



## 2018-2019 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. If additional space is needed, attach a word document with your entire answer.

### Entity Information

Name of Entity: College of Central Florida

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

Primary Contact Name: Mr. Matt Matthews

Title: Director, Resource Development & Accreditation

Mailing Address: 3001 SW College Road

Ocala, FL 34474

Phone Number: 352-854-2322 ext. 1566

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Secondary Contact Name: Dr. Rob Wolf

Title: Dean, Business, Technology & Workforce Development

Phone Number: 352-854-2322 ext. 1281

### Workforce Training Grant Eligibility

Pursuant to 228.101, 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:

(If additional space is needed, attach a word document with your entire answer.)

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.  
See attached narrative

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

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

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D. Describe how this proposal supports a program(s) that is offered to the public?  
See attached narrative

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

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

Yes       No

See Attached narrative

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

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## 2. Additional Information:

(If additional space is needed, attach a word document with your entire answer.)

- 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 narrative

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- B. Does the proposal align with Florida's Targeted Industries?  Yes  No  
([View Florida's Targeted Industries here.](#))  
If yes, please indicate the specific targeted industries with which the proposal aligns.  
If no, with which industries does the proposal align?

See attached narrative

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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 Occupations List here.](#))  Yes  No

If yes, please indicate the specific occupation(s) with which the proposal aligns.  
If no, with which occupation does the proposal align?

See attached narrative

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- 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.

See attached narrative

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- E. Indicate the number of anticipated annual enrolled students and completers in the proposed program.

See attached narrative

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

Begin Date: 01/01/2019

End Date: 12/31/2023

See attached narrative

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- G. Describe the plan to support the sustainability of the program after grant completion.

See attached narrative

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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 and the percent of completer in each code, corresponding with Section E.

See attached narrative

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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 (Do not include in-kind).

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

### 3. Program Budget

(If additional space is needed, attach a word document with your entire answer.)

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

1.) **Total Amount Requested**      \$ 3,629,724.00  
 Florida Job Growth Grant Fund

2.) Other Workforce Training Project Funding Sources:

City/County                              \$ \_\_\_\_\_  
 Private Sources                         \$ \_\_\_\_\_

Other (grants, etc.)                    \$ \_\_\_\_\_  
 Total Other Funding                    \$ \_\_\_\_\_

Please Specify: \_\_\_\_\_

3.) Workforce Training Project Costs:

Equipment                                \$ 1,439,005.00  
 Personnel                                 \$ 1,748,140.00  
 Facilities                                 \$ \_\_\_\_\_  
 Tuition                                     \$ 300,000.00  
 Training Materials                      \$ 92,579.00

Other                                        \$ 50,000.00  
**Total Project Costs**                    **\$ 3,629,724.00**

Please Specify: see attached

**Note:** The total amount of the project should equal the total amount requested plus the total other funding.

- 4.) 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 budget narrative

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#### 4. Approvals and Authority

(If additional space is needed, attach a word document with your entire answer.)

- 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)?

Attachment 1

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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.
- ii. State whether entity is willing and able to hold special meetings, and if so, upon how many days' notice.

Attachment 2

The DBOT is willing to hold a special meeting with 14 days prior notice.

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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.

Attachment 3

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WORKFORCE TRAINING GRANT PROPOSAL

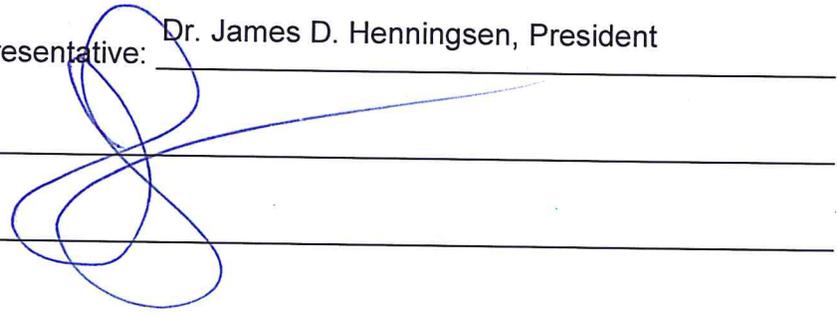
I, the undersigned, do hereby certify that I have express authority to sign this proposal on behalf of the above-described entity and to the best of my knowledge, that all data and information submitted in proposal is truthful and accurate and no material fact has been omitted.

Name of Entity: College of Central Florida

Name and Title of Authorized Representative: Dr. James D. Henningsen, President

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

Signature Date: 10-5-18

A handwritten signature in blue ink, consisting of several overlapping loops and a long horizontal stroke extending to the right, positioned over the signature line.

## 1. Program Requirements

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

The Central Florida Workforce Initiative (CFWI) proposed by the College of Central Florida (CF) will create new degree programs including, Postsecondary Adult Vocational (PSAV), College Credit Certificates (CCC), and Associates of Science (A.S.) degrees to address the community workforce needs. CF will collaborate with multiple local businesses that service the area to increase the number of graduates with industry-recognized credential and degrees required to enter and advance in the workforce. Training and education will utilize both traditional and non-traditional methods in advanced manufacturing, health care and the agrotronics fields to allow graduates to enter and advance in high skill/high wage (HSHW) positions (Table 1&2).

CF serves a predominantly rural, tri-county population in Northcentral Florida. Our service area population of 516,000 includes large pockets of severely low-income households. The area has a per capita income that is 65% to 82% of the national average and poverty rates that are 109% to 153.9% of the national average (2010 Census). The communities CF serves also have lower levels of education and higher rates of unemployment than the Florida average. Our service area averages 16.7% of residents having a bachelor's degree and an unemployment rate of 7.1% compared to the statewide averages of 26.4% of residents with bachelor's degree and 6% unemployment (2010 census and 2014 Bureau of Labor statistics). Residents speak a language other than English at home in 9.8% of tri-county homes (2010 census); about 14% of residents lack basic literacy skills (2003, National Center for Education Statistics).



CF was established in 1957 when community leaders and citizens envisioned an educational resource that would help Marion, Citrus and Levy counties grow and prosper. In 1958 Hampton Junior College opened as one of the first black two-year colleges in Florida, and in 1966, the colleges merged. Today, CF has six total locations across Marion, Citrus and Levy counties, with its main campus located in Ocala in Marion County. College operations are governed by the State of Florida through the CF District Board of Trustees, whose members represent all three counties. CF is accredited by the Southern Association of Colleges and Schools Commission on Colleges to award associate and baccalaureate degrees. The college served 13,108 people in 2013-2014 with credit and non-credit courses and programs.

The mission of CF is to provide access to high quality, high value baccalaureate degrees, associate degrees, certificates and diplomas and promote the economic, social and cultural development of our community. CF values empowerment (cultivating individual and collective

strength), engagement (being fully present and involved in the success of our students, faculty, staff and community) and excellence (committing to the highest standards of academic quality, performance and service).

The introduction of new programs and the expansion of existing ones is in response to Ocala/Marion County Chamber & Economic Partnership (CEP) most recent initiatives to address the needs to the top ten employers in Marion County<sup>i</sup>, addressing deficiencies that CLM Workforce Board Region 10 identified, as well as growing occupations and industries as defined by Florida Department of Economic Opportunity for region 10. The initiative will increase efforts to move under and unemployed individuals into HWHS jobs in the community primarily in the following industries: health sciences, engineering, advanced manufacturing, robotics, and agrotechnics fields (greenhouse operations, irrigation, aquaculture, and aquaponics)<sup>ii</sup>.

The majority of the engineering, agrotechnics, robotics and advanced manufacturing programs will be offered to students as CCCs, which will be accompanied by state and national credentials. A.S. degrees will allow students to transfer to other state colleges, with the state and national credentials, to further their education. Health science programs will be limited access (12 to 15 students per program) and offer A.S. degrees in dental hygiene and diagnostic sonography and Advanced Technical Certificate (ATC) in cardiovascular technology. Dental hygiene will have two tracks: a bridge program for individuals that have attained their Dental Assisting certification, and a general program for those that have no dental experience or certifications.

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

Majority of the educational programs will be offered at CF's Ocala Campus, some courses may be offered online, or as hybrids and/or traditional classroom setting. Prerequisites for the health science courses are offered at all three campuses, so are most general education courses. In addition, the programs will be offered to local high schools that CF is partnered with, which will allow them to begin their course work towards their A.S., and/or complete industry certifications and CCC that are stackable and transferrable if they want to pursue an associates at a later time. Programs will range in time they will take to complete, most of the CCC offered in engineering and technology can be completed in a year or less, the A.S. programs are designed to be completed in two years full time (six semesters), and the ATC is a yearlong advancement credential for either someone who is a practicing Registered Nurse (RN) and/or diagnostic sonography credentials.

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

Like other parts of Florida local employers would prefer to hire individuals that live in the region or at the very least in the state of Florida, but that has become difficult due to the

increasing in credentialing requirements of major manufacturing and agricultural business in Region 10. Therefore, creating certificates and associate degree programs that can be completed in one to two years and obtaining certifications which can be transferable among employers is the goal of this initiative.

This project addresses the needs of numerous employers throughout Marion, Levy, and Citrus in a broad range of industries and professional occupations, which have been identified by Ocala/Marion County Chamber & Economic Partnership (CEP), CLM Work Force Region 10, Economic Development Authority for Citrus County, and Nature Coast Business Development Council of Levy County.

**Engineering Technology Electronics Specialization (A.S., *New program*):** The program will prepare students to enter the field of Electronics as an Electronics/Electrical Engineering Technician that will have a background in not only electronics and electrical principles but also digital fundamentals, solid state, and basic robotics. The skills learned in this program will help individuals meet the demands required to maintain and troubleshoot high-tech electronic equipment. The core courses for this program are aligned with the Manufacturing Skills Standards Council's (MSSCN) Certified Production Technician (CPT) certificate, so students that complete the program are eligible to take the MSSC's Certified Production Technician exam. Additionally, the Electronics Specialization will include the following industry certifications: Electronics Technician Association International (ETAIN) and International Society for Certified Electronics Technicians (INCET).

**Engineering Technology: Basic Electronics Technician and Electronics Aide (CCC):** A study conducted by the Manufacturing Institute and Deloitte found that the United States (U.S.) is facing a major skill gap relating to manufacturing, which they predict by 2025 there will be about two million unfilled advanced manufacturing positions across the U.S. The Mid-Florida Regional Manufactures Association (MRMA) conducts annual reports that address characteristics of the region's economy, demands for advanced manufacturing, industry growth, industry changes, and size of establishments, wages, and risk factors based upon the type of manufacturing. In 2015, Mid-Florida regional manufacturing jobs were dominated by transportation equipment, machinery, and nonmetallic mineral manufacturing, which represents about 44% of the 10,000 manufacturing positions in this region and are categorized as durable manufacturing. This program would be designed to fit the needs of the one of the largest manufacturing companies in Marion County, Lockheed Martin Cooperation that currently has over 1,000 employees, and the other manufacturing companies that employ between 51-500 works (13.4% of the manufacturing in the area). Furthermore, the demand for electrical and electronic aide (electro-mechanical, industrial, mechanical, with the exception of drafters) is growing (average of 2.2%). The Mid-Florida region has about 40% of its manufacturing industry employment in advanced manufacturing sector, which is below the U.S. (46.8%) and Florida (49.7%); this below average figure

depicts lost opportunities for innovation, productivity, and HSHW manufacturing jobs. The electricians aide program CF is proposing would not only fulfil the needs of Mid-Florida region but also increase the number of employees that would be classified as HSHW workers. Industry credentials that graduates will be eligible for are: ETAIN, and INCET.

**Advanced Manufacturing: Digital Manufacturing (A.S.), Digital Manufacturing Specialist (CCC, embedded), (New programs):** Students will develop their occupational skills related to computer design, manufacturing, automation tools, and ability to create custom parts with computer software. This program that will prepare students to join the workforce in areas such as rapid prototyping, digital manufacturing, industrial design, product design, mechanical drafters, technicians, or detailers in various specialized areas of industry that use computer numeric control (CNC) machining, CAM, and additive or digital manufacturing technologies. Due to the magnitude of this program student will be able to sit for numerous industrial certification exams including but not limited to: ADESK, IHKBZ, CNC Machinists, National Institute for Metalworking Skills (NIFMS), and SOLID.

**Advanced Manufacturing: Rapid Prototyping Specialist CCC (new program), under Digital Manufacturing (A.S., not embedded):** This certification will lead to entry level positions in production, manufacturing, distribution, and engineering research and developmental facilities, thus allowing students to enter HSHW jobs after completion. This certification is not only advantageous to individuals looking to enter the field but, also for current employees that are interested in further education and career advancement. By completing this certificate, the students will provide the technical expertise for the engineering activities of industry in planning, designing, and detailing for Rapid Prototyping. This certificate utilizes the 3-D printers and CNC machines for the solid modeling design process and development of the final product. Upon completion of the certificate students will be able to take the following certifications exams: ADESK, DigitalQuest, Inc. (DIGIT), IHKBZ, CNC Machinists, NIFMS, and SOLID.

**Advanced Manufacturing: Specialization in Digital Design & Modeling (A.S), and Computer-Aided Design & Drafting (CADD) CCC (New programs):** The projected demand for architectural and civil drafters in the region is 8.1%. The A.S. degree will prepare students for a career as a Digital Design and Modeling technician. The CADD certificate will prepare students for entry level positions related to Solidworks and AutoCAD. Students will learn various CAD software such as AutoCAD, Inventor, and Solid works, in the creation 3D Parametric and solid models for design and analysis. The specialization is aligned with numerous industry certifications including but not limited to (on top of support certificate credentials): ADESK (multiple), American Design Drafting Association (AMDDA), IHK-Bildungszentrum, and SOLID.

**Advanced Manufacturing: Mechanical Designer and Programmer (expansion), and Design and Fabrication Specialization (new A.S. program):** As previously mentioned

durable manufacturing dominates Mid-Florida region, with about 76.5% of the work force in this type of manufacturing, which is about 9% higher than the state average of 67.9%. Durable manufacturing positions are higher wages, which fits into the goals of CFWI by providing individuals currently in the industry with further education and providing them with specific skills and certifications needed to enter the advanced manufacturing industry. The Mechanical Designer and Programmer CCC will allow completers the opportunity to gain credentials in: ADESK, CNC, IHKBZ, NIFMS, and SOLID.

**Advanced Manufacturing: CNC Machinist Operator/Programmer (CCC).** This college credit certificate program offers a sequence of courses to prepare students for entry-level computer numeric control machining positions within the manufacturing industry. Content includes, but are not limited to, safety and quality practices, familiarity with computer-aided drafting/computer-aided manufacturing software, proper use of hand tools, and maintenance and operation of manual machining and computer numeric control (CNC) equipment. Students interested in this particular aspect of working with CNC Machining will primarily be creating and evaluating blueprints to identify correct part dimensions and reconfigurations that will lead to setting programs to create specific tools and items. This certificate will focus more on the programming side than the CNC Machinist/Fabricator which will focus more on executing and reevaluating programs as needed.

**Advanced Manufacturing: CNC Machinist/Fabricator.** The course work is designed to teach students how to set up a wide variety of machines, develop and oversee new programs, evaluate and draw blueprints to identify correct part dimensions and tool path configurations. Upon completion of this certificate students will be able to set up a variety computer controlled machines including but not limited to lathes, cutters, shears, borers, millers, grinders, presses, drills, and auxiliary machines that produce precision metal parts, instruments and tools. Due to their skill level upon completion they may enter the job force in the following rolls: CNC machine setter, CNC machinist, CNC operator, cell machine operator, machine operator, machine technician, machinists, setup person, operator, and/or tool maker. The industry certifications that will be attainable with this CCC are CNC SI, IHKBZ, and NIFMS.

**Advanced Manufacturing: CNC Machinist Operator/Programmer (CCC).** This college credit certificate program offers a sequence of courses to prepare students for entry-level computer numeric control machining positions within the manufacturing industry. Content includes, but are not limited to, safety and quality practices, familiarity with computer-aided drafting/computer-aided manufacturing software, proper use of hand tools, and maintenance and operation of manual machining and computer numeric control (CNC) equipment. Students interested in this particular aspect of working with CNC Machining will primarily be creating and evaluating blueprints to identify correct part dimensions and reconfigurations that will lead to setting programs to create specific tools and items. This certificate will focus more on the programming side than the CNC Machinist/Fabricator

which will focus more on executing and reevaluating programs as needed. The industry certifications that will be attainable with this CCC are CNC SI, IHKBZ, and NIFMS.

**Agrotronics Industrial Technician CCC and A.S. Specialization (new program):** The agrotronics technician program offers students the option to specialize beyond general agriculture. The foundation for the Agrotronics Industrialization Certificate is mechatronics core coursework in combination with introduction to three common areas in agriculture throughout the Mid-Florida region soil science, animal science, and irrigation. This program is designed to meet not only the agricultural and technological needs for Marion, Citrus and Levy counties but also to provide the state of Florida new and innovative techniques used in farming. The program will allow students to complete stackable certifications including but not limited to: Packing Machinery Manufacturing Institute (PMMI) Level 1 and 2 certifications, FANUC America Corporation (FANUC), MANSI, MSSCN, ADESK, and SOLID, Agricultural Education Services and Technology Inc. (FLFBR), and Agricultural Education Services and Technology Inc. (FLFBR).

**Advanced Welding Technology: Pipe Welding, PSAV (new program):** Currently, pipe welding and welding technologies are growing fields in the region. This program will fill the demand for positions such as, pipe layer; plumber, pipefitter, and steam fitter (14.6% growth); helpers/aides to plumber, pipefitter, and steam fitter (12.6% growth); and welders, cutter solderers and brazers (5.9% growth). The program offers a sequence of courses that provide rigorous and relevant technical skills needed to prepare for a career in the pipe welding industry. This certificate allows students to continue their skill development beyond the current Applied Welding Technologies PSAV certificate program where completers earn four industry recognized credentials including: shield metal arc welding (SMAW), Gas Metal Arc Welding (GMAW), Flux Core Arc Welding (FCAW), and AWS D1.2 Structural Welding Aluminum. Advanced welding is an additional 750 contact hours focused primarily on pipe welding techniques. Upon completion of the Welding Technology-Advanced certificate program students can attain AW b2.1 SHAW 6G pipe welding certification and ASME 6G Gas Tungsten-Arc Welding (GTAW), thus preparing graduates for high-level welding positions within the industry.

**Dental Hygiene A.S. - bridge program (new program):** Considering there is a high demand for dental hygienists throughout the state of Florida, unsurprisingly CF's service region is also experiencing high rates of growth in this field (19.5%). Presently, CF offers dental assisting as an A.T.D. and an A.S. (combination of A.T.D. dental assisting coursework and administrative courses). CF would offer a bridge program for dental assistant to dental hygienist that would take 15 months to complete, full time (four semester program totaling 68 hours, 38 core coursework hours). In conjunction with the bridge program CF would also offer an independent Dental Hygiene A.S. Both programs would be limited access meaning

students must complete the 15 credit hours of prerequisites prior to applying; only 12-15 students would enter in each cohort, and there will not be rolling admissions.

**Dental Hygiene A.S. - non-bridge/traditional (*new program*):** Like most other dental hygiene programs in the state of Florida CF's program would be limited access and will take about two years of fulltime coursework for students to complete the program (six semesters, 88 hours of course work, 58 hours of core classes) . CF would implement the traditional dental hygiene program one year after implementation of the dental hygiene bridge program.

**Diagnostic Medical Sonography A.S. (*new program*):** The diagnostic medical sonography A.S. will be created to meet the growing demand for diagnostic medical sonographers across a broad spectrum of healthcare organizations throughout the region and state of Florida. The projected growth from 2017 to 2025 for the region is 24.4%. The program will be offered yearly, with the cohorts entering in fall. The program will consist of 77 credit hours of core coursework beyond the 12 credit hours of prerequisites and 12 hours of general education. Completers of this program will be able to sit for the Sonography Principles & Instrumentation (SPI) exam governed by the American Registry for Diagnostic Medical Sonography (ARDMS), and American Registry of Radiologic Technologist (ARRT) in Sonography.

**Diagnostic Medical Sonography Specialization (CCC):** The diagnostic medical sonography CCC will be created to meet the community and state demands for diagnostic medical sonographers, it is a one year full-time program that is available for clinicians that possess an A.S. in an Allied Health field. The program is designed to be taken over four semesters (47 credit hours) that can be completed in one year. This type of program is ideal for the community and CF due to our strong nursing program and relationships with healthcare organizations, which could lead to employers sending nurses to complete this degree to fill their demands. Completer of the programs will be able to sit for both ARDMS and ARRT examinations that lead to credentialing and becoming licensed in the field.

**Advanced Technical Certification (ATC) in cardiovascular sonography (*new program*):** CF projects that the demand for cardiovascular technicians will grow by over 23.2% by 2025. The ATC in cardiovascular sonography certificate would be a limited access program (12 to 15 students per cohort); in order to gain entrances into this program one must possess a sonography degree. The program will be offered yearly, and a diagnostic medical sonography could complete this program immediately after graduating. Upon successful completion of coursework and having passed the SPI examination the students will be able to sit for Cardiovascular Credentialing International (CCI) Registered Cardiovascular Invasive Specialist (RCIS) exam, ARRT Vascular Sonography credentialing exam, ARDMS SPI exam, and the Adult echocardiography AE exam through ARDMS.

**D. Describe how this proposal supports a program(s) that is offered to the public?**

As provided for in Florida Statute 1004.65, the College of Central Florida is an open-access institution. Admission for college credit studies is open to all high school graduates. Most degree programs at CF require an earned high school diploma, a signed affidavit attesting that the student has completed a home education program pursuant to the requirements of F.S.1002.41 or GED. No applicant will be refused admission on the basis of race, age, ethnic background, religious preference, disability or gender. In order to maintain the college ideals of scholarship and demeanor, the right is reserved to deny admission to applicants for any reason which is deemed to be in the best interest of the college.

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

CF is the lead applicant for this project; we are committed to providing quality and affordable higher education programs that are accessible to our region. The creation of new and expanding program is not only to meet workforce region 10 growing demand for HSHW works but also the state as a whole. The project closely aligns with CFs strategic priorities:

- 1) Champion Student Learning and Success<sup>iii</sup>
  - a. Identify and expand new or existing programs as defined by regional HWHS areas and demonstrated community need.
  - b. Implement a strategic enrollment management plan to effectively guide the students through each phase of the college experience from recruitment through graduation.
  - c. Increase new programs and align with or expand existing programs.
  - d. Placement rates that meet or exceed state average.
  - e. Increase in state licensure and certification pass rates.
  - f. Number of industry certifications.
- 2) Strengthen Collaboration and Partnerships<sup>iv</sup>
  - a. Strengthen partnerships with economic development agencies and Workforce Connection to identify and address unmet labor needs through specialized training.
  - b. Enhance community and K-12 partnerships to develop a college-going culture.
  - c. Improve community partnerships to promote economic, social, and cultural development.
  - d. Expand pathways to four-year degree credentials.
  - e. Increase in number of students served through specialized workforce training programs to include areas of need.
  - f. Maintain or increase dual enrollment participation.
  - g. Maintain and align strong community partnerships.

- h. Strengthening of partnership through annual review of articulation agreements to maximize effectiveness.
- 3) Demonstrative Value<sup>v</sup>
- a. Develop and market CF brand to support student access and completion.
  - b. Maintain status in the top 120 colleges for quality in the country.
  - c. Maintain status in the top 10% of affordable colleges in the country.
  - d. Improve student satisfaction.
  - e. Improve student diversity
  - f. Graduation rates that meet or exceed state average.
  - g. Placement rates that meet or exceed state average.
  - h. Change in average wage of graduates employed in Florida within a year of completion.
  - i. Development and implementation of recruitment plan.

All courses and programs will have instructional integrity by meeting The Florida College System standards of excellence, and will fit into frameworks that lead to student success. Determination of degree and certification requirements involves adhering to state laws and regulations, curriculum frameworks, accreditation requirements, intended application of the certification and/or degrees after completion or graduation, transfer requirements, and business and industry demands. The programs that the state has established a curriculum framework for will be met entirely, including the number of credit or clock hours prescribed in the framework.

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

As provided for in Florida Statute 1004.65, the College of Central Florida is an open-access institution. All employed, unemployed and underemployed individuals will be provided access to the proposed programs. Additionally, CF will provide program support, student services and veteran services as well as all federal financial aid opportunities afforded to current students enrolled at the college.

**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 in the community, region or state associated metrics used to measure the success of proposed training**

CF will collaborate with multiple local businesses that service the area to increase the number of graduates with industry-recognized credential and degrees required to enter and advance in the workforce. Training and education will utilize both traditional and non-traditional methods in advanced manufacturing, health care and the agtronics fields to allow graduates to enter and advance in high skill/high wage (HSHW) positions. The new

projects and expanded programs would give completers the option to fulfill approximately 1,700 high demand occupations that are anticipated within the next 5 years.

In addition, the top three industries by demand relating to the new and expanded programs in Region 10 are: Building and Grounds Cleaning and Maintenance Skilled Occupations (25.7%); Construction and Extraction Skilled Laborers and Workers with (21.6 %); and Skilled Installation, Maintenance, and Repair Occupations (20.7%). The top three highest paid industries that graduates of CF's new and expanded programs will be trained for thru this initiative are: Healthcare Technical Occupations across five technician occupations with a mean wage of \$27.02; Architecture and Engineering Technician Occupations with a mean wage of \$22.19; and Skilled Installation, Maintenance, and Repair Occupations with a mean wage of \$21.75.

### **Additional information:**

#### **A. Is this an expansion of an existing training program, or new program?**

The majority of the programs are new training (CCCs and PSAVs) and associate degree level programs to prepare students to enter HSHW positions throughout workforce region 10. All of the health science programs are new ranging from a CCC or an A.S. in diagnostic medical sonography, both a traditional and bridge dental hygiene program, and an ATC in cardiovascular technology. Each of these programs is unique because they not only address the regional needs but also an increasing state wide demand for healthcare professionals. The primary reason CF would offer variations of the discipline is the requirements to enter the programs vary, by adopting this model offering both an A.S. and CCC or ATC we are giving students that already have some credentials or experience gain further credentials at a faster rate, which will allow them to return to the workforce at a faster pace.

The engineering technology programs are both new programs and expansions upon existing ones. The programs that will be expanding are mechatronics (specialization and CCC) and mechanical designer and programmer due to new programs that will be utilizing some of the same coursework like agrotronics and electronics aide. Agrotronics is a unique program because it is not presently offered in the state of Florida, which is a major agricultural producer; this program will be unique to the state by focusing the agricultural courses on regional demands while utilizing mechatronics and engineering core coursework to integrate the study of agriculture and mechatronics. The electronics aide program is being created to fit specific regional demands for HSHW manufacturing positions. The computer-aided design technical civil and architectural program is being created due to rapid growth of positions for drafter, architectural, civil, and industrial engineering technicians in region 10; additionally, this program is designed to be completed in one year and local businesses in Marion County have already shown an interest in this program and the graduates from it.

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

Agriculture  
Health Sciences  
Life Sciences  
Advanced Manufacturing  
Architecture  
Engineering Technology

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

Yes. (See Table 3)

**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 method of delivering training and education will primarily be classroom-based with hands on training facilitated by an instructor. The classroom-based programs will primarily be offered by CF at the Ocala Campus, with the exception of advanced welding that will only be offered at the Levy Campus. The prerequisites courses that are required for all limited access health science programs are offered at all three campus (Levy, Citrus, and Ocala), so students could complete the prerequisites at the most accessible campus, then apply to one of the new health science or existing health science programs.

CF offers the course work both in the classroom and online, but all hands on work must be completed in the open lab, which allows students the ability to utilize lab equipment at their leisure. The health science programs will be traditional in classroom with labs that provide students with hands on learning.

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

See Table 4

Project Enrollment (Year 1-5): 1589 (duplicated), 1227 (unduplicated)

Project Completers (Year 1-5): 1202 (duplicated), 974 (unduplicated)

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

See Table 5

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

The project is ambitious, yet attainable and the staggered timeline will allow CF to appropriate resources and funding to maintain sustainability. A number of factors contribute to the sustainability of the proposed project. Deliberate planning, regular and frequent face-to-face meetings involving department heads, a clear vision and mission, community partnerships and cooperation, as well as establishing goals that are specific, measurable, attainable, results-oriented, and timely (SMART goals). Existing relationships have resulted in truly transparent and collaborative community partnerships. The program design and implementation plan responds to identified needs within the region (10). CF has a demonstrated capacity to provide the leadership necessary to implement and manage large grant projects, such as the two current long-term federally funded U.S. Department of Education TRIO programs and Title III grant and past U.S. Department of Labor TAAACCT grant.

Project funding will allow CF to investment in needed capital equipment to implement the proposed programs. This is a long term investment, the equipment is expected to be productive well into the future (at least 10 years), fully institutionalized with ongoing maintenance and upkeep fully integrated into CFs regular operating budget.

Increased capacity of both health sciences and engineering technology will provide the opportunity for increased program enrollments, thus generating revenue in the form of tuition and fees.

**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.**

See Table 6

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<sup>i</sup> Ibid.

<sup>ii</sup> Tom Morrison et al., "Boiling Point? The Skills Gap in U.S. Manufacturing," Deloitte, 2011, accessed May 21, 2018, file:///E:/Users/gremanid/Downloads/us-indprod-pip-2011-skills-gap-report-01142011 (1).pdf.

<sup>iii</sup> Sandra Balfour et al., "Strategic Plan 2013-2018," Inside.cf.edu, 2014, 6, accessed June 5, 2018, [https://inside.cf.edu/collegewide/plans/Strategic Plans/2013-2018 Strategic Plan/2013-2018 Strategic Plan Website FINAL.pdf](https://inside.cf.edu/collegewide/plans/Strategic%20Plans/2013-2018%20Strategic%20Plan/2013-2018%20Strategic%20Plan%20Website%20FINAL.pdf).

<sup>iv</sup> Sandra Balfour et al., "Strategic Plan 2013-2018," 7

<sup>v</sup> Ibid., 10

**1A. Program Requirements: Provide the title and a detailed description not the proposed workforce training.**

Table 1: Advanced Manufacturing/Engineering Technology Career Possibilities

<b>Table 1: Citrus, Marion, &amp; Levy County Job Type and Employers Advanced Manufacturing</b>		
<i>County</i>	<i>Job Type</i>	<i>Employers</i>
Marion <sup>v,v</sup> County	Electronics Technician	E-ONE, Lockheed Martin, Securus Technologies, FedEx Ground, Marion County Board of Commissioners, FM Meat Products, and Marion County
	CNC/Machinist	Ofab, Inc., Lockheed Martin, Winco, Mfg. LLC, JIT CNC Machining, Marion Precision Tool, Inc., and Cardinal Glass Industries Inc.
	AutoCAD + Drafting	American Panel Corp., Kimley-Horn & Associates, Inc., The Villages Technology Solutions Groups, Aerotek, Right Power Corp., SPX FLOW, Custom Window Systems Inc., Contemporary Interiors, TriMech Services, Rathbone Precision Metals, Dimension Works, and The Structures Co. LLC
	Engineering Technicians	FM Meat Products, Kimley-Horn & Associates, Inc., City of Ocala, Lockheed Martin, E-ONE, Insituform Technologies LLC, Hamilton Products, Inc., The Structure Co. LLC, and SIBE Automation
	Maintenance Workers	FedEx Ground, E-ONE, chewy, Insituform Technologies LLC, US Water Service Corp., Manux Properties Inc., The Collier Co., Silver Springs Bottled Water Co., Mechanics Hub, Cardinal Glass Industries Inc., Duke Energy., and Ameritrust Residential Services
	Agricultural Workers/Agrotronics	FM Meat Products, Marion County Board of Commissioners, State of FL, Seminole Fence Co., Work Equestrian Center, Tibbetts lumber Co., LLC, Silver Springs Bottled Water Co., ASG Solutions, Premier Area Horse Farm, Blue Star Resort & Gold, Coca-Cola Bottling Co., Cone Distribution Inc., Ocala Breeders Feed and Supply, Southeast Milk, Inc., The Earthly Way, KMC Citrus Enterprises, Inc., and A & C Exteriors Inc.
	Factory Workers	E-ONE, Chewy, Insituform Technologies, LLC, Winco Mfg., LLC, Lockheed Martin, Highway Systems, Inc., American Panel Corp., PepsiCo, SIBE Automation, Ofac, Inc., Solid Covers Inc., B & S Trailer Manufactures Inc., Exquisite Designs Kitchen & Bath, ClosetMaid, Cavco Industries Inc., SIBE Automation, Fidelity Mfg., and Trailers USA Inc.
Skilled Trades	Magma Granite & Marble, ALIEN Engineering Products, B&T Metal Works, Inc., Rathbone Precisions Metals, Inc., E-ONE, Insituform Technologies LLC, Winco, Mfg. LLC, Cardinal Glass Industries, Inc., FM Meat Products, Silver Springs Bottled Water Co., Duke Energy, Ofab, Inc., Express Employment Professionals, ESD Waste2Water Inc., Solid Covers Inc., B&S Trailer Manufacturers, Inc., Exquisite Designs Kitchen & Bath, U Dump Trailers LLC, SPX Flow, SGF Global, Profess Rail Services Corp., Contemporary Interiors, Commercial Industrial Corp. Fidelity Mfg., Krausz Industries, Simar Industries, Inc., and Southern Marble Mfg. Inc.	
Citrus <sup>v,v</sup> County	Electronics Technician	Power Designers Sibex, C.E.M. Solutions, Duke Energy, Technology Conservation Group Inc., and Bartech Group
	CNC/Machinist	MadStad Engineering, Intrepid Machine, Inc., City of Crystal River, Waste Connections US, Inc., Giant Promotions, and PRT Staffing
	AutoCAD + Drafting	Spencer-Ogden, PRT Staffing, Planet Forward, and Bartech Group
	Engineering Technicians	Woodards & Curran, Applied Technical Services Inc., Power Designers Sibex, Duke Energy, and Bartech Group
	Maintenance Workers	Power Designers Sibex, US Water Services Corp., and Homosassa River RV Resort
	Agricultural Workers/Agrotronics	US Water Services Corp., State of FL, Charah, Inc., Woodard & Curran, Hugh Exterminators, Moretrench, Black Diamond Ranch, Tractor Supply Co., MWM Lawn & Landscape, LLC, Redcon Solutions Group, and FL Best Blueberry Farm
	Factory Workers	Power Designers Sibex, Pike Corp., Trubine Broach Co., TCG Recycling, DCI Countertops, Giant Promotions, and LKQ

	Skilled Trades	Moretrench, DCI Countertops, Charah Inc., All Face Framing & Construction, Charah, Inc., Chippewa Resources Inc., The Lane Construction Corp, Popiech Contracting, Inc., Barrette Outdoor Living, and BKW Construction LLC
Levy <sup>v,v</sup> County	Electronics Technician	Central Florida Electric Cooperative, Inc., Alliance Dairies, and ANCORP
	CNC/Machinist	ANCORP, Well Built Industries, Monterey Boats, Theissen Training Systems, Inc. and Shadow Trailers Inc.
	AutoCAD + Drafting	People’s Trust Insurance, ANCORP, Monterey Boats, and Spencer-Ogden
	Engineering Technicians	DAB Construction, Well Built Industries, ANCORP, Theissen Training Systems, Inc., and Spencer-Ogden
	Maintenance Workers	Alliance Dairies, Rode Groundcovers, Vesta Property Services, ANCORP, Davey Tree, and Rank Quality Restaurants, LLC.
	Agricultural Workers/ Agrotronics	Rode Groundcovers, Davey Tree, Ag-Pro Co., Tractor Supply Co., Quincey Cattle Co., Williston Timer Co. Inc., Marshall Tree Farm Inc., Alliance Dairies, Cedar Key Aquaculture Farms, Southern Cross Sea Farms, Clamtastic, Tilapia Vita Farms, Tropical Aquaculture Lab, Vinton Valley Ranch, Chiefland Hardware and Farm Supply, Gilchrist Club, Forest Edge Landscaping LLC, and Watts Water Technologies
	Factory Workers	Well Built Industries, ANCORP, Monterey Boats, and Shadow Trailers
Skilled Trades	ANCORP, Monterey Boats, Theissen Training Systems, Inc., VE Whitehurst & Sons Inc., DAB Construction, A&N Corp., B&S Trailer Manufactures, Inc., Anderson Columbia Co., Inc., and Alliance Dairies	

Notes: Skilled Trades includes welding

Abbreviations: Incorporated (Inc.), Corporation (Corp.), Company (Co.), Manufacturing (Mfg.), Florida (FL)

Table 2: Health Sciences Career Possibilities

<b>Table 2: Citrus, Marion, &amp; Levy County Job Type and Employers Health Sciences</b>		
<i>County</i>	<i>Job Type</i>	<i>Employers</i>
Marion <sup>v</sup> County	Dental Hygienist	Carolina Dentures of Ocala, Greenberg Dental & Orthodontics, Christie Dental, Lawrence J. Sutton, DDS, P.A., Jackson & Joyce Family Dentistry, Marion Dental Group, Narducci Dental Group, and Heartland Dental
	Diagnostic Medical Sonographer/ Ultrasound	West Marion Community Hospital, Dinesh Khanna MD LLC ES, Advanced Urology Institute, Premier Medical Associate’s, SimonMed Imaging, Physician Partners, OneStaff Medical, and Rapid Temps, Inc.
	Cardiovascular Technician/ Cardiac Sonographer	West Marion Community Hospital, Ocala Regional Medical Centers, Florida Hospital Ocala, SimonMed Imaging, Physician Partners, Central Florida Heart Group P.A., American Traveler, and Central Florida Health
Citrus <sup>v</sup> County	Dental Hygienist	Christie Dental, Smile Brands, Coast Dental Services, LLC, and Value Dental Care
	Diagnostic Medical Sonographer/ Ultrasound	Seven Rivers Regional Med. Center, Oak Hill Hospital, and Citrus Memorial Hospital
	Cardiovascular Technician/ Cardiac Sonographer	Sunbelt Staffing, Citrus Memorial Hospital, Seven Rivers Regional Med. Center, Christ Medical Center, and Oak Hill Hospital
Levy <sup>v</sup> County	Dental Hygienist	Christie Dental
	Diagnostic Medical Sonographer/ Ultrasound	NA
	Cardiovascular Technician/ Cardiac Sonographer	NA

**2C. Additional Requirements: Does the proposal align with an occupation (s) on the State Demand Occupations List and/or the Regional Demand Occupations List?**

Table 3: Region 10

Table 3: Occupations Workforce Development Area 10: Marion, Citrus and Levy Counties <sup>YV</sup>							
SOC Code	HSHW	Occupation Title	Annual Percent Growth	Annual Openings	2016 Hourly Wage		EFI Target Industry
					Mean	Entry	
173011		Architectural & Civil Drafters	8.1	12	\$18.30	\$11.81	No
173022	HSHW	Civil Engineering Technicians**	4.0	1	\$25.29	\$17.23	Yes
173023	HSHW	Electrical & Electronics Engineering Technicians	2.1	1	\$25.20	\$19.89	Yes
173026	HSHW	Industrial Engineering Technicians	2.3	2	\$23.28	\$17.04	Yes
173031		Surveying & Mapping Technicians	1.6	2	\$18.86	\$12.47	No
194091	HSHW	Environmental Science Technicians, Including Health	16.7	4	\$23.29	\$16.25	Yes
194093		Forest & Conservation Technician's**	13.3	2	\$19.71	\$12.45	No
194099		Life, Physical & Social Science Technicians, AO	11.3	6	\$18.44	\$13.18	Yes
292011	HSHW	Medical & Clinical Laboratory Technologists*	9.5	12	\$29.94	\$24.24	Yes
292012		Medical & Clinical Laboratory Technicians*	35.3	12	\$18.70	\$12.94	Yes
292021	HSHW	Dental Hygienists*	19.5	4	\$30.93	\$23.34	Yes
292031	HSHW	Cardiovascular Technologists & Technicians	23.2	33	\$24.79	\$16.87	Yes
292032	HSHW	Diagnostic Medical Sonographers*	24.4	29	\$30.76	\$24.58	Yes
371012	HSHW	F-L Superv. Landscaping & Grounds keeping Workers*	12.5	38	\$21.97	\$16.68	No
372021		Pest Control Workers	12.9	44	\$14.31	\$10.79	No
194091	HSHW	Environmental Science Technicians, Including Health	16.7	4	\$23.29	\$16.25	Yes
194093		Forest & Conservation Technician's**	13.3	2	\$19.71	\$12.45	No
194099		Life, Physical & Social Science Technicians, AO	11.3	6	\$18.44	\$13.18	Yes
292011	HSHW	Medical & Clinical Laboratory Technologists*	9.5	12	\$29.94	\$24.24	Yes
292012		Medical & Clinical Laboratory Technicians*	35.3	12	\$18.70	\$12.94	Yes
292021	HSHW	Dental Hygienists*	19.5	4	\$30.93	\$23.34	Yes
292031	HSHW	Cardiovascular Technologists & Technicians	23.2	33	\$24.79	\$16.87	Yes
292032	HSHW	Diagnostic Medical Sonographers*	24.4	29	\$30.76	\$24.58	Yes
371012	HSHW	F-L Superv. Landscaping & Grounds keeping Workers*	12.5	38	\$21.97	\$16.68	No
372021		Pest Control Workers	12.9	44	\$14.31	\$10.79	No
373011		Landscaping & Grounds keeping Workers	14.4	351	\$12.74	\$10.19	No
392011		Animal Trainers	12.1	41	\$16.48	\$10.69	No
392021		Nonfarm Animal Caretakers	7.6	74	\$12.64	\$9.88	No
452041		Graders & Sorters, Agricultural Products	10.5	2	\$9.51	\$9.12	No
452091		Agricultural Equip. Operators	17.7	11	\$12.38	\$8.75	No
452092		Farmworkers & Laborers, Crop, Nursery & Greenhouse	7.0	35	\$13.05	\$9.50	No
454000		Forest, Conservation & Logging Workers**	3.0	2	\$16.28	\$11.53	No
471011	HSHW	F-L Superv. Of Construction & Extraction Workers*	16.4	153	\$25.40	\$16.89	No

472073		Operating Engineers/Construction Equip. Operators*	12.9	78	\$17.24	\$12.92	No
472151		Pipe layers	15.5	20	\$14.03	\$11.78	No
472211		Sheet Metal Workers	11.3	14	\$16.31	\$10.90	No
473013		Helpers- Electricians	18.1	27	\$14.32	\$10.96	No
473015		Helpers- Plumbers, Pipefitters & Steamfitters	12.6	15	\$11.44	\$10.81	No
474011	HSHW	Construction & Building Inspectors	17.6	29	\$28.56	\$18.88	No
474099		Construction Related Workers, AO	11.5	28	\$16.49	\$11.55	No
491011	HSHW	F-L Superv. Of Mechanics, Installers & Repairers*	10.1	52	\$27.44	\$18.45	Yes
493042	HSHW*	Mobile Heavy Equip. Mechanics, Exc. Engines*	13.3	13	\$21.82	\$15.57	Yes
499041	HSHW	Industrial Machinery Mechanics*	24.6	42	\$23.86	\$16.35	Yes
499062	HSHW	Medical Equip. Repairers	15.0	6	\$26.75	\$10.85	Yes
499071		Maintenance & Repair Workers, General	11.4	198	\$14.19	\$10.35	Yes
499099		Installation, Maintenance & Repair Workers AO	14.8	38	\$16.42	\$10.41	Yes
511011	HSHW	F-L Superv. Of Production & Operation Workers*	2.6	17	\$27.95	\$18.45	Yes
512041	HSHW*	Structural metal Fabricators & Fitters	8.5	7	\$18.39	\$13.78	Yes
512091		Fiberglass Laminator & Fabricators	3.7	4	\$16.35	\$12.79	Yes
512092		Team Assemblers	9.4	160	\$14.02	\$10.44	Yes
512099		Assemblers & Fabricators, AO	4.5	6	\$14.02	\$10.44	Yes
514011	HSHW*	CNC Machine Tool Operators, M & P	23.1	18	\$16.32	\$13.84	Yes
514021	HSHW*	Extruding & Drawing Machine Setters & Operators, M & P	0.0	0	\$16.65	\$13.68	Yes
514041		Machinists*	6.5	8	\$19.67	\$13.43	Yes
514111	HSHW	Tool & die Makers	1.8	1	\$25.99	\$17.57	Yes
514121		Welders, Cutters, Solderers & Brazers	5.9	29	\$17.97	\$12.75	Yes
517041		Sawing Machine Setters, O & T, Wood	11.5	6	\$12.71	\$10.09	Yes

Abbreviations: and (&), Operators and Tenders (O & T), All Other (AO), Metal and Plastic (M & P), except (Exp.), First-like (F-L), Equipment (Equip.).

Notes: \* means are from 2018-19 Regional Demands Occupations List, \*\* means state date because region was not available. HSHW (mean wage \$21.53+) and entry wage of \$13.74+ per hour, HSHW\* indicates that entry level is above HSHW but mean is not.

**2E. Additional Requirements: Indicate the number of anticipated enrolled students and completers**

*Table 4*

Program Titles	Launch Year	Projected Enrollment Years 1 & 2	Projected Enrollment Years 1-5	Projected Completers Year 2	Projected Completers Years 1-5
CCC: Mechatronics <sup>a</sup>	EXP	13	41	10	33
A.S.: Digital Design & Modeling <sup>c</sup>	2020	17	54	10	33
CCC: Computer-Aided Design & Drafting * <sup>a</sup>	2019	22	75	17	60
A.S.: Digital Manufacturing <sup>c</sup>	2021	29	95	18	57
CCC: Digital Manufacturing Specialist <sup>a</sup>	2020	17	54	13	43
CCC: Rapid Prototyping Specialist <sup>a</sup>	2019	25	81	20	65
A.S.: Electronics* <sup>b</sup>	2019	30	105	21	73
CCC: Electronics Aide* <sup>a</sup>	2019	34	120	28	96
CCC: Basic Electronics Technician * <sup>a</sup>	2020	39	135	31	108
A.S.: Mechanical Design & Fabrication <sup>c</sup>	2020	17	54	10	33
CCC: CNC Machinist/Fabricator <sup>a</sup>	2020	21	68	17	54
CCC: CNC Machinist Operator/Programmer <sup>a</sup>	2020	21	68	17	54
CCC: Mechanical Designer & Programmer <sup>a</sup>	2018	17	54	13	43
A.S.: Agrotechnics <sup>c</sup>	2022	17	54	10	33
CCC: Agrotechnics <sup>a</sup>	2021	25	81	18	65
PSAV: Advanced Welding Technologies* <sup>a</sup>	2019	65	225	52	180
A.S.: Dental Hygiene Bridge <sup>a</sup>	2020	14	43	11	35
A.S.: Dental Hygiene- Traditional <sup>b</sup>	2021	12	37	8	26
A.S.: Diagnostic Medical Sonography <sup>b</sup>	2022	13	40	9	28
CCC: Diagnostic Medical Sonography <sup>a</sup>	2021	13	40	10	32
ATC: Cardiovascular Sonography <sup>a</sup>	2022	24	64	19	51

**2F. Indicate the length of program (e.g. quarters, semesters, weeks, etc.), including anticipated beginning and ending dates:**

*Table 5*

Program	Program Type	Length of Program	Launch Date	End Date
Electronics Aide	CCC	2-3 Semesters	Fall 2019	Fall 2020
Electronics Specialization	A.S.	5-6 Semesters	Fall 2019	Fall 2022
Mechanical Designer & Programmer	CCC	2-3 Semesters	Fall 2018	Fall 2019
Mechanical Design & Fabrication Specialization	A.S.	5-6 Semesters	Fall 2019	Fall 2021
Computer-Aided Design & Drafting	CCC	2-3 Semesters	Fall 2019	Fall 2020
Rapid Prototyping Specialist	CCC	2-3 Semesters	Fall 2019	
Digital Manufacturing Specialization	A.S.	5-6 Semesters	Fall 2020	
Digital Design & Modeling Specializations	A.S.	5-6 Semesters	Fall 2020	Fall 2022
Agrotechnics	CCC	2-3 Semesters	Fall 2020	Fall 2021
Diagnostic Medical Sonography	CCC	4 Semesters	Summer 2021	Summer 2022
Agrotechnics Specialization	A.S.	5-6 Semesters	Fall 2021	Fall 2022
Electronics Specialization	A.S.	5-6 Semesters	Fall 2020	Fall 2021
Dental Hygiene Bridge	A.S.	4 Semesters	Summer 2020	Summer 2021
Dental Hygiene Traditional	A.S.	6 Semesters	Fall 2021	Fall 2023
Diagnostic Medical Sonography	A.S.	6 Semesters	Fall 2021	Fall 2023
Advanced Welding- Pipe	PSAV	3 Semesters	Spring 2019	Spring 2020
Cardiovascular Technician	ATC	3 Semesters	Fall 2022	Fall 2023

**2H. Additional Requirements: 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.**

*Table 6*

Table 6: Degree Type and Title, FL CIP CODE, and CAPE Industry Certifications		
Degree Type and Title	FL CIP CODE	Industry Certifications
A.S. Specialization: Advanced Manufacturing	161500001	ADESK002, FANUK001, FLENG001, INSOC002, MANSI001, MSSCN001 & SOLID003
CCC- Mechatronics	0615000013	ADESK002, FANUK001, INSOC002, RECFN001 & RECFN002
A.S. Specialization: Digital Design & Modeling	161500001	ADESK002, ADESK008, ADESK011, ADESK021, ADESK023, ADESK024, ADESK025, ADESK029, ADESK031, AMDDA002, AMDDA005, CARCH002, FLENG001, MANSI001, MSSCN001 & SOLID003
CCC- Computer-Aided Design & Drafting	0615130304	ADESK002, ADESK008, ADESK011, ADESK021, ADESK023, ADESK024, ADESK025, ADESK029, ADESK031, AMDDA002, AMDDA005, CARCH002, FLENG001, MANSI001, MSSCN001, SOLID003
A.S. Specialization: Digital Manufacturing	161500001	ADESK002, CNCSI001, CNCSI002, FLENG001, IHKBZ001, IHKBZ002, IHKBZ003, IHKBZ004, IHKBZ005, MANSI001, MSSCN001, NIFMS018, NIFMS019, NIFMS020, NIFMS021*, SOLID003, SOLID004
CCC- Digital Manufacturing Specialist	0615000009	CNCSI001, CNCSI002, FLENG001, SOLID003
CCC- Rapid Prototyping Specialist	0615000012	ADESK002, ADESK008, ADESK011, ADESK021, ADESK023, ADESK024, ADESK025, ADESK029, ADESK031, CNCSI001, CNCSI002, DIGIT802, SOLID003, SOLID004
A.S. Specialization: Electronics	1615000001	ADESK002, ETAIN008, FLENG001, ISCET002, MANSI001, MSSCN001, SOLID003
CCC- Electronics Aide	0615000012	ETAIN008, ISCET002, INSOC002
CCC- Basic Electronics Technician	0615030310	ETAIN008, ISCET002, INSOC002
A.S. Specialization: Mechanical Design & Fabrication	1615000001	ADESK002, CNCSI001, CNCSI002, FLENG001, IHKBZ001, IHKBZ002, IHKBZ003, IHKBZ004, IHKBZ005, INSOC002, MANSI001, MSSCN001, SOLID003, SOLID004
CCC- CNC Machinist/Fabricator	0648051002	CNCSI001, CNCSI002, IHKBZ001, IHKBZ002, IHKBZ003, IHKBZ004, IHKBZ005, NIFMS019, NIFMS020, NIFMS021
CCC- CNC Machinist Operator/Programmer	0615000015	CNCSI001, CNCSI002, IHKBZ001, IHKBZ002, IHKBZ003, IHKBZ004, IHKBZ005, NIFMS019, NIFMS020, NIFMS021
CCC- Mechanical Designer & Programmer	0615080503	ADESK002, IHKBZ001, IHKBZ002, IHKBZ003, IHKBZ004, IHKBZ005, NIFMS019, NIFMS020, NIFMS021 (bundle of 9 level I exams), SOLID003, SOLID004
PSAV- Advanced Welding Technology	J400410	
A.S. Specialization: Agrotronics	NA	ADESK002, FANUK001, FLENG001, FLFBR001, FLFBR002, FLFBR004, FLFBR007, FLFBR008, FLFBR009, FLFBR010, FNGLA001, FNGLA002, FNGLA003, FNGLA004, MANSI001, MSSCN001, SOLID003

CCC-Agrotronics	NA	ADESK002, FANUK001, FLENG001, FLFBR001, FLFBR002, FLFBR004, FLFBR007, FLFBR008, FLFBR009, FLFBR010, FNGLA001, FNGLA002, FNGLA003, FNGLA004, MANSI001, MSSCN001, SOLID003
ATC- Cardiovascular Sonography	0351091066	ARDMS001, ARDMS003, CCINT002, CCINT004
A.S.- Dental Hygiene- Traditional	1315060200	FDMQA010, NBDHE, ADEX
A.S.- Dental Hygiene- Bridge	1315060200	FDMQA010, NBDHE, ADEX
A.S.- Diagnostic Medical Sonography	1351091004	AMRRT003, ARDMS002
CCC- Diagnostic Medical Sonography Specialist	0351091005	AMRRT003, ARDMS002

Notes: NIFMS021\*- bundle of 9 NIMS level I exams

### 3. Program Budget Detail

#### Equipment

<b>Equipment (Over \$5000)</b>	<b>Department</b>	<b>Quantity</b>	<b>New</b>	<b>Total New</b>
Upgrade existing Mechanical Trainer	Manufacturing	1	\$25,200.00	\$25,200.00
Upgrade existing Hydraulic Trainer	Manufacturing	1	\$7,000.00	\$7,000.00
New Mechanical Trainer	Manufacturing	1	\$62,500.00	\$62,500.00
New Motor Control Trainer + Troubleshooting	Manufacturing	1	\$32,000.00	\$32,000.00
New Hydraulic Trainer*	Manufacturing	1	\$20,000.00	\$20,000.00
New Pneumatic Trainer*	Manufacturing	1	\$13,000.00	\$13,000.00
Pneumatic Troubleshooting Trainer*	Manufacturing	1	\$40,000.00	\$40,000.00
Hydraulic Troubleshooting Trainer*	Manufacturing	1	\$27,100.00	\$27,100.00
Flow/level Process Control Trainer	Manufacturing	1	\$64,000.00	\$64,000.00
Temperature Process Control Trainer	Manufacturing	1	\$76,000.00	\$76,000.00
Floor Standing Conveyor	Manufacturing	1	\$13,000.00	\$13,000.00
Portable AC/DC Trainer	Manufacturing	1	\$12,000.00	\$12,000.00
Basic Electrical Machines (Motor Trainer)	Manufacturing	1	\$28,400.00	\$28,400.00
Portable PLC Trainer	Manufacturing	1	\$54,000.00	\$54,000.00
Mechatronics Training System*	Manufacturing	1	\$155,000.00	\$155,000.00
NI ELVIS Training Boards	Manufacturing	1	\$34,200.00	\$34,200.00
Ultimate 3 3D Printer	Manufacturing	1	\$9,200.00	\$9,200.00
Motor Control Wiring Stations	Manufacturing	1	\$13,700.00	\$13,700.00
PLC Wiring Stations	Manufacturing	1	\$17,100.00	\$17,100.00
Motor Drive Wiring Stations	Manufacturing	1	\$17,100.00	\$17,100.00
CNC Mini-Mill Machine	Manufacturing	1	\$30,000.00	\$30,000.00
Mid-Tier Sonography Machine	Health Science	6	\$45,000.00	\$270,000.00

High-Tier Sonography Machine	Health Science	1	\$120,000.00	\$120,000.00
Ultrasound Examination Training Model with ECHO-ZOU Internal Organ Anatomical Model	Health Science	1	\$14,500.00	\$14,500.00
Breast Ultrasound Examination Phantom	Health Science	1	\$6,720.00	\$6,720.00
Fetus Ultrasound Examination Phantom	Health Science	1	\$10,976.00	\$10,976.00
A-Dec Dental Chairs	Health Science	5	\$9,880.00	\$49,400.00
Rear Treatment Cabinet	Health Science	5	\$10,850.00	\$54,250.00
Rear Duo Delivery System	Health Science	5	\$9,195.00	\$45,975.00
Side Accessory Console	Health Science	5	\$6,790.00	\$33,950.00
Helio Dental Plus X-ray with Standard Arm System	Health Science	5	\$5,595.00	\$27,975.00
M11 Ultra Calve Sterilizer	Health Science	5	\$7,565.00	\$37,825.00
Vantage 300 engine Driven Welder (KUBOTA) One-pack	Welding Technology & Agrotechnics	1	\$16,934.00	\$16,934.00
<b>Equipment Total</b>				<b>\$1,439,005.00</b>

#### Personnel

Department	Quantity	Full-time or Part-time	Position Title	Salary & Fringe Benefits
Health Sciences	2	Full-time	Instructor	\$124,814.00
Manufacturing	1	Full-time	Instructor	\$62,407.00
Health Sciences	3	Part-time	Adjunct Professor	\$45,000.00
Agrotechnics	1	Full-time	Instructor	\$62,407.00
Manufacturing	1	Part-time	Lab Assistant	\$25,000.00
Anatomy & Physiology	2	Part-time	Adjunct Professor	\$30,000.00
			Total Costs	\$349,628.00
			<b>5 Year Cost</b>	<b>\$1,748,140.00</b>

#### Tuition

Tuition Assistance (\$500 per student x 350 need based students)	\$175,000.00
Certification & Licensure exam Reimbursement (\$250 per student x 500 need based students )	\$125,000.00

	<b>Total</b>	<b>\$300,000.00</b>
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Training Materials

Training Materials (under \$5,000)	Department	Quantity	New	Total
7 in. x 12 in. Precision Benchtop Mini-Lathe	Manufacturing	1	\$600.00	\$600.00
2 Speed Benchtop Mill/Drill Machine	Manufacturing	1	\$700.00	\$700.00
A-Dec Dental Light	Health Science	5	\$4,125.00	\$20,625.00
Doctors Stool	Health Science	5	\$965.00	\$4,825.00
Assistants Chair	Health Science	5	\$1,125.00	\$5,625.00
A-Dec Cavitron	Health Science	5	\$1,125.00	\$5,625.00
Adaptor	Health Science	5	\$300.00	\$1,500.00
Other Dental Materials	Health Science	12	\$1,250.00	\$15,000.00
Hydraulic Patient Trolley/Bed	Health Science	7	\$2,795.00	\$19,565.00
Ergonomic Chair	Health Science	14	\$900.00	\$12,600.00
Scrotal Ultrasound Phantom	Health Science	1	\$2,576.00	\$2,576.00
Ultrasound Guided Pericardiocentesis Simulator	Health Science	1	\$3,338.00	\$3,338.00
			<b>Total</b>	<b>\$92,579.00</b>

Other

Marketing (recruitment material – brochures, print ads, printing cost, etc.) \$7,500/yr. x 4 yrs.	\$30,000.00
Local Travel – 1,000/yr. x 5 yrs. X \$.445/mile	\$2,225.00
Faculty Training on CNC Router	\$5,000.00
Out of District Travel (Conferences and Workshops)	\$12,775.00
<b>Total</b>	<b>\$50,000.00</b>

<b>Total Project Cost</b>	<b>\$3,629,724.00</b>
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#### 4. Budget Narrative

##### Equipment:

\$1,439,005 – Equipment supports the operations of the proposed programs through this initiative. All items will increase training capacities and provide students with up-to-date and state-of-the-art technology. Equipment will be purchased following all appropriate local and state procurement policy and procedures.

##### Personnel:

\$1,748,140 – Personnel include full time and part time faculty necessary to administer and conduct the initiative activities. Salaries are inclusive of benefits and are reasonable and commensurate with current positions at CF with similar responsibilities.

##### Tuition:

\$300,000 – Tuition and testing assistance will be provided for at-need students to remove barriers for obtaining industry credentials.

##### Training Materials:

\$92,579 – Material requested is under \$5,000/per item and includes items that are reasonable and adequate to support this initiative.

##### Other:

\$50,000 – Marketing to allow for the promotion of the initiative; Local travel for personnel to travel between campuses in the service district; Out of district travel for meeting and workshops; and faculty training on CNC Router component.



# COLLEGE of CENTRAL FLORIDA

## POLICY MANUAL

<b>Title:</b> DUTIES AND POWERS OF THE DISTRICT BOARD	<b>Number:</b> 2.00	<b>Page:</b> 1 of 1
<b>See Procedures:</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
<b>Legal Authority:</b> Florida Statutes 1001.61, 1001.63, 1001.64, 1004.726	<b>Board Adoption/Revision Approval Dates:</b> 9/3/80, 6/10/87, 10/19/88, 8/19/98, 12/2/98, 10/22/02	

The college district of Citrus, Levy and Marion Counties, authorized by law and the Department of Education, is an independent, separate, legal entity created for the operation of the College of Central Florida and governed by the District Board of Trustees.

The Board is constituted a body corporate by the name of "District Board of Trustees of the College of Central Florida, Florida."

All the components of the institution and all aspects of its operation are responsible to the District Board through the College President. The District Board is charged by Florida Statutes and Florida Board of Education Rules with responsibility for establishing, upon advice and recommendation of the College President, the policies which determine the quality and direction of the development of the College, which establish an effective management of the College, and which assist the institution in carrying out the approved mission and objectives.

The District Board supervises the implementation of these established rules and delegates to an appointed president the responsibility for administration of the College in accordance with its rules.

- A) **DUTIES AND POWERS:** The duties and powers of the District Board are enumerated in Florida Statutes and the Florida Board of Education Rules as referenced above. The statutes and rules cited are incorporated herein, by reference, as policies of the District Board of Trustees.
- B) **OPERATION OF THE BOARD:** The operation of the Board, including information about meetings, notification of the meetings, agendas, appearance of interested parties before the Board, adoption of rules, telephone polling of the Board, and general rules of operation are described in F.S. Chapter 120, Chapters 28-101 et. seq., of the rules of the Florida Administration Commission, Florida Board of Education Rules, Florida Department of Administration Rules and the Board's Governance Handbook.



# COLLEGE of CENTRAL FLORIDA

## POLICY MANUAL

<b>Title:</b> DISTRICT BOARD OF TRUSTEES OPERATIONS	<b>Number:</b> 2.01	<b>Page:</b> 1 of 2
<b>See Procedures:</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
<b>Legal Authority:</b> Florida Statutes 1001.61-65, 120.525, 286.011, 286.0114	<b>Board Adoption/Revision Approval          Dates:</b> 10/22/02, 2/25/03, 10/25/05, 4/29/15	

The college is governed at the local level by an appointed District Board of Trustees composed of seven members representing Citrus, Levy and Marion Counties who work directly with the college President in all policy matters pertaining to governance and operation of the institution. A Chair and a Vice Chair are elected on an annual basis at the organizational meeting of the Board.

- A. The District Board of Trustees shall approve an annual calendar as recommended by the President with regular meeting dates that will generally be the fourth Wednesday of each month. However, monthly meetings will generally not be held in July or November. Further, the December meeting will generally be held on the first Wednesday of the month. The annual organizational meeting shall be held in June, unless need arises to hold it on a later date upon determination of the Board. Special meetings of the Board may be called by the Chair or by the college President.
- B. Notice of regular and special meetings of the Board shall be given not less than 7 days before the meeting by: 1) publication in a newspaper of general circulation in the tri-county area; and 2) mail to all persons who have made requests of the Board for advance notice of Board meetings and to organizations representing persons affected by any rule proposed for adoption at the meeting.
- C. An agenda shall be prepared by the office of the President and advertised and distributed in accordance with Florida Statutes, Chapter 120, at least 7 days prior to each meeting of the Board.
  - 1. The agenda shall contain the items to be considered in the order of presentation.
  - 2. After the agenda has been made available, change shall be made only for good cause in accordance with law. Notification of said change shall be made at the earliest practicable time.



# COLLEGE of CENTRAL FLORIDA

## POLICY MANUAL

DISTRICT BOARD OF TRUSTEES OPERATIONS	2.01	2 of 2
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3. The board will allow time at each meeting for public comment and a form will be available at each meeting for members of the public to request to speak at the meeting.
- D. When an official decision or other official act is taken or adopted, board members may not abstain from voting, except when there is, or appears to be, a possible conflict of interest under the provisions of Chapter 112, Florida Statutes.
- E. Emergency meetings of the Board shall be held only in compliance with procedures established by the Florida Statutes and State Board of Education Rules.
- F. The college shall notify the public of any proposed new rules, revisions to existing rules, or elimination of rules, at least 21 days before the Board meeting at which the intended action will be taken. Notice will be given in accordance with procedures set forth in Section B of this rule and will comply with Chapter 120, Florida Statutes.

An individual may discuss concerns about rule changes with the administrator designated by the President prior to the public meeting. That administrator or the President will then take any modifications to the Board as a result of this discussion and the Board in turn may modify or reject the proposed rule at the public meeting. The final version adopted by the Board at the public meeting will then become the adopted rule.

Any substantially affected person may seek an administrative declaration of the invalidity of any proposed rule by following the procedures set forth in Chapter 120, Florida Statutes.

- G. Those employees who have business to come before the Board relating to their particular area of responsibility or relating to their welfare as an employee shall be expected to attend the meeting at which it will be discussed or to send a representative. Other employees are encouraged to attend Board meetings at times when they are not obligated to perform their regular duties.
- H. *Robert's Rules of Order, Newly Revised* shall govern proceedings of the District Board of Trustees except that the Chair of the Board may vote and make or second a motion.

# COLLEGE OF CENTRAL FLORIDA

## District Board of Trustees

### Meeting Dates for 2018-19

<u>Date</u>	<u>Location</u>
August 22, 2018	Ocala Campus
September 26, 2018	Hampton Center
October 31, 2018	Ocala Campus
December 5, 2018	Appleton Museum of Art
January 23, 2019	Ocala Campus
February 27, 2019	Levy Campus
March 27, 2019	Ocala Campus
April 24, 2019	Citrus Campus
May 22, 2019	Ocala Campus
June 26, 2019	Ocala Campus

**All meetings begin at 3:00 p.m.**



# COLLEGE of CENTRAL FLORIDA

## POLICY MANUAL

<b>Title:</b> GENERAL POWERS OF THE COLLEGE PRESIDENT	<b>Number:</b> 2.02	<b>Page:</b> 1 of 1
<b>Legal Authority:</b> Florida Statutes 1001.61, 1001.64, 1001.65 FAC: 6A-14.0261	<b>See Procedures:</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <b>Board Adoption/Revision Approval</b> <b>Dates:</b> 9/3/80, 6/10/87, 10/19/88, 8/19/98, 10/22/02, 10/25/05	

The President of the College of Central Florida is the executive officer and corporate secretary of the District Board of Trustees as well as the chief administrative officer of the College, and all the components of the institution and all aspects of its operation are responsible to the Board through the President.

The President is selected and appointed by the District Board in accordance with qualifications prescribed in Florida Board of Education Rules and with criteria established by the Board. The President is charged by these rules and by board policy with carrying out the rules of the Board and with administering the College in the most efficient and effective manner possible. The President is responsible for the establishment of an administrative organization appropriate to the size, complexity, and objectives of the College.

The powers, duties, and responsibilities of the President are enumerated in Florida Statutes and State Board of Education Rules. The statutes and rules cited are incorporated herein as policies of the District Board of Trustees.

**Rules of the District Board:** It is presumed that policies, appointments, programs, and expenditures not recorded in the official minutes of the Board but made and actually in effect were made and put into effect according to rules of the Board. The President shall obtain Board approval for exceptions to rules of the Board.

**Emergency Closing of the College:** In the event of a weather-related or other significant emergency, the President is authorized to temporarily close the college. When doing so, the president will inform the Board of such action.

**Other College Emergencies:** When the safety or security of the College, its students or employees is at risk, the President shall enact such rules and take such action on behalf of the Board of Trustees as he or she deems appropriate in the circumstances to protect the College, its students and employees. Such rules or action shall be brought to the next meeting of the Board of Trustees for ratification.



9/14/18  
Sam Ajlani  
Associate Professor, Engineering Technology  
College of Central Florida  
Ocala, Florida 34474

Dear Professor Ajlani:

It is my pleasure writing a letter in support of the proposal for *The Central Florida Workforce Initiative (CFWI)* grant being submitted to the State of Florida by the College of Central Florida.

Lockheed Martin is committed to developing current employees and hiring future test engineers, engineering technicians and soldering technicians for our Ocala manufacturing facility. With the increase of customer demands and new contracts, we expect a greater need for highly skilled workers. This is especially true of the manufacturing technician positions, including test engineer, quality engineering technician, and class 3 reliability soldering technician and assembler.

The CFWI grant proposal on behalf of the College of Central Florida shows an initiative that may help fill these high skills positions and provide a greater availability of entry-level technicians moving forward.

Lockheed Martin's goal is to not only attract new talent and skills, but also help sustain and grow our manufacturing facility in Ocala. The timeliness of getting students trained and ready for the workforce, as outlined in your proposal, fits our mission statement to provide an environment for skilled workers that match up with our needs currently and in the future.

As a result, I fully support the CFWI grant proposal with the College of Central Florida. Correspondingly, we can provide advice on manufacturing training needs and general guidance in working with our Ocala manufacturing facility. Educational programs that can help our manufacturing operations to succeed will not only benefit your students and Central Florida, but also Lockheed Martin and the region's economic prosperity.

***Justin McKenzie***

*Technical Operations Senior Manager*

*Lockheed Martin Ocala*

[Justin.L.McKenzie@lmco.com](mailto:Justin.L.McKenzie@lmco.com)

*Main: 352-687-5047*

*Cell: 352-203-0416*



July 11, 2018  
Sam Ajlani  
Associate Professor, Engineering Technology  
College of Central Florida  
Ocala, Florida 34474

Dear Professor Ajlani,

It is my pleasure writing a letter in support of the proposal for *The Central Florida Workforce Initiative (CFWI)* grant being submitted to the State of Florida by the College of Central Florida.

E-One is committed to furthering the development of current employees and hiring future Drafting Technicians for our Ocala manufacturing facility. With the increasing influx of customer demands and new contracts, we expect to see greater increases regarding the shortage of highly skilled workers in the Ocala manufacturing sector. The grant proposal shows an initiative that will help fill these high skills positions, and provide a greater availability of entry-level drafting technicians moving forward.

Our goal is to not only attract new talent and skills but also help sustain and possibly grow our manufacturing facility in the Ocala area. The timeliness of getting students trained and ready for the work force as outlined in CFs proposal aligns with our mission statement to provide an environment for skilled workers that match up with our needs currently and in the future.

As a result, I fully support the CFWI grant proposal working with the College of Central Florida and will offer opportunity for interviews, internships, and potential hiring of qualified graduating students as needs arise. Correspondingly, we can provide advice on training needs, and general guidance in working with our Ocala manufacturing facility. Educational programs that can help our manufacturing operations to succeed will not only benefit your students and Central Florida but also E-One and the region's economic prosperity.

Sincerely,

A handwritten signature in black ink, appearing to read "Dirk Steyn". The signature is stylized and cursive.

Dirk Steyn  
Director of Engineering  
E-One, Inc



June 18, 2018

Sam Ajlani  
Associate Professor, Engineering Technology  
College of Central Florida  
Ocala, Florida 34474

Dear Professor Ajlani,

It is my pleasure writing a letter in support of the proposal for *The Central Florida Workforce Initiative (CFWI)* grant being submitted to the State of Florida by the College of Central Florida.

American Panel is committed to furthering the development of current employees and hiring future Drafting Technicians for our Ocala manufacturing facility. With the increasing influx of customer demands and new contracts, we expect to see greater increases regarding the shortage of highly skilled workers in the Ocala manufacturing sector. The grant proposal shows an initiative that will help fill these high skills positions, and provide a greater availability of entry-level drafting technicians moving forward.

Our goal is to not only attract new talent and skills but also help sustain and possibly grow our manufacturing facility in the Ocala area. The timeliness of getting students trained and ready for the work force as outlined in CFs proposal aligns with our mission statement to provide an environment for skilled workers that match up with our needs currently and in the future.

As a result, I fully support the CFWI grant proposal working with the College of Central Florida and will offer opportunity for interviews, internships, and potential hiring of qualified graduating students as needs arise. Correspondingly, we can provide advice on training needs, and general guidance in working with our Ocala manufacturing facility. Educational programs that can help our manufacturing operations to succeed will not only benefit your students and Central Florida but also American Panel and the region's economic prosperity.

Sincerely,

Pam Falanga, SPHR

Human Resources Director



June 1 2018

Sam Ajlani

Associate Professor, Engineering Technology

College of Central Florida

Ocala, Florida 34474

Dear Professor Ajlani:

It is my pleasure writing a letter in support of the proposal for *The Central Florida Workforce Initiative (CFWI)* grant being submitted to the State of Florida by the College of Central Florida.

Mid-FL Regional Manufacturers Association is committed to helping manufacturers in the Levy, Marion, Citrus, and Sumter counties, as well as working with other manufacturing associations across Central Florida. With the increasing influx of manufacturing and support functions into Central Florida, we expect to see an increased shortage of highly skilled workers in the manufacturing industry. This is especially true of the manufacturing technician positions such as, Industrial Maintenance Technician, Mechatronics Technician, Industrial Electrical Technician, Industrial Controls Technician, CNC Operator and Programmer, Industrial Electronics Technician, Test Engineer and Electronics Assistant/Aide. The CFWI grant proposal shows an initiative that will help fill these high skills positions, and provide a greater availability of entry-level technicians moving forward.

Our goal is to not only attract new manufacturing but also help sustain manufacturing in our area. The timeliness of getting students trained and ready for the work force as outlined in your proposal fits our mission statement to provide an environment for manufacturing companies, suppliers and educators to exchange ideas, share knowledge, discuss opportunities, and share problems for the mutual benefit of the manufacturing environment in Central Florida.

In conclusion, I fully support the CFWI grant proposal working with the College of Central Florida and will offer my services by gaining support from our manufacturers through promotion of hiring qualified graduating students, advice on manufacturing training needs, and general guidance in working with our manufacturers. Any educational programs that can help our manufacturers succeed will benefit your students, Central Florida, and the State of Florida at large.

Sincerely,

A handwritten signature in cursive script that reads "Rob Adamiak". The ink is dark and the signature is fluid and legible.

Rob Adamiak, Executive Director

Mid-FL Regional Manufacturers Association

TED S. YOHO, DVM  
3RD DISTRICT, FLORIDA

COMMITTEE ON FOREIGN AFFAIRS

CHAIRMAN, SUBCOMMITTEE ON  
ASIA AND THE PACIFIC

SUBCOMMITTEE ON THE WESTERN HEMISPHERE

COMMITTEE ON AGRICULTURE

SUBCOMMITTEE ON  
LIVESTOCK AND FOREIGN AGRICULTURE

SUBCOMMITTEE ON  
BIOTECHNOLOGY, HORTICULTURE, AND RESEARCH

SUBCOMMITTEE ON NUTRITION

yoho.house.gov

Dr. James D. Henningsen  
College of Central Florida  
3001 SW College Road  
Ocala, FL 34474

Dr. Henningsen,

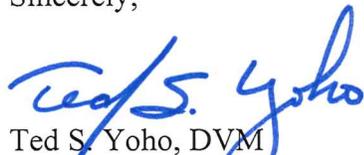
I am writing in support of the College of Central Florida's application for the Florida Jobs Growth Grant. Their proposal, the *Central Florida Workforce Initiative (CFWI)* will provide an estimated 1,200 students with professional skills that will allow them to secure positions in a variety of industries.

This project addresses the needs of numerous employers in the manufacturing, engineering and health sciences fields that need highly trained, industry specific expertise from their employees. The CFWI grant proposal will help fill these specialized and lucrative positions in a variety of vocations and increase access to employment and education for employees in the future. Participants will also receive transferable and sustainable workforce skills that will follow them into any other career they may pursue.

Encouragement for these vocations and manufacturing-oriented careers is often lacking, despite the fact that demand for and rewards in these fields are ever increasing. As a representative in Congress, it is one of my priorities to ensure that young students enter into occupational training to fulfill the needs of the Florida's growing industrial economy. This priority is exemplified in the proposal that CCF is presenting. This grant will ensure that students in the State of Florida will be well equipped to face a future that will continue to need vocational training.

I believe that this is a project that will benefit our community and our state. Thank you for your consideration in this matter. If you have any questions, please do not hesitate to contact my office at (352) 505-0838.

Sincerely,



Ted S. Yoho, DVM  
Member of Congress  
Proudly Serving Florida's 3<sup>rd</sup> District

HP/KC

Congress of the United States  
House of Representatives  
Washington, DC 20515-0903

July 20, 2018

WASHINGTON OFFICE  
511 CANNON HOUSE OFFICE BUILDING  
WASHINGTON, DC 20515  
PHONE: (202) 225-5744  
FAX: (202) 225-3973

GAINESVILLE OFFICE  
5000 NW 27TH COURT, SUITE A  
GAINESVILLE, FL 32606  
PHONE: (352) 505-0838  
FAX: (352) 505-3511

ORANGE PARK OFFICE  
35 KNIGHT BOXX ROAD, SUITE 1  
ORANGE PARK, FL 32065  
PHONE: (904) 276-9626  
FAX: (904) 276-9336

OCALA OFFICE  
115 SE 25TH AVENUE  
OCALA, FL 34471  
PHONE: (352) 390-6413

PALATKA OFFICE  
2509 CRILL AVENUE, SUITE 200  
PALATKA, FL 32177  
PHONE: (386) 326-7221

DANIEL WEBSTER  
11<sup>TH</sup> DISTRICT, FLORIDA

COMMITTEE ON TRANSPORTATION  
AND INFRASTRUCTURE

COMMITTEE ON SCIENCE, SPACE, AND  
TECHNOLOGY

COMMITTEE ON NATURAL  
RESOURCES

Congress of the United States  
House of Representatives  
Washington, DC 20515-0908

WASHINGTON OFFICE:  
1210 LONGWORTH HOUSE OFFICE BUILDING  
WASHINGTON, DC 20515  
(202) 225-1002  
(202) 226-6559 (FAX)

MINNEOLA OFFICE:  
800 NORTH US HIGHWAY 27  
MINNEOLA, FL 34715  
(352) 241-9220  
(352) 241-9181 (FAX)

July 19, 2018

Dr. James D. Henningsen  
President  
College of Central Florida  
3001 SW College Road  
Ocala, FL 34474

Dear Dr. Henningsen:

I was pleased to hear of the College of Central Florida's proposal, *Central Florida Workforce Initiative (CFWI)*, to address the needs of numerous employers in the manufacturing, engineering, and health sciences fields throughout Marion, Citrus, and Levy Counties. It is my understanding that you are seeking grant funding for this project, and I am happy to add my support to your vision and endeavors to expand training for a broad range of industry and professional occupations.

With our growing population, broad geographic diversity, and expanding needs, Central Florida would particularly benefit from this assistance to spur economic development in the region. The economic impact of manufacturing, engineering, and health education would benefit our community by providing business and technical expertise, innovation, workforce training, and industry networking.

As you apply for funding opportunities, I hope your application will be evaluated with full and fair consideration. It is my honor to serve as your representative in the U.S. House of Representatives.

Sincerely,



Daniel Webster  
Member of Congress



## THE FLORIDA SENATE

Tallahassee, Florida 32399-1100

### COMMITTEES:

Ethics and Elections, *Chair*  
Appropriations Subcommittee on Higher  
Education, *Vice Chair*  
Appropriations Subcommittee on Criminal  
and  
Civil Justice  
Appropriations Subcommittee on Finance  
and Tax  
Community Affairs  
Education  
Rules

### JOINT COMMITTEE:

Joint Administrative Procedures Committee

**SENATOR KEITH PERRY**  
8th District

July 19, 2018

Cissy Proctor, Executive Director  
Department of Economic Opportunity  
107 East Madison Street  
Caldwell Building  
Tallahassee, Florida 32399-4120

Dear Director Proctor,

I am writing a letter of support for the Florida Jobs Growth grant proposal for the Central Florida Workforce Initiative (CFWI) being submitted by the College of Central Florida. The Florida economy was recently measured to be worth \$1 trillion dollars. As the economy grows, it is vital that our colleges keep up with the work force demand of the economy. This grant will provide funding for manufacturing and engineering companies, healthcare providers, and suppliers and educators.

The degrees that would be awarded would be awarded in agribusiness, engineering, welding technology, and health sciences.

I strongly support this grant for the College of Central Florida. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads "Keith Perry".

Senator Keith Perry

### REPLY TO:

- 4650 NW 39th Place, Suite C, Gainesville, Florida 32606 (352) 264-4040
- 312 Senate Office Building, 404 South Monroe Street, Tallahassee, Florida 32399-1100 (850) 487-5008
- Marion County Board of Commissioners, 115 SE 25th Avenue, Ocala, Florida 34471
- Putnam County Government Complex, 2509 Crill Avenue, Palatka, Florida 32177

Senate's Website: [www.flsenate.gov](http://www.flsenate.gov)

**JOE NEGRON**  
President of the Senate

**ANITERE FLORES**  
President Pro Tempore



# Florida House of Representatives

*Representative Ralph Massullo, MD*

District 34

**District Office:**

4067 N Lecanto Hwy,  
Beverly Hills, FL 34465  
(352) 527-4510  
(352) 527-4512 (fax)

**Tallahassee Office:**

1301 The Capitol  
402 South Monroe Street  
Tallahassee, FL 32399  
(850) 717-5034

July 16, 2018

Dr. James D. Henningsen  
President  
College of Central Florida  
3001 SW College Road  
Ocala, FL 34474

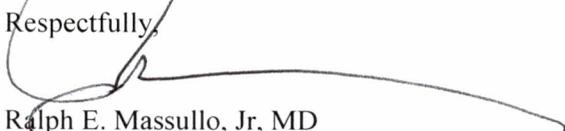
Dr. Dr. Henningsen,

It is my pleasure to write a letter of support for the Florida Jobs Growth Grant proposal *Central Florida Workforce Initiative (CFWI)* being submitted by the College of Central Florida. This project addresses the needs of numerous employers in the manufacturing, engineering and health sciences fields throughout Marion, Levy, and Citrus Counties in a broad range of industry and professional occupations. The CFWI grant proposal shows an initiative that will help fill these high-skills, high-wage positions, and provide a greater availability of entry-level employees moving forward.

The timeliness of getting students trained and ready for the work force as outlined in your proposal fits the Florida Jobs Growth Initiative's mission of "A new way to create jobs and economic growth for Florida families." This grant will provide for manufacturing and engineering companies, healthcare providers, suppliers and educators the ability to exchange ideas, share knowledge, and discuss future opportunities for the mutual benefit of the high-skill, high-wage job environment in Central Florida.

In conclusion, I fully support the CFWI grant proposal working with the College of Central Florida that will benefit your students, Central Florida, and the State of Florida.

Respectfully,

  
Ralph E. Massullo, Jr, MD  
REM/as

**Committees:**

Health & Human Services Committee - Health Quality Subcommittee – Tourism & Gaming  
Natural Resources & Public Lands Subcommittee – PreK-12 Innovation Subcommittee



# The Florida House of Representatives

Representative Stan McClain

District 23

Dr. James D. Henningsen  
President  
College of Central Florida  
3001 SW College Road  
Ocala, FL 34474

July 16, 2018

Dr. Dr. Henningsen,

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In conclusion, I fully support the CFWI grant proposal working with the College of Central Florida that will benefit your students, Central Florida, and the State of Florida.

Respectfully,

A handwritten signature in blue ink, appearing to read "Stan McClain".

Stan McClain, *Representative*  
House District 23: Parts of Marion County

**District Address**

315 Southeast 25th Avenue  
Ocala, Florida 34471-2689  
(352) 732-1313

**Tallahassee Address**

1301 The Capitol  
402 South Monroe Street  
Tallahassee, Florida 32399-1300  
(850) 717-5023



# Florida House of Representatives

*Representative Charlie Stone*

District 22

**District Office:**

3001 SW College Rd, Suite 104  
Ocala, FL 34474  
(352) 291-4436  
(352) 291-4437 (fax)

**Tallahassee Office:**

209 House Office Building  
402 South Monroe Street  
Tallahassee, FL 32399  
(850) 717-5022

Email: [Charlie.Stone@myfloridahouse.com](mailto:Charlie.Stone@myfloridahouse.com)

July 16, 2018

Dr. James D. Henningsen  
President  
College of Central Florida  
3001 SW College Road  
Ocala, FL 34474

Dr. Dr. Henningsen,

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In conclusion, I fully support the CFWI grant proposal working with the College of Central Florida that will benefit your students, Central Florida, and the State of Florida.

Sincerely,

A handwritten signature in cursive script that reads "Charlie Stone".

Representative Charlie Stone  
House District 22

CS/cm

4 October 2018

Dr. James D. Henningsen  
President  
College of Central Florida  
3001 SW College Road  
Ocala, FL 34474

Dear Dr. Henningsen:

On behalf of the Ocala/Marion County Chamber & Economic Partnership and our 1400+ business partners, it is my pleasure to provide this support for the Florida Jobs Growth Grant proposal *Central Florida Workforce Initiative (CFWI)* being submitted by the College of Central Florida.

This initiative addresses the needs of numerous employers in the manufacturing, engineering, and health sciences fields throughout our region. The CFWI grant proposal will help fill these high-skills, high-wage positions, and provide a greater pipeline of entry-level employees moving forward.

The timeliness of getting students trained and ready for the workforce as outlined in your proposal fits the Florida Jobs Growth Initiative's mission of "A new way to create jobs and economic growth for Florida families." This grant will provide for manufacturing and engineering companies, healthcare providers, suppliers, and educators the ability to exchange ideas, share knowledge, and discuss future opportunities for the mutual benefit of the high-skill, high-wage job environment in Central Florida.

Again, I fully support the CFWI grant proposal working with the College of Central Florida that will benefit your students, Central Florida, and the State of Florida.

Best,



Kevin T. Sheilley  
President & CEO