



## **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: McFatter Technical College and Technical High School

Federal Employer Identification Number (if applicable): \_\_\_\_\_

#### Contact Information:

Primary Contact Name: Jeanette L. Johnson

Title: Director

Mailing Address: 6500 Nova Drive

Davie, Florida 33317

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Email: Jeanette.johnson@browardschools.com

### **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.

McFatter Technical College is eagerly awaiting the opportunity to start an additional Post-Secondary Adult Vocational program as an addition to the Architecture and Construction Career Cluster. Air-conditioning, Refrigeration and Heating Technology (I470203) is listed on the FLDOE.org website and will be available to the general public; including unemployed, underemployed and those that seeking training for the first time as they leave secondary-education. The purpose of this program is to prepare students for employment or advanced training in the heating, air-conditioning, and refrigeration and ventilation industry. The opportunity for McFatter Technical College to be able to offer HVAC is an exciting venture as many calls and walk-in inquiries about a program as such has left the school with no alternative but to let prospective students seek alternative facilities for this training.

This 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 Architecture and Construction career cluster; provides technical skill proficiency, and includes competency-based applied learning that contributes to the 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 Architecture and Construction career cluster. Curriculum will delivered face-to-face at the McFatter campus with an online component which students can access off-campus via the web or in the classroom.

The content includes but is not limited to designing, testing and repairing heating, ventilation, air-conditioning and cooling (HVAC) systems.



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

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

The South Florida climate is such that someone who works in this occupation may specialize in installation, or maintenance and repair and they will have near limitless opportunities to showcase their skills to hundreds of firms. The industry is not limited to residential, but also commercial which is showcased in a tourism mecca. Hotels, marine and retail space is ample enough to have a near perfect employment rate in this field. In addition to the technical skills, 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.

These include:

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.

This program has a state curriculum framework which includes both a program and CIP number, is offered at other technical colleges and meets a demand for future students as identified by using the 2017-18 Regional Demand Occupations List. McFatter Technical College's mission to provide students with technical studies in order to prepare students to enter and remain competitive in a global workforce will be fulfilled by granting the college the opportunity to offer this program. A program such as HVAC gives the students and excellent opportunity to attain sustainable employment and acquire multiple industry certifications.



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.

The program will be able to enroll 60 students at a technical college which has not had an HVAC program in the past. These 60 students should be able to enhance their SES by completing the program and being employed in a field with an average salary of \$19.64 an hour. Using the 2017-18 Florida's Statewide Demand Occupations List, HVAC mechanic and installer opportunities will have an increase in demand by 2.2% with 1168 annual openings in the State of Florida; for those willing to expand their geographical working locale within the tri-county area, opportunities to find employment should triple. The workforce will be able to replace aging employees leaving the workforce at a rate equal to or better than employers seeking replacement as after the first graduating class; students will finish each term as enrollment will be open during each enrollment period at the technical college.

**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.

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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?

HVAC aligns with Architecture and Construction industries.

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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 does align with an occupation on the Statewide Demand Occupations List; Heating, A.C., and Refrigeration Mechanics and Installers is the identified occupation. According to the Florida's demand occupation list there will be 1,168 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.

The program will be classroom-based with an online component making up less than 49% of the delivery mode on-line students can also directly interact, in real time, via discussion boards, messaging, and posts with their on-line HVAC teacher who will be as well. The program will be delivered at McFatter Technical College which is a 32 acre campus in Davie, FL.

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

Enrollment is anticipated at 60 students with a 100% targeted completion rate; via residential, commercial and marine work, all completers will be able to find employment. After the initial class completing, it is anticipated that students will be finishing each term which translates to 15-20 prospective graduates ready to fill workforce vacancies.



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

Begin Date: January 2018      End Date: January 2019

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

McFatter Technical College advertises via radio and television ads along with a concentrated internet presence. The admissions department has counselors and career advisors that are out in the community recruiting and meeting on campus with prospective students to help them choose a program which will set them on a career path. MTC has programs for remediation to help students as well as offer support to students that may be struggling. There is a Career Center which helps students with interviewing and resume skills as well as help students with employment. The Career Center is also out in the community helping employers identify students completing MTC programs for future employment. The alumni department keep students aware of what is happening on campus and continues to help even after graduation. Many McFatter Technical College alumni become employers of our students. To further ensure sustainability, McFatter Technical College has an active School Advisory Council as well as individual program advisory committees as required by our accrediting body, COE, which meet to help ensure the college continues to maintain a high level of rigor and align our goals to the needs of industry.

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 Number 0647020106: A certificate will be issued to students completing the program as well as letters from the college director, recommendations letters from instructors and a job placement letter.

Students will be eligible to sit for the following certification exams:

HVAC Excellence Employment Ready - Heat Pump - HVAC Excellence

HVAC Excellence Employment Ready - Air Conditioning - HVAC Excellence

HVAC Excellence Employment Ready - Light Commercial Air Conditioning - HVAC Excellence

HVAC Excellence Employment Ready - Electric Heat - HVAC Excellence

HVAC Excellence Employment Ready - Light Commercial Refrigeration - HVAC Excellence

HVAC Excellence Employment Ready - Gas Heat - HVAC Excellence

HVAC Excellence Employment Ready - Electrical - HVAC Excellence

Air Conditioning Service Technician - North American Technician Excellence

Air Conditioning Installation Specialization - North American Technician Excellence

Air to Air Heat Pump Installation Technician - North American Technician Excellence

Air to Air Heat Pump Service Technician - North American Technician Excellence

NCCER HVAC - Level 4 (Postsecondary) - National Center for Construction Education & Research (NCCER)

A/C Refrigeration Certification - American Boat & Yacht Council



I. Does this project have a local match amount?

Yes  No

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

\_\_\_\_\_

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

\_\_\_\_\_

### 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	\$ 365,000	
Personnel	\$ 142,000	
Facilities	\$ 45,000	
Tuition	\$ 274,500	
Training Materials	\$ 19,200	
Other	\$ _____	Please Specify: _____
<b>Total Project Costs</b>	<b>\$ 845,700</b>	

B. Other Workforce Training Project Funding Sources:

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

**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.

Upon notification of the DEO grant approval and the amount awarded, purchase orders will be created to purchase equipment to run the program which includes: trainers, a/c units of many types, refrigerators, ice machines, tools and computers equipment. Work orders will be requested to retrofit the space as additional electricity will be needed to run equipment and lockable tool and supply facilities will need to be built. Furniture will be ordered to set up the classroom space as well as work spaces within the lab. Two instructors will be hired

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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)?

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

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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.

School Board meetings are held twice monthly, on Tuesdays.

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- 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.

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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: McFatter Technical College and  
Technical High School

Name and Title of Authorized Representative: Jeanette L. Johnson, Director

Representative Signature: \_\_\_\_\_

Signature Date: \_\_\_\_\_

