

## **TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM**

Triumph Gulf Coast, Inc. (“Triumph Gulf Coast”) has created a pre-application process to provide initial consideration of potential ideas for projects or programs that may seek an award of funding. Applicants are required to participate in the pre-application process. Notwithstanding the response from Triumph Gulf Coast on the pre-application form, an Applicant may still elect to submit an Application.

### **APPLICANT INFORMATION:**

Name of Individual/Entity/Organization: Bay District Schools – Tom P. Haney Technical Center

Brief Description of Background of Individual/Entity/Organization:

Haney Technical Center is the only adult technical training center of Bay District Schools. The center offers 18 career technical education programs serving Bay, Jackson, Washington, Franklin, Gulf, and Walton Counties. Graduates have an average completion rate of 82% and an average job placement rate of 86%. The mission is to provide educational opportunities for all students and the training necessary to meet the needs and standards of today’s changing global workplace.

Bay County Schools, governed by an elected five-member board, responsible for setting school policies which are designed with the goal of delivering the best possible education to each child. Bay District Schools is led by Superintendent William V. Husfelt, III. The district is comprised of 47 schools: 5 high schools, 6 middle schools, 2 combined grade level schools (K-8, K-12), 3 special purpose schools, 1 adult technical school, 10 charter schools and 1 virtual school. The entire school system has a total membership of 27,784 students from Pre-K to 12<sup>th</sup> grade.

Contact Information:

Primary Contact Information: William V. Husfelt, III  
Title: Superintendent  
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Names of co-applicants, partners or other entities, organizations that will have a role in the proposed project or program: There are no co-applicants for this proposed project.

### **REQUIRED EXECUTIVE SUMMARY:**

In a maximum of three (3) pages, please describe the proposed project or program, including (i) the amount of funds being sought from Triumph Gulf Coast; (ii) the amount and identity of other sources of funds for the proposed project or program; (iii) the location of the project or program; (iv) summary description of the proposed program, including how the program will be transformational and promote economic recovery, diversification, and enhancement of the disproportionately affected counties, and (v) a summary timeline for the proposed project or program.

### **IMPORTANT NOTICE**

This pre-application process will **not** result in an award of funding by Triumph Gulf Coast. Rather, this process is designed to facilitate submission of ideas for potential projects or programs before the Applicant expends time and/or resources to complete a full Application. All Applicants for funding are required to complete an Application, which will be scored, and then considered for award in the discretion of Triumph Gulf Coast Board.

# **BAY DISTRICT SCHOOLS**

## **Tom P Haney Technical Center**

### **Air Conditioning, Refrigeration, & Heating Technology (HVAC)**

#### **Executive Summary**

Tom P. Haney Technical Center has a proven history of working closely with local and regional industry to meet the needs of the workforce in Bay, Gulf, Washington, Jackson, Franklin, Walton, Escambia, Okaloosa, Calhoun and Santa Rosa Counties. The Air conditioning, Refrigeration & Heating Technology (HVAC) program strives to meet the critical need for skilled workers at companies such as All American Air Conditioning and Foam Insulation, Peaden Air Conditioning, Plumbing & Electrical, System Service & Engineering, Bush Air Conditioning Contractors Inc, A Superior Air Conditioning Company, Mills Heating & Air, Rousso's Air Conditioning as well as others throughout the region. However, multiple industry partners serving on the HVAC Occupational Advisory for Haney Technical Center have expressed concern that the current facility is out of date, inefficient for instruction and that existing equipment does not meet industry standards. Much of the currently-used area has not been renovated since the original building construction in 1976. HVAC systems have changed over the years, and the current lab being used is in dire need of updated facilities, equipment, and technology to teach to advanced industry standards.

Haney's HVAC program offers a 608 EPA certification and NCCER (National Center for Construction Education & Research) credentials, nationally recognized certifications affiliated with the University of Florida's M.E. Rinker, Sr. School of Construction Management. The program's Occupational Advisory Committee strongly suggests that Haney add North American Technician Excellence (NATE) certifications. Many equipment manufacturers require that their companies have a minimum percentage of employees who hold a NATE Industry Certification. Due to the outdated facility, Haney's equipment, lab space, and technology are inadequate to teach to industry standards and to receive NATE certification as a training facility. Specific renovation needed include: LED lights with protective cages, Emergency shut off located on 4 main walls of lab, Safety equipment such as eyewash station and strobe lighting for emergency alerts, Flooring and drains, Ventilation and fan coils, Raised ceiling, Retractable power drops with a power supply at each workstation, New layout to allow for line of site in the lab, Workstations, Parts and storage rooms, Locking tool cabinets, Flammable storage and tank racks, Removal of oil pipes, Brazing booths, and a Central location for electrical panels. Training Equipment needed includes: digital control equipment, rack refrigeration system, reclaiming machine, recycling machine, portable torch sets, vacuum pumps, Geothermal Troubleshooting Learning System (950-GE02 Amatrol), Geothermal Flush Cart Learning System, and a Steam Systems Operation Maintenance Repair Trainer.

Addressing this concern brought forth by industry is vital to meeting the regional need of skilled workers in this field. To meet the current industry demands and to prepare for industry growth, training must meet current professional standards. To accommodate industry requests, Haney Technical Center proposes a complete renovation of an existing space as well as funding to purchase tools, equipment, and supplies to outfit the program to meet current industry standards. Haney has the space, industry partners, and successful experience with adult career technical education that will enable an updated HVAC program to flourish. The clear economic benefits to local employers and future employees is

both immediate and longstanding and will provide transformational change in supplementing the workforce pipeline in HVAC technology for the entire Northwest Florida region.

**i. Amount of funds being sought from Triumph Gulf Coast**

Haney Technical Center is requesting \$584,000 for the project. This funding request includes the cost of design, building renovations, contingency funds, start-up tools and materials for this program.

**ii. The amount and identity of other sources of funds for the proposed project or program.**

Bay District Schools will provide \$58,400 for this project.

**iii. The location of the project or program**

The planned location for the proposed project is on the Tom P. Haney Technical Center Campus, 3016 Hwy 77, Panama City, Florida. If funded, current classroom and shop space located in building 1 will be renovated for this program.

**iv. Summary description of the proposed program, including how the program will be transformational and promote economic recovery, diversification, and enhancement of the disproportionately affected counties, and a summary timeline for the proposed project or program.**

Haney Technical Center is an adult technical training institution in Bay County that already provides life-changing opportunities serving over 900 students annually with over 70 % receiving financial aid. Through its programs, Haney assists a diverse sector of adults who are looking to find economic stability including those who need to earn their Graduate Education Diploma (GED), industry certifications, and occupational training that can help them obtain steady employment for the rest of their lives. The adult population includes military veterans, the economically disadvantaged and non-degree seeking students who want hands on training. An updated HVAC program would provide transformational change in the future of the lives of residents of Bay County and the surrounding counties for many generations to come.

Haney's 15-month HVAC program consistently remains at capacity with a cap of 40 committed students. Out of the 40 currently-enrolled students, 12 are also working either full or part-time with local employers while attending school. The program is well-known in the industry and receives frequent calls from potential students wanting to enter the program during the three yearly enrollment periods but are disappointed because they are unable to enroll because the program has reached capacity. After renovations, the program could have the potential to offer more student spots.

There are approximately 50 HVAC contractors in our local area who benefit from hiring Haney's HVAC students. The program has a solid job placement rate averaging 87% over the last 4 years. Many of these local contractors who hire candidates serve on the HVAC Occupational Advisory Committee as industry partners. These employers report that they prefer to hire employees who have completed technical school. Haney students are well-prepared with

foundational coursework and hands-on learning. The small tuition cost of \$5700 generates a huge return-on-investment given the potential salaries. The continuity of graduates from this program will be a part of the long-term solution ensuring that there is a qualified candidate pool that current and future companies can depend on in the region. HVAC Advisory Committee Members agree that an updated program is critical to meet the need for skilled employees for local industry.

The project is transformational and will positively affect the disproportionately affected counties in the next ten years. If funded, the economic forecast for the HVAC industry is promising.

- Within the local workforce region, job prospects are expected to be excellent, and employment in this job field is projected to grow much faster than the average field.
- In 2016, the average wage for heating, air-conditioning, and refrigeration mechanics and installers was \$17.84 per hour or \$37,118 annually.
- Based on labor market statistics, there are currently 58 job openings in NW Florida and another 613 jobs in related occupations of Installation, Maintenance and Repair Occupations.
- Nationally, employment of HVAC technicians is projected to increase 238% during the 2008-18 decade--much faster than the average for all occupations.
- HVAC Advisory Committee members gave a starting salary range in NW Florida for a year-round, full-time entry-level employee at between \$35,000-\$50,000 annually with some seasonal considerations for higher or lower income potential.

Furthermore, HVAC students will have the opportunity to embark on career and educational pathways that are considered high demand occupations listed on the Florida Department of Economic Opportunity for the affected counties. The positive impact to the socio-economic class of the residents in the county from such opportunity can be life-changing. The HVAC program enhances the overall opportunities and quality of life of the residents of Bay County and will do so in perpetuity. Research supports that advanced education in relevant career and technical programs is an investment that results in higher wages and long-term employment--both key indicators of an improved quality of life.

If funded, more than 40 students year after year will be a part of a robust program with proven local employment opportunities. If the demand continues for additional enrollment opportunities, a newly renovated space would be able to accommodate such growth. The graduates from this program will have the necessary skills to fulfill the foundational needs that are sought by both local and regional HVAC companies. Gateways of opportunity for the graduating students will be broadened to a regional level due to the portability of the skills and knowledge learned.

Haney is one of the longest continually accredited institutions by the Council on Occupational Education. The institution is well prepared to enhance the current HVAC program and expand its credential offerings if funded. An investment in this project will allow the center to further its success in making a positive economic impact in the lives of the residents in Bay County and the Northwest Florida companies that it serves.

#### **v. Timeline**

From the time it is funded, the HVAC project could be completed within six to nine months.