available training options and a culture of manufacturing – from expanding operations out-of-state in the future.

This grant would provide Immokalee Technical College to expand its existing machining program at centrally located satellite campus. It would also allow the school to create additional advanced manufacturing programs, so existing manufacturing employees



can enhance their skill set, opening the door for more economic opportunity for our citizens.

For far too long, Collier County has been reliant on real estate and development, tourism and agriculture for its economic base. Expanding our manufacturing industry, which can be achieved through additional training opportunities, would enhance our goal of economic diversification.

I respectfully request that that you approve the enclosed Florida Job Growth Grant Fund Workforce Training grant proposal. Please do not hesitate to contact me at 239-403-2914 or kristi@napleschamber.org.

Best regards,

Kristi Bartlett

Kristi J. Bartlett, CEcD
Vice President, Economic Development
The Greater Naples Chamber of Commerce

CC: Cissy Proctor, Executive Director, Department of Economic Opportunity
Peter Antonacci, President & CEO, Enterprise Florida



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: The Greater Naples Chamber of Commerce

Federal Employer Identification Number (if applicable): [REDACTED]

Contact Information:

Primary Contact Name: Kristi J. Bartlett

Title: Vice President, Economic Development

Mailing Address: 2390 Tamiami Trail North, Suite 210
Naples, FL 34103

Phone Number: 239.403.2914

Email: Kristi@napleschamber.org

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.

Southwest Florida Manufacturing Excellence Center [expansion of machining program at Immokalee Technical College (iTech); see attached description].

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

iTech will expand its machining program to accommodate the growing needs of the manufacturers (see attached narrative).

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

The skills taught in the 1500 hour program and apprenticeships provide a solid foundation for the manufacturing sector; the continuing and industry specific education enhances skills of existing employees (see attached narrative).

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

Yes No

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

This expands an existing program at a state technical center; creates an apprenticeship program; expands continuing education opportunities based on guidelines established by the appropriate state/governing entities (see attached).

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

Yes No

- G. Describe how this proposal will promote economic opportunity by enhancing workforce training. Please include the number of 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.

Local manufacturers project the creation of 1,400 new jobs over the next 5 years. Estimated enrollment across 4 programs is 150 in first year, with the opportunity to double in future years. Recently, a local manufacturer announced an out-of-state expansion of 1,000 jobs. SWFL was not considered due to the lack of a skilled workforce. This proposal addresses the talent deficit (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?

Advanced Manufacturing

- 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?

Machinists, First-line Supervisors of Production and Operating Workers

- 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.

In-person training offered at satellite campus in Collier County within a 50 mile radius of the iTech campus (see attached).

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

Anticipated students in year one is 150; completion time would vary based on program enrollment (ex. apprenticeship v. 1500 hour machinist program).

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

Begin Date: August 2018 End Date: Ongoing

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

See attached.

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

NIMS (National Institute for Metalworking Skills) – Machining Level 1
Mastercam – Mill Design and Toolpaths CIP: 48.0510; continuing education certificates



I. Does this project have a local match amount?

Yes No

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

Several manufacturers have expressed willingness to donate equipment, curriculum and other materials. See attached for additional funding avenues.

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

Please see attached.

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>\$ 482,100</u>		
Personnel	<u>\$ 375,000</u>		
Facilities	<u>\$ 1,000,000</u>		
Tuition	<u>\$ 96,000</u>		
Training Materials	<u>\$ 16,800</u>		
Other	<u>\$ 1,050,000</u>	Please Specify:	<u>Attached</u>
Total Project Costs	<u>\$ 3,019,900</u>		

B. Other Workforce Training Project Funding Sources:

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

Total Amount Requested **\$ 3,019,900**

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.

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)?

Collier County School Board

- 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.

12/12/17; 1/9/18; 2/6/18; 3/6/18; 4/10/18; 5/8/18; 6/12/18

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

Yes; two days notice.

- 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: The Greater Naples Chamber of Commerce

Name and Title of Authorized Representative: Kristi Bartlett, VP, Economic Development

Representative Signature: *Kristi Bartlett*

Signature Date: 11.22.17

Southwest Florida Manufacturing Excellence Center: Supplemental Material

1. Program Requirements

- A. The Greater Naples Chamber of Commerce, in partnership with Immokalee Technical College (iTech), is requesting approximately \$3 million to develop the Southwest Florida Manufacturing Excellence Center, a centrally located training center that would provide a variety of training options to new hires, existing employees and fresh talent interested in pursuing a career in advanced manufacturing.

As proposed, the center would house a second, 1,500-credit hour machining program; as well as offer a four-year manufacturing apprenticeship program, targeted short-term training and targeted continuing education programs. Curriculum for the programs would be developed in coordination with primary employers and industry experts. Participants in each of the four programs offered at the Southwest Florida Manufacturing Excellence Center would receive the transferable, sustainable workforce skills necessary to excel in the industry.

Students who enroll in the accelerated 1,500-credit hour program will follow the same curriculum as students at iTech, and receive industry certifications once they complete the program. They will also have the opportunity to intern at local businesses, and develop professional relationships that can lead to future job opportunities. The proposal opens the traditional machinist training program to an additional 24 students in the first year, with the possibility for future growth.

A four-year manufacturing apprenticeship program will be created by executing a Memorandum of Understanding (MOU) with a local manufacturing association. The program would be hosted at the Southwest Florida Manufacturing Excellence Center and iTech, and would provide participants with a combination of classroom and on-the-job training. We anticipate the creation of the manufacturing association, which would include several primary employers – including Arthrex, Pelican Wire, Azimuth, Structure Medical, Progress Rail, and Cable USA – that have expressed interest in the program.

While the traditional machining and apprentice programs would target students looking to learn a broad spectrum of skills to make them career-ready, other training opportunities offered at the Southwest Florida Manufacturing Excellence Center would provide students with the transferable skills needed to excel in specific areas.

Targeted short-term training on industry-specific jobs – such as sterile packaging and clean room operations – would be offered on nights and weekends. The curriculum would be designed specifically by educational and industry experts to enhance employability. Students who complete each program would receive a certificate of completion.

Similar to the targeted short-term training, the Southwest Florida Manufacturing Excellence Center would act as a place where current employees could go for continuing education, to enhance their skill set and achieve greater economic opportunity. These programs would be designed with current employers needs in

Southwest Florida Manufacturing Excellence Center: Supplemental Material

mind, and would be targeted to the growing demands of our manufacturing industry.

B. Economic modeling data shows machining is one of the most in-demand jobs within the manufacturing industry. Yet there are few options for someone looking to train to become a machinist in Southwest Florida. iTech is the only school in Collier graduating students with the certification needed to enter the workforce; and in 2016, it graduated just 14 students. The current program can only accommodate 24 students at a time, and iTech officials said the program serves a population that lives within a 60-mile radius of the school, with students traveling from Clewiston, Port Charlotte, North Fort Myers, and Marco Island to enroll in the post-secondary program.

The Florida Job Growth Grant Fund would allow iTech to expand on the success of its machining program at the Southwest Florida Manufacturing Excellence Center, located at a centrally located satellite campus.

C. The continued growth of Southwest Florida's manufacturing industry has demonstrated that there is a significant need to expand existing and develop additional workforce training opportunities, as well as create a third training facility, focused on manufacturing and other skilled trades.

The effort is backed by several primary employers throughout the region, including Arthrex, Pelican Wire, Azimuth, Structure Medical, Progress Rail, and Cable USA. It is also supported by Collier County Public Schools, Florida SouthWestern State College-Collier Campus, CareerSource of Southwest Florida and the Southwest Florida Economic Development Alliance.

Together with our partners, we believe talent development is a tremendous asset to the local and regional economies, offering economic growth and providing a positive impact to our region. The Florida Job Growth Grant would allow Collier County to enhance its existing and future workforce through targeted training developed by employers, economic developers and regional educational experts.

E. The machining program at iTech prepares students for a career as a Precision Machinist whose primary responsibilities are to operate machine tools such as: mills, lathes, grinders, and CNC equipment, according to blueprint specifications, while demonstrating strong academic and employability skills.

Precision Machining begins in the classroom with a focus on equipment and safety regulations, and it introduces the employability and applied academic skills that are incorporated throughout all courses in the program. After students master the classroom introduction and safety test, they move to the machine shop for hands on training, including projects to prepare them for future employment.

The Precision Machining Program is a 1,500-hour program that consists of four courses. Some basic skills and knowledge from the first course, Machinist Helper, must be completed first. From there, students will take course segments

Southwest Florida Manufacturing Excellence Center: Supplemental Material

from the Machinist Helper and Machine Operator courses, so as to maximize usage of shop equipment and shop floor space. Then, students move to training in CAD, CNC operation and CNC programming, as well as more complex machining skills and setup work.

iTech also has an apprenticeship program in place; it will be expanded to provide additional opportunities for students and businesses.

G. The Bureau of Labor Statistics reports Florida has added approximately 59,000 manufacturing jobs in Florida since 2010. Approximately 1,600 of those jobs were created in the Naples-Immokalee-Marco Island metropolitan area.

It is projected that growth pattern will continue for the foreseeable future. Collier County manufacturers expect to grow their companies by at least 1,400 new employees in the next five years. However, primary employers have indicated that a well-trained, skilled workforce is necessary for that growth to continue in Collier County.

Recently, a local manufacturer announced an out-of-state expansion of 1,000 jobs. SWFL was not considered due to the lack of a skilled workforce. This proposal addresses the talent deficit.

Future job projections indicate Collier County will need 43,000 new jobs by 2030; that number jumps to 107,204 in Lee County. As Southwest Florida's population continues to grow, it is important to think about what those jobs will be. Projections show that, in Collier County, the Top 3 occupations with the highest annual openings between 2016 and 2024 are retail salespeople, waiters and waitresses, and landscapers and groundskeepers. These are traditionally low-wage jobs, and employees within these sectors have a challenging time finding housing and healthcare.

Developing the Southwest Florida Manufacturing Excellence Center will allow Collier County to grow its high-wage, high-value workforce, retain and attract new companies, and provide economic opportunity to some of the area's best and brightest. It will also

help develop a culture of manufacturing, diversify the economy and allow Collier County to play a significant role in the industry's regional and statewide growth.

2. Additional Information

D. Understanding that iTech cannot expand its physical footprint and the school will need a larger location to accommodate projected growth in enrollment under this four-prong approach, the Florida Job Growth Grant Fund will be used to help establish a temporary satellite campus.

To address the region's needs in the short term, a satellite campus will be established within 50 miles of iTech. The ideal location for the temporary location would be a 10,000- to 20,000-square-foot facility with space for two

Southwest Florida Manufacturing Excellence Center: Supplemental Material

classrooms, labs, storage, and ADA compliant restrooms.

Stakeholders have also expressed that the technical center's location is key. A centrally located facility will make it easier for current employees looking to further their training to attend classes after work, while also making it a regional appeal. Developing the technical center in a centralized location would allow it to serve eastern Collier, Lee, Glades and Hendry counties.

We believe a MOU could be executed as we work toward the goal of building a centrally located facility to meet the community's growing workforce training and workforce development needs. Possible locations for a temporary space for the Southwest Florida Manufacturing Excellence Center including repurposing a vacant big box store located near Interstate 75; repurposing a vacant restaurant in the SR 951 corridor; and a vacant warehouse in the Airport-Pulling Road industrial park.

The best way to maximize potential and use would be to build a 40,000- to 50,000-square-foot facility, which would include classroom space, specialized training rooms to accommodate a wide variety of technical curriculum, lab space, administrative space, and cafeteria space. This part of a long-range vision for a third technical training center in Collier County that would focus primarily on the skilled trades.

Florida SouthWestern State College-Collier Campus has been a valued partner throughout this process, and enthusiastically supports the long-range plan for developing a third workforce training center in Collier County.

One option being considered is to build the permanent facility, which would house the Southwest Florida Manufacturing Excellence Center, on available land located on the FSW Collier Campus, which is located six miles from Lorenzo Walker Technical High School and Lorenzo Walker Technical College campus; 40 miles from iTech; and within a 20-minute drive down Interstate 75 of the businesses that will see the most benefit from having an additional training center in the region.

The state college's strong partnership with Collier County Public Schools, which operates technical vocational education in Collier County, can be expanded by taking advantage of a joint-use facility, which takes advantage of FSW's existing infrastructure, parking, classroom and meeting space, and food service.

By leveraging this asset and through a variety of public-private partnerships, we believe the Southwest Florida Manufacturing Excellence Center will be viable and sustainable beyond the life of the Florida Job Growth Grant Fund Workforce Training Grant.

G. There are a number of ways to address the sustainability of the program. Both the targeted short-term training and the continuing education programs would be

Southwest Florida Manufacturing Excellence Center: Supplemental Material

fee-based, and we expect them to be cost neutral. Local employers invest upwards of \$75,000 each in training new and existing employees, so this could generate revenue.

Collier County government officials are currently in the process of discussing a funding mechanism for a permanent facility, and have expressed support for the long-range plan. There has been significant philanthropic interest in ways to grow Southwest Florida's talent pool and diversify the economy. The partnership with FSW provides a great model for a sustainable program as the institution recognizes the need for an investment in technical training.

I. We have received numerous letters of support from local and regional entities, including manufacturers who have indicated that they would donate equipment, curriculum and other materials. We have also been approached by the philanthropic organizations and donors interested in funding workforce training initiatives. The partnership with FSW would be a considerable local investment as well.

The eventual construction of a larger facility to accommodate additional training classes related to other industries has attracted the interest of the Collier Building Industry Association; its foundation has offered funding for an outreach campaign to promote the programs to students and adult learners.

3. Program Budget

C. The Greater Naples Chamber of Commerce is requesting a \$3,019,900 Florida Job Growth Grant Fund Workforce Training grant to develop the Southwest Florida Manufacturing Excellence Center, a centrally located training center that would provide a variety of training options to new hires, existing employees and fresh talent interested in pursuing a career in advanced manufacturing.

The \$3,019,900 grant would cover the costs of equipment, personnel, facilities, and marketing efforts over five years. It also sets aside money to create a program that would cover the cost of tuition and training materials for 24 students in the accelerated, 1,500-credit-hour machining program during the five-year period.

A breakdown of costs follows:

- **Equipment:** iTech officials have indicated that it would cost \$482,100 to replicate its machining classrooms at a satellite campus. Those funds would be used to purchase several pieces of training equipment (including four Bridgeport knee mills; four Engine lathes; one Haas CNC mini mill; and one Hass CNC lathe), computers, printers, desks, software, and supplies. The purchase of equipment is critical both the creation of a satellite campus, and to the hands-on approach to technical, vocational education. The equipment would need to be purchased prior to the

Southwest Florida Manufacturing Excellence Center: Supplemental Material

program's start. A detailed description of all of the equipment covered by the \$482,100 is attached.

- **Personnel:** Understanding that the expansion of a program comes with increased personnel costs, we are requesting \$75,000 a year for five years (a total of \$375,000) to pay the salary of one full-time equivalent instructor. The salary range is meant to attract high-quality, industry experts who are not only able to teach those interested in broad-based learning, but also have the skillset needed for specialized training the satellite school plans to offer. At the end of the five-year period, iTech officials indicated they will be able to sustain the cost of the FTE position.
- **Facilities:** Since iTech is unable to expand its physical footprint, a satellite campus can be established within 50 miles of iTech. We believe a lease agreement can be executed as we work toward a permanent location for the Southwest Florida Manufacturing Excellence Center. We are requesting \$200,000 a year for five years (a total of \$1 million) to cover the cost of leasing a 10,000- to 20,000-square-foot facility that can house the Southwest Florida Manufacturing Excellence Center. Possible locations include repurposing a vacant big box store located near Interstate 75; repurposing a vacant restaurant in the SR 951 corridor; and a vacant warehouse in the Airport-Pulling Road industrial park.
- **Tuition:** The cost of tuition for the 1,500-credit-hour machining program is about \$4,000, which could be cost-prohibitive to some students. In an attempt to encourage enrollment in the accelerated, 1,500-credit hour machining program, we propose the creation of a need-based scholarship program, which would provide scholarships to 24 students over the course of 5 years. The total cost associated with this program is \$96,000.
- **Training materials:** The cost of training materials for the 1,500-credit hour machining program is \$700, which could be cost-prohibitive to some students. In order to encourage participation, we propose the creation of a need-based program that would cover the cost of training materials for 24 students over five years. The total cost associated with this program is \$16,800.
- **Other:** The request includes \$1 million to convert an existing space into a useable location for the Southwest Florida Manufacturing Excellence Center. Industry experts indicate build-out could include reinforcing the floors to ensure they can withstand the weight of the equipment, installing a receiving door in the lab space so machinery can be moved, installing proper ventilation and utilities, and raising the ceilings.

The request also includes \$50,000 for a public information campaign to market the expanded program. We have repeatedly heard that there is not a culture of manufacturing in Southwest Florida, and there needs to be a public information campaign to educate students, parents and teachers about the benefits of a career in this industry. We would work with all stakeholders – including, but not limited to, Collier County Public Schools,

Southwest Florida Manufacturing Excellence Center: Supplemental Material

the Community Foundation of Collier County, CareerSource of Southwest Florida, and all of the area's manufacturers – to develop a public information campaign to encourage participation in the program.

The Greater Naples Chamber of Commerce, which is Collier County's designated economic development organization, will enter into a MOU with the Collier County School Board, which oversees technical vocational training in Collier County, and a newly-formed manufacturing association upon being awarded the grant to begin the establishment of the Southwest Florida Manufacturing Excellence Center.

iTech officials have indicated that their accreditation allows them to create a satellite campus within a 50-mile radius of the main Immokalee campus. However, out of an abundance of caution and in order to show the support for the endeavor, we plan to seek a School Board resolution supporting the creation of the Southwest Florida Manufacturing Excellence Center upon receipt of grant approval. The first meeting upon which such resolution could be heard is Jan. 9, 2018.

We would seek similar resolutions of support from the Board of County Commissioners. The first meeting the Collier BCC could consider a resolution supporting the center would be on Jan. 9, 2018.

Southwest Florida Manufacturing Excellence Center: Satellite School Start-up Costs

Equipment	Cost
(4) Bridgeport knee mills- Precision mill used to machine parts. Used in making parts perpendicular or on angles and drilling holes for tapping, counter boring, reaming and other specialized requirements.	\$ 110,000
Tooling to operate machines. 2 tables and 2 tool boxes containing: Edge finder, tape measure, deburring tools, parallels, center drills, allen wrenches, crescent wrenches, pliers, screw drivers, micrometers calipers and scale.	\$ 4,400
(4) Engine lathes (Kingston)- Used to turn diameters, angles and thread parts on the outside and inside of parts.	\$ 80,000
Tooling to operate machines. 2 tables and 2 tool boxes containing: Tape measure, deburring tools, Knurling tools, center drills, allen wrenches, crescent wrenches, pliers, screw drivers, micrometers calipers and scale. Quick change tooling.	\$ 6,700
(1) Surface grinder- Used to precision grind flat parts that were milled to within .0002 tolerance.	\$ 30,000
Tooling to operate machines. 1 Workbench containing: C-clamps, Magnetic V-blocks and parallels, 1-2-3 blocks, 2" angle plates and Precision machinist vise.	\$ 1,250
(1) Haas CNC mini mill- Learning to program and set-up CNC machinery before using more complex machines. Similar to milling but it is computer controlled.	\$ 52,000
Tooling to operate machines. 1 tables and 1 tool boxes containing: Edge finder, tape measure, deburring tools, parallels, center drills, allen wrenches, crescent wrenches, pliers, screw drivers, micrometers calipers and scale.	\$ 2,200
(1) HAAS CNC Lathe- Learning to program and set-up CNC machinery before using more complex machines. Similar to turning on the lathe but it is computer controlled.	\$ 48,000
Tooling to operate machines. 2 tables and 2 tool boxes containing: Tape measure, deburring tools, Knurling tools, center drills, allen wrenches, crescent wrenches, pliers, screw drivers, micrometers calipers and scale. Quick change tooling.	\$ 3,350
(1) horizontal band saw- Needed to cut steel bar stock to the length required for manufacturing the part.	\$ 15,000
(1) Vertical band saw- Needed to cut steel bar stock to the length required for manufacturing the part and doing special cuts or trimming of parts.	\$ 10,000

Quality Control Area. This area is a high precision part size verification area. Usually consisting of higher caliber of equipment to check sizes of completed parts. Quality control involves testing of units and determining if they are within the specifications for the final product. The purpose of the testing is to determine any needs for corrective actions in the manufacturing process. Good quality control helps companies meet consumer demands for better products.

Tooling needed in this area: Angle blocks, surface comparator, radius gages, machinst square, angle gage, calipers, various sizes and types of micrometers, gage height block, planer gage, sine plate, gage pins, angle plates, granite surface plate, indicators, optical comparator, telescope gage V-blocks and other types of measuring devices.	\$ 30,000
CMM (Computerized Measuring Machine)	\$ 29,000
(2) Bench grinders	\$ 600
Variable speed drill press	\$ 2,500
(25) Computers	\$ 20,000
(2) Printers	\$ 100
Desks	\$ 12,000
Software	\$ 10,000
Supplies- Endmills, Drills, Reamers, carbide inserts, special cutters and various tooling.	\$ 15,000
TOTAL ESTIMATED COST:	\$ 482,100

Cost estimates provided by Immokalee Technical College



Board of Collier County Commissioners

Donna Fiala
District 1

Andy Solis, Esq.
District 2

Burt L. Saunders
District 3

Penny Taylor
District 4

William L. McDaniel, Jr.
District 5

November 20, 2017

The Honorable Rick Scott
Governor – State of Florida
Executive Office
400 South Monroe St.
Tallahassee, FL 32399

The Honorable Governor Scott,

Florida's manufacturing industry has added approximately 59,000 jobs since you took office in January 2010! That growth has occurred throughout the state, including in Collier County, where the Bureau of Labor Statistics estimates area manufacturers have added 1,600 jobs in the past seven years.

These high-skilled, high-wage jobs are critical to diversifying our economy and ensuring that our community remains the best place to live, work and visit. However, primary employers have indicated that without additional training options it could be difficult for them to continue to grow in this community.

Collier County already has a machining program with a proven track record of teaching students the transferable skills needed to be productive team members upon hire. Since Immokalee Technical College (iTech) started its machine program, students have made valuable connections at several area manufacturers through internships and professional relationships leading to future job opportunities.

The Florida Job Growth Grant Fund Workforce Training grant would allow iTech, which is unable to expand its physical location, to expand its existing machining program at a centrally located satellite campus. The grant would also allow the school to expand its offerings, so that current employees can enhance their skill set, opening the door for more economic opportunity for our citizens.

Talent development is a tremendous asset to the local and regional economies, offering jobs and economic growth, and providing a positive impact to our region. This grant would allow Collier County to enhance its existing and future workforce through targeted training developed by employers, economic developers and regional educational experts.

As the Chairwoman of Collier County's Board of County Commissioners, I proudly support the request by The Greater Naples Chamber of Commerce for a Florida Job Growth Grant Fund for Workforce Training and respectfully ask that you approve it.

Thank you for your consideration.

Best regards,

Penny Taylor
Board of County Commissioners, Chairman
District 4 Commissioner



Office of the Superintendent
Collier County Public Schools

"Today's Learners - Tomorrow's Leaders"

November 16, 2017

Executive Office of Governor Rick Scott
400 South Monroe St.
Tallahassee, FL 32399

The Honorable Governor Scott –

A major goal of Collier County Public Schools is to make sure our students have a pathway to success after graduation. For some, that means a traditional college education; while others might favor a vocational, technical education at one of our area's technical colleges.

Understanding that there is a growing need among primary employers in Collier County for a well-trained workforce, the District recently embarked its "Career-in-a-Year" program, which exposes high school seniors to a variety of certificate programs offered at Lorenzo Walker Technical College and Immokalee Technical College (iTech).

Collier County has seen significant growth in the manufacturing sector in the past five years, and that trend is expected to continue. Primary employers have conveyed to us that, in order to continue to grow in our community, it is vital for them retain and recruit employees with the necessary transferable skill sets to be productive members of their team upon hire.

The Florida Job Growth Grant Fund would allow Immokalee Technical College to expand its machining program, which teaches recent high school graduates and adult learners the necessary transferable skill sets needed to excel, provides them with opportunities to intern at local businesses, and allows them to develop professional relationships that can lead to future job opportunities.

Talent development is a tremendous asset to the local and regional economies, offering jobs and economic growth, and providing a positive impact to our region. As a proud partner of The Greater Chamber of Commerce, Collier County Public Schools supports this application for a Florida Job Growth Grant Fund grant for Workforce Training in Collier County.

Sincerely,

Kamela Patton
Superintendent





November 2, 2017

Ms. Kristi J. Bartlett, CEcD, VP of Economic Development
The Greater Naples Chamber of Commerce
2390 Tamiami Trail North, Suite 210
Naples, FL 34103

Dear Ms. Bartlett,

On behalf of CareerSource Southwest Florida, I fully support The Greater Naples Chamber of Commerce proposal for the Florida Job Growth Grant Fund. This funding will bring greater training opportunities for the manufacturing industry to Naples and surrounding areas. Classroom training through workforce-approved institutions will be made available through our full-service Centers and satellite offices. Although it is expected that most training offered through this funding will be classroom training, other high skills workforce training may include work-based training such as Internships and On-the-Job Training (OJT) for multiple manufacturing employers.

As this effort is expected to begin in Collier County, workforce services will initially be made available through our CareerSource Southwest Florida centers in Naples and Immokalee. As it expands into surrounding areas, services will also be available through our centers in located in Clewiston, Fort Myers, and Port Charlotte, as well as, our two satellite offices in Cape Coral and LaBelle. The CareerSource Southwest Florida centers will continue to assist employers and jobseekers of Southwest Florida with labor exchange and training needs.

We look forward to working on this important endeavor and are commitment to The Greater Naples Chamber of Commerce and its partners to ensure manufacturing training is available and accessible to the communities we serve.

Please contact me if you have questions about our support for this program.

Sincerely,

A handwritten signature in blue ink that reads "Joe Paterno".

Joe Paterno, Executive Director

Solutions that work for you
p: 239-225-2500 | f: 239-225-2559
9530 Marketplace Road, Suite 104, Fort Myers, FL 33912





SouthwestFlorida
ECONOMIC DEVELOPMENT ALLIANCE

November 21, 2017

Executive Office of Governor Rick Scott
400 South Monroe St.
Tallahassee, FL 32399

The Honorable Governor Scott –

The Southwest Florida Economic Development Alliance strongly supports the attached application for the "Florida Job Growth Grant Fund" grant for Workforce Training in Collier County.

As a proud partner of The Greater Naples Chamber of Commerce, the Alliance works each day to attract businesses to Collier, Lee, Charlotte, Hendry and Glades counties. Our team aims to ensure the five-county region is viewed as the best place in America to do business, vacation, and retire after a life well lived.

The region has seen significant growth in the manufacturing sector in the past five years, and that trend is expected to continue. Primary employers have conveyed to us that, to continue to grow in the region, it is vital for them to retain and recruit employees with the necessary transferable skill sets to be productive members of their team upon hire.

The Florida Job Growth Grant Fund would allow Immokalee Technical College (iTech) to expand its machining program, which teaches recent high school graduates and adult learners the necessary transferable skill sets needed to excel, provides them with opportunities to intern at local businesses, and allows them to develop professional relationships leading to future job opportunities, at a centrally located satellite campus. The grant would also allow iTech to create new education offerings, including targeted short-term training and an advanced manufacturing apprenticeship program, aimed at enhancing employability.

Talent development is a tremendous asset to the local, regional and state economies, offering jobs and economic growth, and providing a positive impact to our region and state. As a proud partner of The Greater Naples Chamber of Commerce, the Southwest Florida Economic Development Alliance looks forward to working together on this important project and respectfully request you approve this funding request.

Best regards –

Eric Berglund
President
Southwest Florida Economic Development Alliance



November 20, 2017

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

Dear Honorable Governor Scott:

Thank you for attending our ground breaking presentation recently. You have been such a true partner in helping Arthrex continue its mission.

I wanted to personally write you and ask for your special attention to a matter. As we have discussed, Arthrex has seen such tremendous growth that we have outgrown the workforce. In fact, the entire State is in desperate need of advanced manufacturing training, but it is most evident right here in Southwest Florida. Therefore, Arthrex strongly supports the attached application for a Florida Job Growth Grant Fund for Workforce Training in Collier County.

There is no end in sight to our projected growth, nor to our commitment to reinvest into this community. But, to maintain our current growth projections, it is vital to both retain and recruit employees with the necessary transferrable skill sets that enable them to be productive members of our team upon hire. Immokalee Technical College is the only existing facility in Collier County that offers something close to the specialized training we need. It is at capacity and cannot accommodate current and future demands.

Arthrex Manufacturing, Inc. currently employs nearly 1,600 employees producing medical devices for surgeons and their patients. These clean manufacturing positions include very tight tolerance CNC machining, injection molding, clean room packaging, quality and validation processes, logistics, industrial maintenance, as well as sterilization. In order to sustain current operations, support 10-15% annual growth, as well as approximately 8% total attrition, it is essential that additional dedicated vocational infrastructure becomes available locally.

We have done our job in proving our commitment to reinvest in this community, to bring manufacturing jobs where no one has before, and to commit to the future of helping those areas of Southwest Florida so desperately in need of training. I am humbly asking you to commit to partner with this entire region by providing the Florida Job Growth Grant requested. This, along with our commitment to join in the effort, would provide the necessary funding to establish additional and more advanced options for training in the newest, hi-tech manufacturing processes and other similar industries. The grant would allow our county to enhance its existing and future workforce through targeted training developed by employers, economic developers and regional

Honorable Governor Scott
Page Two
November 20, 2017

education experts. This type of training would allow Arthrex to continue to grow our workforce and expand our footprint in Collier County and in Florida, and help those most in need of jobs in our community.

As a participating company committed to hiring these graduates and willing to provide financial and/or in-kind support for the programs, we respectfully ask that you approve this request.

Thank you for your consideration.

Best regards,



John W. Schmieding
Senior Vice President, General Counsel
Arthrex Manufacturing, Inc.



September 1, 2017

Executive Office of Governor Rick Scott
400 South Monroe St.
Tallahassee, FL 32399

The Honorable Governor Scott-

Azimuth Technology strongly supports the attached application for a Florida Job Growth Grant Fund for Workforce Training in Collier County.

As a primary employer, Azimuth Technology, generates significant revenue from outside of the county, region and state. This could not be accomplished without a well-trained and sustainable workforce.

Collier County has seen significant growth in the manufacturing sector over the past five years and that trend is expected to continue. To maintain our current growth projections, it is vital to both retain and recruit employees with the necessary transferrable skill sets that enable them to be productive members of our team upon hire. Immokalee Technical College is the only existing facility in Collier that offers the specialized training we need. It is at capacity and cannot accommodate current and future demands.

Azimuth Technology has experienced tremendous growth since it opened in 2012. In order to meet the demands of its customers, the company is currently expanding into a second location with an additional 35,000 SF - both buildings combined have over 55,000 SF of manufacturing space. Azimuth Technology currently has 143 employees and is expected to hire an additional 50 employees within the next year. The company will spend an estimated \$2500.00 or more depending on the employee's experience to train the new employees for positions in CNC Operator, Quality, Safety and other supporting roles.

The Florida Job Growth Grant would provide the necessary funding to establish an additional option for training in advanced manufacturing and other similar industries. The grant would allow our county to enhance its existing and future workforce through targeted training developed by employers, economic developers and regional education experts. This type of training would allow Azimuth Technology to continue to grow our workforce and expand our footprint in Collier County and in Florida.

As a participating company committed to hiring these graduates and willing to provide financial and/or in-kind support for the programs, we respectfully ask that you approve this request.

Thank you for your consideration.

Best regards,

A handwritten signature in blue ink, appearing to be 'Len Zaiser IV', with a long horizontal flourish extending to the right.

Len Zaiser IV
CEO
Azimuth Technology



High Temperature Custom Engineered Cables
2584 So. Horseshoe Dr.
Naples, Florida 34104-6131
(239) 643-6400 / Fax (239) 643-4230

Executive Office of Governor Rick Scott
400 South Monroe St.
Tallahassee, FL 32399

The Honorable Governor Scott-

Cable USA LLC strongly supports the attached application for a Florida Job Growth Grant Fund for Workforce Training in Collier County.

As a primary employer, Cable USA LLC, generates significant revenue from outside of the county, region and state. This could not be accomplished without a well-trained and sustainable workforce.

Collier County has seen significant growth in the manufacturing sector over the past five years and that trend is expected to continue. To maintain our current growth projections, it is vital to both retain and recruit employees with the necessary transferrable skill sets that enable them to be productive members of our team upon hire. Immokalee Technical College is the only existing facility in Collier that offers the specialized training we need. It is at capacity and cannot accommodate current and future demands.

Cable USA manufactures high performance wire and cable for energy-related markets as well as transit, aerospace, defense, communication and other industrial applications. The current employment level is at 70 full time equivalents. Over the next five years a growth rate of 5 – 7% per fiscal year is anticipated.

The Florida Job Growth Grant would provide the necessary funding to establish an additional option for training in advanced manufacturing and other similar industries. The grant would allow our county to enhance its existing and future workforce through targeted training developed by employers, economic developers and regional education experts. This type of training would allow Cable USA LLC to continue to grow our workforce and expand our footprint in Collier County and in Florida.

As a participating company committed to hiring these graduates and willing to provide financial and/or in-kind support for the programs, we respectfully ask that you approve this request.

Thank you for your consideration.

Best regards,

Executive Vice President

Jeremy Shaffer

Vice President of Finance

Richard Woodman



A member of The Marmon Group of companies



Pelican Wire Company

"The Specialty Wire Experts"

Executive Office of Governor Rick Scott
400 South Monroe St.
Tallahassee, FL 32399

October 27, 2017

The Honorable Governor Scott-

Pelican Wire Company, Inc. strongly supports the application for a Florida Job Growth Grant Fund for Workforce Training in Collier County.

As a primary employer, Pelican Wire generates significant revenue from outside of the county, region and state. This could not be accomplished without a well-trained and sustainable workforce.

Collier County has seen significant growth in the manufacturing sector over the past five years and that trend is expected to continue. To maintain our current growth projections, it is vital to both retain and recruit employees with the necessary transferrable skill sets that enable them to be productive members of our team upon hire. Immokalee Technical College is the only existing facility in Collier that offers the specialized training we need. It is at capacity and cannot accommodate current and future demands.

Pelican Wire currently employees over 85 dedicated individuals to support our continuing 20% year over year growth. As a 100% employee owned company that has been in Naples since the early 1970's, we are deeply rooted in and committed to Collier County and its manufacturing sector growth. Our focus on education and training is critical to our success, especially considering that 25% of our current workforce is aged 55 and older. This type of training would allow Pelican Wire to continue to grow our workforce and expand our footprint in Collier County and in Florida.

The Florida Job Growth Grant would provide the necessary funding to establish an additional option for training in advanced manufacturing and other similar industries. The grant would allow our county to enhance its existing and future workforce through targeted training developed by employers, economic developers and regional education experts.

As a participating company committed to hiring these graduates and willing to provide financial and/or in-kind support for the programs, we respectfully ask that you approve this request.

Thank you for your consideration.

Best regards,

Cath Maslyn

Director, Human Resources & Talent Development

Direct: 239-325-0119

Secure Fax: 239-325-0120

"Employee Owned, Customer Driven"

3650 Shaw Boulevard Naples, FL 34117
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