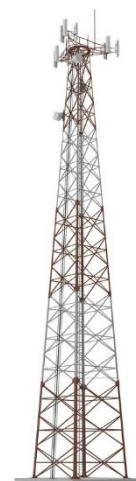
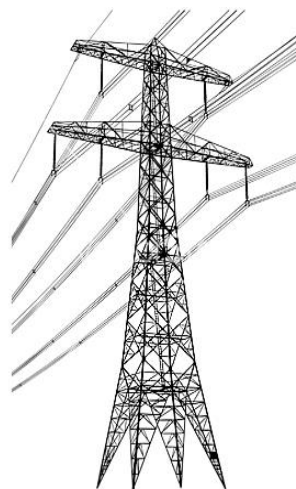




# The Florida Big Bend Coastal Center of Excellence (FBCCCE) for Elevated Technology Training (ETT<sup>2</sup>)

Triumph Application 2018



November 29, 2018  
Honorable Don Gaetz, Chairman  
Triumph Gulf Coast, Inc.  
Attn: Susan Skelton, Executive Director  
P.O. Box 12007  
Tallahassee, Florida 32317

Chairman Gaetz:

Please find enclosed Tallahassee Community College's application for funds for the WEI Florida Big Bend Coastal Center of Excellence (FBBCCE) for *Elevated Technology Training (ETT<sup>2</sup>)* program which will train high-demand, high-skill, and high-wage positions. This project will be transformational for our region and is uniquely positioned to help a nascent East Triumph industry to greatly expand, impacting jobs, GDP, and personal income.

Our goal is for *ETT<sup>2</sup>* to be the definitive training program for all Power/Utility companies and Cellular/Wireless Communication companies looking to serve the Gulf Region and the entire State of Florida. This will be an enormous effort requiring the partnerships with Power/Utility Companies such as Duke Energy and Inspire Technologies for Telecommunications. *ETT<sup>2</sup>* will be a living laboratory where workforce training curricula can be developed and implemented with industry's input for new and existing energy occupations such as lineman; and communication technologies such as cellular and wireless technicians.

Florida Big Bend Coastal Center of Excellence and Elevated Technology Training (*ETT<sup>2</sup>*) will lead to the creation of over 1,900 new direct and indirect jobs. It is estimated that approximately one-third of these jobs will be created in Wakulla, Gulf and Franklin Counties, and generate \$308.8 million of GDP gains by project year six. The GDP-to-Project Cost return on investment (ROI) for the project is **\$205:\$1**. Therefore, for every dollar Triumph invests in this project, the FBBCCE will generate over \$205 of return for the regional economy.

We appreciate the opportunity to submit this application and are looking forward to providing any additional information.

Sincerely,

Jim Murdaugh, Ph.D.

President

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## **Triumph Gulf Coast, Inc. Trust Fund**

### **Application for Funds**

Proposal Instructions: The Triumph Gulf Coast, Inc. Trust Fund Grant Application (this document) must be completed by the entity applying for the grant and signed, as applicable, by either the individual applying for funds, an individual authorized to bind the entity applying for funds, a chief elected official, the administrator for the governmental entity or their designee. Please read the Application carefully as some questions may require a separate narrative to be completed. In addition, please complete all Addendums that may be applicable to the proposed project or program.

Triumph Gulf Coast, Inc. will make awards from available funds to projects or programs that meet the priorities for economic recovery, diversification, and enhancement of the disproportionately affected counties. Triumph Gulf Coast, Inc. may make awards for:

- Ad valorem tax rate reduction within disproportionately affected counties;
- Local match requirements of s. 288.0655 for projects in the disproportionately affected counties;
- Public infrastructure projects for construction, expansion, or maintenance which are shown to enhance economic recovery, diversification, and enhancement of the disproportionately affected counties;
- Grants to local governments in the disproportionately affected counties to establish and maintain equipment and trained personnel for local action plans of response to respond to disasters, such as plans created for the Coastal Impacts Assistance Program;
- Grants to support programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties. Eligible programs include those that increase students' technology skills and knowledge; encourage industry certifications; provide rigorous, alternative pathways for students to meet high school graduation requirements; strengthen career readiness initiatives; fund high-demand programs of emphasis at the bachelor's and master's level designated by the Board of Governors; and, similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission of Education; encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties;
- Grants to support programs that provide participants in the disproportionately affected counties with transferable, sustainable workforce skills that are not confined to a single employer; and
- Grants to the tourism entity created under s. 288.1226 for the purpose of advertising and promoting tourism and Fresh From Florida, and grants to promote workforce and infrastructure, on behalf of all of the disproportionately affected counties.

Pursuant to Florida Law, Triumph Gulf Coast, Inc. will provide priority consideration to Applications for projects or programs that:

- Generate maximum estimated economic benefits, based on tools and models not generally employed by economic input-output analyses, including cost-benefit, return-on-investment, or dynamic scoring techniques to determine how the long-term economic growth potential of the disproportionately affected counties may be enhanced by the investment.
- Increase household income in the disproportionately affected counties above national average household income.
- Leverage or further enhance key regional assets, including educational institutions, research facilities, and military bases.
- Partner with local governments to provide funds, infrastructure, land, or other assistance for the project.
- Benefit the environment, in addition to the economy.
- Provide outcome measures.
- Partner with K-20 educational institutions or school districts located within the disproportionately affected counties as of January 1, 2017.
- Are recommended by the board of county commissioners of the county in which the project or program will be located.
- Partner with convention and visitor bureaus, tourist development councils, or chambers of commerce located within the disproportionately affected counties.

Additionally, the Board of Triumph Gulf Coast, Inc. may provide discretionary priority to consideration of Applications for projects and programs that:

- Are considered transformational for the future of the Northwest Florida region.
- May be consummated quickly and efficiently.
- Promote net-new jobs in the private sector with an income above regional average household income.
- Align with Northwest Florida FORWARD, the regional strategic initiative for Northwest Florida economic transformation.
- Create net-new jobs in targeted industries to include: aerospace and defense, financial services/shared services, water transportation, artificial intelligence, cybersecurity, information technology, manufacturing, and robotics.
- Promote industry cluster impact for unique targeted industries.
- Create net-new jobs with wages above national average wage (*e.g.*, similar to EFI QTI program, measured on graduated scale).
- Are located in Rural Area of Opportunity as defined by the State of Florida (DEO).
- Provide a wider regional impact versus solely local impact.
- Align with other similar programs across the regions for greater regional impact, and not be duplicative of other existing projects or programs.
- Enhance research and innovative technologies in the region.
- Enhance a targeted industry cluster or create a Center of Excellence unique to Northwest Florida.

- Create a unique asset in the region that can be leveraged for regional growth of targeted industries.
- Demonstrate long-term financial sustainability following Triumph Gulf Coast, Inc. funding.
- Leverage funding from other government and private entity sources.
- Provide local investment and spending.
- Are supported by more than one governmental entity and/or private sector companies, in particular proposed projects or programs supported by more than one county in the region.
- Provide clear performance metrics over duration of project or program.
- Include deliverables-based payment system dependent upon achievement of interim performance metrics.
- Provide capacity building support for regional economic growth.
- Are environmentally conscious and business focused?
- Include Applicant and selected partners/vendors located in Northwest Florida.

Applications will be evaluated and scored based on compliance with the statutory requirements of the Triumph Gulf Coast legislation, including but not limited to the priorities identified therein and the geographic region served by the proposed project or program.

**Applicant Information**

Name of Individual (if applying in individual capacity): N/A

Name of Entity/Organization: The District Board of Trustees of Tallahassee Community College

Background of Applicant Individual/Entity/Organization: Please see Attachment A, Pg. 22

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Federal Employer Identification Number: 591141270

Contact Information:

Primary Contact Information: Jim Murdaugh, Ph.D.

Title: President

Mailing Address: 444 Appleyard Dr.

Tallahassee, FL 32304

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Phone: 850-201-8660

Email: MURDAUGJ@tcc.fl.edu

Website: www.tcc.fl.edu

Identify any co-applicants, partners, or other entities or organizations that will have a role in the proposed project or program and such partners proposed roles.

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

Total amount of funding requested from Triumph Gulf Coast: \$2,593,083

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Has the applicant in the past requested or applied for funds for all or part of the proposed project/program?

Yes       No

If yes, please provide detailed information concerning the prior request for funding, including:

- the date the request/application for funding was made;
- the source to which the request/application for funding was made,
- the results of the request/application for funding, and
- projected or realized results and/or outcomes from prior funding.

In 2012 TCC was awarded \$4,561,362 in PECO dollars to begin Phase I of the WEI.

In 2014 TCC was awarded \$1,500,000 from the Economic Development

Administration for additional construction costs for Phase I. The first building

opened in 2016.

Describe the financial status of the applicant and any co-applicants or partners:

Please see Attachment B, Pg. 23

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

In a separate attachment, please provide financial statements or information that details the financial status of the applicant and any co-applicants or partners.

Please see Attachment C, Pg. 24

Has the applicant or any co-applicants, partners or any associated or affiliated entities or individuals filed for bankruptcy in the last ten (10) years?

Yes       No

If yes, please identify the entity or individual that filed for bankruptcy and the date of filing.

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



**Eligibility**

Pursuant to Section 288.8017, Triumph Gulf Coast, Inc. was created to make awards from available funds to projects or programs that meet the priorities for economic recovery, diversification, and enhancement of the disproportionately affected counties. The disproportionately affected counties are: Bay County, Escambia County, Franklin County, Gulf County, Okaloosa County, Santa Rosa County, Walton County, or Wakulla County. See, Section 288.08012.

1. From the choices below, please check the box that describes the purpose of the proposed project or program (check all that apply):

- Ad valorem tax rate reduction within disproportionately affected counties;
- Local match requirements of s. 288.0655 for projects in the disproportionately affected counties;
- Public infrastructure projects for construction, expansion, or maintenance which are shown to enhance economic recovery, diversification, and enhancement of the disproportionately affected counties;
- Grants to local governments in the disproportionately affected counties to establish and maintain equipment and trained personnel for local action plans of response to respond to disasters, such as plans created for the Coastal Impacts Assistance Program;
- Grants to support programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties. Eligible programs include those that increase students' technology skills and knowledge; encourage industry certifications; provide rigorous, alternative pathways for students to meet high school graduation requirements; strengthen career readiness initiatives; fund high-demand programs of emphasis at the bachelor's and master's level designated by the Board of Governors; and, similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission of Education, encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties;
- Grants to support programs that provide participants in the disproportionately affected counties with transferable, sustainable workforce skills that are not confined to a single employer; and
- Grants to the tourism entity created under s. 288.1226 for the purpose of advertising and promoting tourism and Fresh From Florida, and grants to promote workforce and infrastructure, on behalf of all of the disproportionately affected counties.



3. Explain how the proposed project or program is considered transformational and how it will effect the disproportionately affected counties in the next ten (10) years.

[Please see Attachment E, Pg. 29](#)

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

4. Describe data or information available to demonstrate the viability of the proposed project or program.

[Please see Attachment F, Pg. 30](#)

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

5. Describe how the impacts to the disproportionately affected counties will be measured long term.

[Please see Attachment G, Pg. 32](#)

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

6. Describe how the proposed project or program is sustainable. (Note: Sustainable means how the proposed project or program will remain financially viable and continue to perform in the long-term after Triumph Gulf Coast, Inc. funding.)

[Please see Attachment H, Pg. 33](#)

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

7. Describe how the deliverables for the proposed project or program will be measured.

[Please see Attachment I, Pg. 34](#)

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

### **Priorities**

1. Please check the box if the proposed project or program will meet any of the following priorities (check all that apply):



Generate maximum estimated economic benefits, based on tools and models not generally employed by economic input-output analyses, including cost-benefit, return-on-investment, or dynamic scoring techniques to determine how the long-term economic growth potential of the disproportionately affected counties may be enhanced by the investment.



Increase household income in the disproportionately affected counties above national average household income.

- Leverage or further enhance key regional assets, including educational institutions, research facilities, and military bases.
- Partner with local governments to provide funds, infrastructure, land, or other assistance for the project.
- Benefit the environment, in addition to the economy.
- Provide outcome measures.
- Partner with K-20 educational institutions or school districts located within the disproportionately affected counties as of January 1, 2017.
- Are recommended by the board of county commissioners of the county in which the project or program will be located.
- Partner with convention and visitor bureaus, tourist development councils, or chambers of commerce located within the disproportionately affected counties.

2. Please explain how the proposed project meets the priorities identified above.

[Please see Attachment J, Pg. 35](#)

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

3. Please explain how the proposed project or program meets the discretionary priorities identified by the Board.

[Please see Attachment K, Pg. 38](#)

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

4. In which of the eight disproportionately affected county/counties is the proposed project or program located? (Circle all that apply)

Escambia   Santa Rosa   Okaloosa   Walton   Bay   Gulf   Franklin   Wakulla

5. Was this proposed project or program on a list of proposed projects and programs submitted to Triumph Gulf Coast, Inc., by one (or more) of the eight disproportionately affected Counties as a project and program located within its county?  
 Yes     No

If yes, list all Counties that apply: Wakulla County

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6. Does the Board of County Commissioners for each County listed in response to question 5, above, recommend this project or program to Triumph?  
 Yes     No

\*\*Please attach proof of recommendation(s) from each County identified.

### **Approvals and Authority**

1. If the Applicant is awarded grant funds based on this proposal, what approvals must be obtained before Applicant can execute an agreement with Triumph Gulf Coast, Inc.?  
Approval from the President of Tallahassee Community College is required.  
(If additional space is needed, please attach a Word document with your entire answer.)
2. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the entity and Triumph Gulf Coast:  
A. Provide the schedule of upcoming meetings for the group for a period of at least six months.  
B. State whether that group can hold special meetings, and if so, upon how many days' notice.  
N/A  
(If additional space is needed, please attach a Word document with your entire answer.)
3. Describe the timeline for the proposed project or program if an award of funding is approved, including milestones that will be achieved following an award through completion of the proposed project or program.  
Please see Attachment L, Pg. 44  
(If additional space is needed, please attach a Word document with your entire answer.)
4. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the entity applying for funding. 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. In addition, please attach any support letters from partners.  
Please see Attachment M, Pg. 45
-

**Funding and Budget:**

Pursuant to Section 288.8017, awards may not be used to finance 100 percent of any project or program. An awardee may not receive all of the funds available in any given year.

1. Identify the amount of funding sought from Triumph Gulf Coast, Inc. and the time period over which funding is requested.  
\$2,593,083 with 50% available by January 2019 and 50% available by June 2019  
(If additional space is needed, please attach a Word document with your entire answer.)
  
2. What percentage of total program or project costs does the requested award from Triumph Gulf Coast, Inc. represent? (Please note that an award of funding will be for a defined monetary amount and will not be based on percentage of projected project costs.)  
The percentage requested is 28%. Please see Attachment N, Pg. 48  
(If additional space is needed, please attach a Word document with your entire answer.)
  
3. Please describe the types and number of jobs expected from the proposed project or program and the expected average wage.  
Please see Attachment O, Pg. 49  
(If additional space is needed, please attach a Word document with your entire answer.)
  
4. Does the potential award supplement but not supplant existing funding sources? If yes, describe how the potential award supplements existing funding sources.  
 Yes     No

This award will supplement the previous six million dollars from Phase I, as well as the two million dollars being raised by the TCC Foundation for Phase II.

5. Please provide a Project/Program Budget. Include all applicable costs and other funding sources available to support the proposal.
  - A. Project/Program Costs: (Please see budget narrative for a complete breakdown)

Travel	<u>\$11,000</u>
Other	<u>\$ 1,071,000</u>
Equipment	<u>\$950,000</u>
Supplies	<u>\$ 65,000</u>
Salaries	<u>\$760,348</u>
TCC Indirect	<u>\$235,735</u>

Total Project Costs: \$3,093,083

B. Other Project Funding Sources:

Example Funding Sources (Note: Not an exhaustive list of possible Funding Sources.)

City/County \$ \_\_\_\_\_

Private Sources \$ 500,000

Other (e.g., grants, etc.) \$ \_\_\_\_\_

Total Other Funding \$ \_\_\_\_\_

**Total Amount Requested: \$2,593,083**

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

C. Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding and any other pertinent budget-related information.

[Please see Appendix A, Pg. 62](#)

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

Applicant understands that the Triumph Gulf Coast, Inc. statute requires that the award contract must include provisions requiring a performance report on the contracted activities, must account for the proper use of funds provided under the contract, and must include provisions for recovery of awards in the event the award was based upon fraudulent information or the awardee is not meeting the performance requirements of the award.

Yes       No

Applicant understands that awardees must regularly report to Triumph Gulf Coast, Inc. the expenditure of funds and the status of the project or program on a schedule determined by Triumph Gulf Coast, Inc.

Yes       No

Applicant acknowledges that Applicant and any co-Applicants will make books and records and other financial data available to Triumph Gulf Coast, Inc. as necessary to measure and confirm performance metrics and deliverables.

Yes       No

Applicant acknowledges that Triumph Gulf Coast, Inc. reserves the right to request additional information from Applicant concerning the proposed project or program.

Yes       No



## **ADDENDUM FOR WORKFORCE TRAINING PROPOSALS**

### 1. Program Requirements

- A. Will this proposal supports programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties? If yes, please identify where the campuses are located and provide details on how the proposed programs will prepare students for future occupations and at which K-20 institutions that programs will be provided.

Yes       No

[Please see Attachment Q, pg. 53](#)

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

- B. Will the proposed program (check all that apply):
- Increase students' technology skills and knowledge
  - Encourage industry certifications
  - Strengthen career readiness initiatives
  - Encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties (similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission on Education)

For each item checked above, describe how the proposed program will achieve these goals

[Please see Attachment R, Pg. 54](#)

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

- C. Will this proposal provide participants in the disproportionately affected counties with transferable, sustainable workforce skills but not confined to a single employer? If yes, please provide details.

Yes       No

Yes, the educational and workforce training programs that will be offered  
at TCC will cater to multiple employers in the region.

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

- D. Identify the disproportionately affected counties where the proposed programs will operate or provide participants with workforce skills.

Wakulla County

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

- E. Provide a detailed description of, and quantitative evidence demonstrating how the proposed project or program will promote:
- Economic recovery,
  - Economic Diversification,
  - Enhancement of the disproportionately affected counties,
  - Enhancement of a Targeted Industry.

Please see Attachment S, Pg. 56

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

2. Additional Information

- A. Is this an expansion of an existing training program? Is yes, describe how the proposed program will enhance or improve the existing program and how the proposal program will supplements but not supplant existing funding sources.

Yes     No

Please see Attachment T, Pg.57

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

- B. 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) where the training will be available.

[Please see Attachment T, Pg. 57](#)

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

- C. Identify the number of anticipated enrolled students and completers.

[Please see Attachment T, Pg. 57](#)

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

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

[Please see Attachment U, Pg. 58](#)

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

- E. Describe the plan to support the sustainability of the proposed program.

[Please see Attachment V, Pg. 59](#)

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

- F. Identify any certifications, degrees, etc. that will result from the completion of the program.

[Please see Attachment W, Pg. 60](#)

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

G. Does this project have a local match amount? If yes, please describe the entity providing the match and the amount.

Yes

No

[Please see Attachment X, Pg. 61](#)

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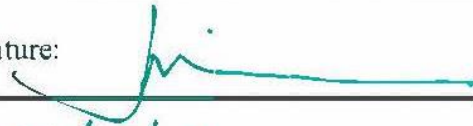
(If additional space is needed, please attach a Word document with your entire answer.)

I, the undersigned, do hereby certify that I have express authority to sign this proposal on my behalf or on behalf of the above-described entity, organization, or governmental entity:

Name of Applicant: The District Board of Trustees of Tallahassee Community College

Name and Title of Authorized Representative: Jim Murdaugh, Ph.D., President

Representative Signature:

A handwritten signature in blue ink, appearing to be 'Jim Murdaugh', written over a horizontal line.

Signature Date:

A handwritten date '5/8/18' in blue ink, written over a horizontal line.

## **Attachment A: Applicant Information**

### *Background of Applicant Individual/ Entity/ Organization:*

Tallahassee Community College (TCC) is one of the nation's top performing community colleges. Since its inception in 1966, the College has been at the forefront of advancing student success through education, workforce development and certification programs. On April 17, 2012, Governor Rick Scott signed Florida's budget, which included a \$4.5 million investment for TCC to construct the Wakulla Environmental Institute (WEI) in Wakulla County. In 2013, the College purchased 158 acres off of Crawfordville Highway for the WEI and broke ground later that same year. The large, beautiful tract of land features a sinkhole, wetlands and a natural bridge. This property will easily accommodate a world-class facility to fulfill the Institute's three-part mission of education, conservation and recreation. A year later, the Economic Development Administration (EDA) within the United States Department of Commerce awarded a grant of \$1.5 million to TCC for core infrastructure development that enabled the construction of Phase I of the WEI which opened in early 2016. Located in one of North America's top five biodiversity hotspots, the WEI serves as a hub for education (job training), conservation and recreation in Northwest Florida for all environmental issues the State is facing today and in the future. The WEI provides job training in aquaculture and maritime occupations, leads efforts in environmental conservation and restoration and promotes regional tourism and recreation activity to stimulate economic growth across the Big Bend. While the College developed the first phase of the Institute to support the revitalization of industries that collapsed as a result of the Deepwater Horizon oil spill, TCC's work in leading economic development activity in Wakulla County spawned new opportunities and initiatives that we are offering for this region. Leveraging a record of sound financial and environmental stewardship, the proposed second phase, WEI supports the expansion of Institute programming and operations that will catalyze transformational growth along the Gulf Coast. To that end WEI is proposing the creation of the Florida Big Bend Coastal Center of Excellence (FBCCCE) for *Elevated Technology Training (ETT<sup>2</sup>)*. Which will be the definitive training program for all Power/Utility companies and Cellular/Wireless Communication companies looking to serve the Gulf Region and the entire State of Florida. An independent REMI (Regional Economic Models, Inc.) economic analysis forecasted creation of 1,901 direct and indirect forms of employment, \$308.8 Million of additional GDP, and \$116.4 Million of additional Personal Income by project year 6. The anticipated project outcomes are transformational for this region.

## **Attachment B: Applicant Information**

*Describe the financial status of the applicant and any co-applicants or partners:*

Tallahassee Community College is a comprehensive, public community college. The College's assets total \$165.3 million, with \$132.5 million in capital assets and \$37.4 million in operating revenue for the 2016-17 fiscal year.

# Attachment C: Applicant Information

**EXHIBIT A**

**THE FLORIDA COLLEGE SYSTEM  
COLLEGE OPERATING BUDGET  
ANNUAL BUDGET SUMMARY  
FISCAL YEAR 2017-18**

**COLLEGE:** Tallahassee Community College

	<b>CURRENT FUNDS - UNRESTRICTED</b>
<b>BEGINNING FUND BALANCE - JULY 1, 2017:</b>	
ESTIMATED AFR FUND BALANCE - JUNE 30, 2017 (IF DEBIT BALANCE USE "MINUS SIGN")	\$9,556,768
ADD AMOUNT EXPECTED TO BE FINANCED IN FUTURE YEARS (USE PLUS SIGN)	0
<b>TOTAL RESERVE AND UNENCUMBERED FUND BALANCE - JULY 1, 2017</b>	<b>\$9,556,768</b>
ADD: REVENUES	\$57,894,057
TRANSFERS IN	\$1,000,000
<b>TOTAL RECEIPTS</b>	<b>\$58,894,057</b>
<b>TOTAL ESTIMATED AVAILABLE</b>	<b>\$68,450,825</b>
DEDUCT: EXPENDITURES	\$60,894,057
TRANSFERS OUT	\$0
<b>TOTAL DISBURSEMENTS</b>	<b>\$60,894,057</b>
<b>ESTIMATED FUND BALANCE - JUNE 30, 2018:</b>	
TOTAL AVAILABLE LESS DISBURSEMENTS	\$7,556,768
ADD ACCRUED LEAVE EXPENSE (GLC 59300)	\$0
<b>TOTAL ESTIMATED RESERVE AND UNENCUMBERED FUND BALANCE - JUNE 30, 2018</b>	<b>\$7,556,768</b>
LESS ESTIMATED AMOUNT EXPECTED TO BE FINANCED IN FUTURE YEARS (GLC 30800) - JUNE 30, 2018	\$0
<b>TOTAL ESTIMATED FUND BALANCE - JUNE 30, 2018</b>	<b>\$7,556,768</b>
ESTIMATED UNENCUMBERED FUND BALANCE - JUNE 30, 2018	\$4,996,164
(Includes GL's: 30200, 30300, 30400, 30500, 30600, 30700, 30900, and 31100)	
<b>PERCENT OF ESTIMATED UNENCUMBERED FUND BALANCE AS OF JUNE 30 2018, TO ESTIMATED FUNDS AVAILABLE</b>	<b>7.30%</b>

**CERTIFY BOARD OF TRUSTEES APPROVAL:**

  
\_\_\_\_\_  
**COLLEGE PRESIDENT**

6/19/17  
\_\_\_\_\_  
**DATE**



## **Attachment D: Eligibility Attachment, Question 2**

*Provide the title and a detailed description of the proposed project or program, including the location of the proposed project or program, a detailed description of, and quantitative evidence demonstrating how the proposed project or program will promote economic recovery, diversification, and enhancement of the disproportionately affected counties, a proposed timeline for the proposed project or program, and the disproportionately affected counties that will be impacted by the proposed project or program.*

### **Florida's Big Bend Coastal Center of Excellence (FBCCCE) for Elevated Technology Training (ETT<sup>2</sup>)**

The Florida Big Bend Coastal Center of Excellence (FBCCCE) for *Elevated Technology Training (ETT<sup>2</sup>)* will train high-demand, high-skill, and high-wage positions to serve the East Triumph Region: Our goal is for *ETT<sup>2</sup>* to be the definitive training program for all Power/Utility companies and Cellular/Wireless Communication companies looking to serve the Gulf Region and the entire State of Florida.

*ETT<sup>2</sup>* will offer education and workforce training programs that support industries, both existing and new, that previously did not exist. The FBCCCE will help foster a new era of economic growth through the exploration and application of technological advancements. TCC has already begun discussions with major utility providers to create programming that supports green jobs and the environment and also a technology/communication company to create a telecommunications training program that targets cell tower technology. As a result of the major infrastructure losses because of hurricanes for the utility and telecommunication industries we are creating the FBCCCE to directly address recovery and resiliency for our State. This project will fill that gap to create the necessary occupations to fill the job openings to repair the infra-structure impacted by hurricanes, but also build systems to prevent hurricane damage in the future locally and state-wide. *ETT<sup>2</sup>* will be a living laboratory where workforce training curricula can be developed and implemented with industry's input for new and existing energy occupations such as lineman and relay technicians; and communication technologies such as cellular and wireless technicians. All training will be provided onsite at the College's Wakulla Environmental Institute (WEI) located in Wakulla County. As a commitment by TCC, the college will provide up to five acres of land for practical hands-on training with a "climbing lab" comprised of utility poles and a cellular tower. Additionally, TCC will provide the necessary classroom space for face-to-face (lecture) instruction, computer lab space and administrative infra-structure to support *ETT<sup>2</sup>*.

In the future TCC will add other green technology program offerings to be included in *ETT<sup>2</sup>* such as alternative/renewable energy technologies (i.e., solar, wind, thermal, solar battery storage) as the need demands, but *ETT<sup>2</sup>* at its current phase will focus on two (2) critical industry areas needing trained technicians today: Electrical Power and Telecommunications. To meet the need of the power and utility companies TCC will offer the approved 1,500 clock hour Florida Department of Education Electrical Power-Line Installers and Repairers (Electrical Lineman) Post-Secondary Adult Vocational (PSAV) or Career and Technical Certificate (CTC) program. The CTC program has Occupational Completion Points (OCPs) or exit points allowing a trainee to exit the program at

various points without completing the entire program yet affords the trainee the completion of specific technical competencies and portable industry recognized certifications which increases their job attainment. This training program includes the application of electrical/electronic principles, utility pole installation and maintenance and operation of utility equipment. This program is significantly different than other programs, as approximately 65% of the learning objectives and competencies are taught as hands-on activities. TCC will allocate, and in consultation with power/utility providers, build out space to meet the specific training needs for our power industry companies, municipally owned utilities and co-op providers. Additionally, the College will create articulation agreements with power/utility providers to allow trainees who wish to exit the program prior to completing it in its entirety a pathway into existing apprenticeship programs with the power/utility providers so a trainee will be given credit for their *ETT*<sup>2</sup> training. The utility/power sector represents the highest wages per job in the Northwest Florida Region.

The second critical focus for the *ETT*<sup>2</sup> project is telecommunications. To meet the needs of our Florida wireless and cellular companies, TCC will offer two (2) non-credit, fast-track Continuing Workforce Education (CWE) offerings - a 34 contact hour pre-requisite component and a second 242 contact hour “cell tower boot camp.” Additionally TCC will offer a 600 clock hour approved Florida Department of Education - Telecommunications Post-Secondary Adult Vocational (PSAV) or Career and Technical Certificate (CTC) program. The CTC program has Occupational Completion Points (OCPs) or exit points allowing a trainee to exit the program at various points without completing the entire program yet affords the trainee the completion of specific technical competencies and portable industry recognized certifications which increases their job attainment. The CTC training program will allow trainees to be exposed to the latest technology in cellular and wireless fields including 4G LTE, 5G LTE, FirstNet, Microwave, AirFiber and many more. Both the CWE component and the CTC program will meet the standards established by the by the National Wireless Safety Association and the National Association of Tower Erectors. The CWE components will be utilized as a pre-requisite to the CTC program or can be a “feeder” into existing employer owned training programs such as a company apprenticeship or On the Job (OJT) offered by employers.

### **Recruitment and Partnership:**

TCC already has major programs and partnerships in place that will allows us to grow this program exponentially.



Through our SPARK program we currently offer an A.A. degree that focuses on prerequisites on Entrepreneurship in Business

Administration at Florida State University.

- a. Developing your business plan
- b. Marketing
- c. Legal and Human Resources
- d. Finance



TCC was awarded the Veterans Florida Entrepreneurship Program Grant, which has served over 1,000 Veterans statewide and will serve as a recruitment pool for any of our veterans looking to get into the utility or communication field, or many of the other programs we offer here at WEI.



TCC is a Veteran Friendly Campus and was recently awarded the Troops to Teachers Grant for the entire state of Florida. Troops to Teachers is a National Department of Defense Veteran Transition Assistance Program. TCC will seek to train and employ the Veteran population within the Gulf Region and throughout the State of Florida by aligning our recruitment efforts with the Troops to Teachers program we currently manage here at the college. Our recruitment plan will include providing seminars on the available programs for those seeking to enter the Teaching Profession and introduce them to the growing possibilities that exist in Cellular and Wireless Communications. Currently there are eight bases in the Gulf Region and twenty-one bases statewide. All the bases deal with Power Distribution and Manufacturing. The Troops to Teachers program recruits on average 800 troops per year within the State of Florida and over 4,000 Nationwide. With over 1.4 Million Veterans in the State of Florida we can tap into an underserved population.



We will also be working along Wakulla County Schools to provide training through our existing partnerships. We have already established the Wakulla High School site as a dual enrollment site for Tallahassee Community College and will thus seek to recruit students within the area to encourage them to seek a career in the S.T.E.M's.



We currently have a partnership with Duke Energy to provide the facilities for their training program in Utilities Lineman Training Program. A Lineman Training Program Center will be established which will seek to include trainees throughout the Region.



Inspired Technologies has agreed to partner with WEI to provide the guidance for our telecommunications and technology training program and recruit from our pool of students. This will have an enormous effect on the region economically and at the same time provide recruitment efforts for our program.

### **Economic Analysis and Impact of Florida Big Bend Coastal Center of Excellence**

REMI economic modeling was conducted by the *Apalachicola Regional Planning Council* for this project. The Council found that the Florida Big Bend Coastal Center of Excellence (FBBCCE) and Elevated Technology Training (*ETT*<sup>2</sup>) will lead to the creation of over 1,900 new direct and indirect jobs. It is estimated that approximately one-third of these jobs will be created in Wakulla, Gulf and Franklin Counties, and generate \$308.8 million of GDP gains by project year six. The GDP-to-Project Cost return on investment (ROI) for the project is **\$205:\$1**. Therefore, for every dollar Triumph invests in this project, the FBBCCE will generate over \$205 of return for the regional economy.

The FBBCCE and its *ETT*<sup>2</sup> training components will offer the only venue of its kind in Wakulla County and the surrounding region. The Gulf Coast will reap immediate benefits through the purchase of equipment and employment of workers from across the region. Long-term, increasing the footprint and job training programming portfolio of FBBCCE will attract job seekers from Wakulla County and across the region, as well as visitors, students, entrepreneurs and investors from outside Wakulla County and the state. The influx in new residents, creation of thousands of new jobs and businesses, visitors and money in this region will be truly transformative. No other project will have the long-term sustainable, and wide-reaching impact than the Florida Big Bend Coastal Center of Excellence and *ETT*<sup>2</sup>.

**Attachment E: Eligibility Attachment, Question 3**

*Explain how the proposed project or program is considered transformational and how it will effect the disproportionately affected counties in the next ten (10) years.*

The WEI Florida Big Bend Coastal Center of Excellence (FBBCCE) for *Elevated Technology Training (ETT<sup>2</sup>)* will lead to the creation of 1,901 direct and indirect forms of employment, \$308.8 Million of additional GDP, and \$116.4 Million of additional Personal Income by project year 6. The impact of the Center will be transformational and impact generations of workers in this region. Funds will be directed to:

This training program provides excellent employment and GDP adds within the East Triumph Region. Compared to averages, by year six, project-enabled GDP gains to Triumph Investment are 205 to 1 and cost per job is \$789. These higher figures are due to the fact that positive impacts grow over the six-year horizon.

**Regional Comparison of Economic Impact (Snapshot at Project Year 6)**

<i>Area</i>	<i>Jobs Added</i>	<i>Employ 2025</i>	<i>Jobs Added as % of Total Employ</i>	<i>Cost per Job</i>	<i>GDP Added</i>	<i>GDP to Invest ROI</i>
<i>East Triumph</i>	<b>1,901</b>	<b>20,829</b>	<b>9.1%</b>	<b>\$789</b>	<b>\$308,803,467</b>	<b>205.87</b>

## **Attachment F: Eligibility Attachment, Question 4**

*Describe data or information available to demonstrate the viability of the proposed project or program.*

TCC proposes to build upon the success of Phase I of the WEI and the \$6 million that were procured in the initial creation of the Institute. One-hundred new businesses have been created and 150 new employees hired since 2016 as a result of the WEI's oyster aquaculture program. Phase II will allow the WEI to continue to grow its efforts and affords new opportunities for education and workforce training programs that will exponentially add to the impact that it is having on this region.

Specifically, the need for trained electrical and communications utility workers is pressing. In the wake of Hurricane Michael (FEMA DR-4399), utility companies throughout the Triumph region are scrambling to add capacity to replenish damaged resources. Duke Energy is currently seeking linemen for positions in 15 Florida locations<sup>1</sup>. Additionally, these jobs pay above-average wages, at \$54,840 according to Bureau of Labor Statistics May 2017 Florida data. As such, **this is a crucial sector to nurture career seekers in the Triumph Region.**

The education programs proposed are approved by the Florida Department of Education. TCC currently enrolls over 12,000 students and is recognized by the *Huffington Post* for being **ranked number 8 in the nation** among community colleges by *SmartAsset.com*. Further, TCC was one of only 150 colleges in the U.S. selected to compete for the *Aspen Prize for Community College Excellence*. The prize recognizes institutions for exceptional student outcomes related to student learning, certificate and degree completion, employment and earnings, and access and success for minority and low-income students.

TCC was ranked among the top schools in *Military Advanced Education* magazine's 2015 Guide to Military-Friendly Colleges and Universities. This year, the College was also designated a military-friendly school by *Victory Media* for the second consecutive year. The College's successful track record ideally positions it to support veterans who are transitioning to civilian work across the region, but are in need of new workforce training opportunities.

TCC is one of 28 members of the Florida College System and has extensive experience in managing large federal, state and private awards and has all of the necessary infrastructure including a Sponsored Program Office, in place to assure successful support and fiscal monitoring of this project. The College has operated for over 50 years and now has seven campus locations in its three-county service district. In addition to the main campus in Tallahassee, the College also has service centers in Gadsden and Wakulla counties, and in downtown Tallahassee. TCC's healthcare professions programs are housed in the Ghazvini Center for Healthcare Education adjacent to Tallahassee Memorial Healthcare. The College also operates the Gadsden County-based Florida Public Safety Institute, home to the Pat Thomas Law Enforcement Academy.

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<sup>1</sup> From an online job search conducted 11/28/2019: [https://dukeenergy.wd1.myworkdayjobs.com/en-US/search/job/Ocala-FL/Line-Technician-Journeyman--Florida-Locations-\\_R6641](https://dukeenergy.wd1.myworkdayjobs.com/en-US/search/job/Ocala-FL/Line-Technician-Journeyman--Florida-Locations-_R6641)

TCC has five full-time employees dedicated to managing \$50 million in annual expenditures in federal, state, corporate and foundation grants. The College has the necessary experience to successfully create and manage a project of this scope and size.

## **Attachment G: Eligibility Attachment, Question 5**

*Describe how the impacts to the disproportionately affected counties will be measured long term.*

TCC will leverage three resources to measure the long-term impacts of this project:

1. The College's Office of Institutional Effectiveness (OIE), which is responsible for the systematic and comprehensive analysis of college planning and operations including strategic planning, assessment of institutional effectiveness and accreditation, with emphasis on using data to assess and direct the institution's progress toward meeting its established goals. The OIE's major functions include institutional research, assessment of institutional effectiveness, accreditation leadership and educational research. OIE will track student enrollment, graduations rates and job placements from this project.
2. The Apalachee Regional Planning Council will aid the College in monitoring the economic data of our region including GDP, household annual income, average salary and other economic and demographic data that are pertinent to the long-term impact of this project.
3. Partnerships with workforce boards, economic development councils and Chambers of Commerce, and through the use of multiple data sources including the:
  - Florida Department of Education's Division of Career and Adult Education and the *Comprehensive Industry Certifications List*;
  - Agency for Workforce Innovation;
  - Workforce Florida Board;
  - District Three Florida Agency for Workforce Innovation's *Regional Targeted Occupations List*; and
  - Florida Department of Law Enforcement's Criminal Justice Agency Profile Report.



## **Attachment H: Eligibility Attachment, Question 6**

*Describe how the proposed project or program is sustainable. (Note: Sustainable means how the proposed project or program will remain financially viable and continue to perform in the long-term after Triumph Gulf Coast, Inc. funding.)*

This project will be sustained as all other education and workforce training programs are sustained at TCC, through a combination of:

- Tuition\*;
- Students fees;
- Activity fees;
- Support from the TCC Foundation;
- Contracts and grants;
- State funding; and
- Corporate partnerships.

\*The majority of TCC students receive a combination of financial assistance that includes federal financial aid, scholarships, Veterans Affairs funding, CareerSource funding and Vocational Rehabilitation funding. The aid reduces the financial burden on TCC students and offsets a majority of their out-of-pocket expenses.

## **Attachment I: Eligibility Attachment, Question 7**

*Describe how the deliverables for the proposed project or program will be measured.*

### **Formative Evaluation**

In addition to the description of measurement provided in Question 5, TCC will also employ a formative evaluation protocol which will analyze relevant data to determine the ongoing success of the project toward achieving its objectives.

Upon analyzing the data, the following formative evaluation questions will be answered:

1. Is WEI making adequate progress towards the long-term impacts listed below in summative evaluation?
2. How can the project be improved?
3. Are the resources and activities adequate to achieve the long-term impacts?
4. How will changes be implemented to ensure that the long-term impacts are realized?

This protocol will afford the WEI the opportunity to address any ongoing concerns.

### **Summative Evaluation**

A summative evaluation will occur at the end of each program year and at completion of the project. Relevant data will be used to analyze:

- Student enrollment;
- Program completion rates;
- Job placement rates of program completers;
- Number of new jobs created;
- GDP change for Wakulla, Gulf and Franklin Counties;
- Total Employment change for Franklin, Gulf, and Wakulla counties.

Upon analyzing the data above the following summative evaluation questions will be answered:

1. Were the program objectives met?
2. What was the impact of the program?

This protocol will ensure that this project is achieving the long-term impacts of job growth, GDP growth and changes in household income across the region.

## Attachment J: Priorities, Question 2

Please explain how the proposed project meets the priorities identified above.

1. *Generates maximum economic benefits:*

The WEI Florida Big Bend Coastal Center of Excellence (FBBCCE) for *Elevated Technology Training (ETT<sup>2</sup>)* will create high skill individuals who can segue into and augment local employment. More than 1900 jobs will be added in Wakulla, Gulf and Franklin Counties that will contribute \$308 million to their GDP.

2. *Increase household income:*

The average salary and household income of residents living in Wakulla County is presented in the chart below.

### Current Socio-Economic Snapshot: Wakulla County

*Income and Compensation, Wakulla County*

<b>Metric</b>	<b>Year</b>	<b>Value</b>
<b>Average Annual Wage Rate</b>	2017	\$24,292
<b>Median Household Income</b>	2016	\$54,078

*Data Source: REMI for AACR, ACS for MHI*

The training programs proposed for the Center all lead to a higher annual average wage than current levels in Wakulla County. Below is a snapshot for select occupations related to the Electrical and Communications Utilities Training Program:

#### **Annual Mean Wages, Florida Occupations 2017**

<b>Metric</b>	<b>Year</b>	<b>Annual Mean Wage</b>
<b>SOC 49-2095 Electrical and Electronics Repairers, Powerhouse, Substation and Relay</b>	2017	\$71,640
<b>SOC 49-9051 Electrical Power Line Installers and Repairers</b>	2017	\$54,840

<b>SOC 27-4099 Media and Communication Equipment Workers, Other</b>	2017	\$83,610
<b>SOC49-2022 Telecommunicatio ns Equipment Installers and Repairers</b>	2017	\$50,800
<b>SOC 49-2021 Radio, Cellular, and Tower Equipment Installers and Repairers</b>	2017	\$55,880

Data Source: Bureau of Labor Statistics OES 2016

As presented in the above table, all fields pay higher rates than the 2017 average annual wage rate. As graduates from the Center secure employment in Wakulla County, they will raise the per capita income of the County and support local housing, retail and public services.

3. *Leverage key regional assets:*  
The purpose behind the creation of the WEI was to leverage the key regional asset of Wakulla County: the environment. The region is regarded as one of the top five biodiversity hotspots in all of North America. The Institute property is situated on 158 acres off of Crawfordville Highway and is a large tract of land that features a sinkhole, wetlands and a natural bridge. Another regional asset is the immediate access to the coast in Wakulla County. The greatest asset by far is the people that live in this region - the people of the rural Gulf counties who have lived here for generations, and continue to preserve the land and sea. The mission and goal is to provide new education and workforce opportunities, while embracing all of the regional assets of the natural environment and the extraordinary people that live there.
  
4. *Partner with local governments:*  
TCC has a long and productive partnership with Wakulla County that has existed for over 50 years. As with all of its projects in Wakulla, the College will continue to partner with the County, and takes great pride that this proposal was one of the few that the County approved for funding from Triumph.
  
5. *Benefit to environment:*  
From the design of the environmentally-conscious building, to the restoration efforts of natural habitats, to the green jobs training and workforce education, and the promotion and tourism of the environment in Wakulla County, everything that the WEI is already doing and proposing to do will benefit the environment.

6. *Provide outcome measures:*

The WEI will provide multiple outcome measures including:

- Student enrollment;
- Program completion rates;
- Job placement rates of program completers;
- GDP change for Wakulla, Gulf and Franklin Counties;
- Household annual income change for Wakulla, Gulf and Franklin Counties; and
- Average salary changes for Wakulla, Gulf and Franklin Counties.

7. *Partner with K-20 educational institutions:*

TCC will continue its longstanding partnerships with FSU, FAMU and Wakulla County Schools.

8. *Recommended by the board of county commissioners in Wakulla County:*

This program is on the agenda to be approved by the Wakulla County Board of Commissioners at its December 3<sup>rd</sup> meeting. As soon as the letter of support is received it will be added to this application as an addendum.

9. *Partner with convention and visitor bureaus:*

WEI will partner with the Wakulla County Tourist Development Council on the promotion of ecotourism activities like cycling, camping, fishing, hunting, paddling, hiking, birding, visiting scenic byways and other wildlife viewing across the Gulf Coast.

## **Attachment K: Priorities, Question 3**

*Please explain how the proposed project or program meets the discretionary priorities identified by the Board.*

The Wakulla Environmental Institute meets all applicable discretionary priorities identified by the Triumph Gulf Coast Board.

1. *Are considered transformational for the future of the Northwest Florida region.*  
The WEI Florida Big Bend Coastal Center of Excellence (FBBCCE) for *Elevated Technology Training (ETT<sup>2</sup>)* will lead to the creation of over 1,900 new direct and indirect jobs. It is estimated that approximately one-third of these jobs will be created in Wakulla, Gulf and Franklin Counties, and generate \$308.8 million of GDP gains by project year six. The GDP-to-Project Cost return on investment (ROI) for the project is **\$205:\$1**. Therefore, for every dollar Triumph invests in this project, the FBBCCE will generate over \$205 of return for the regional economy.

This project will offer education and workforce training programs that support new industries that previously did not exist. Every dollar invested by Triumph will generate \$205 for every \$1 invested to the local economy. The workforce training opportunities provided by the Institute will all lead to jobs that pay above average wages not only for this region, but for the entire State of Florida.

2. *May be consummated quickly and efficiently.*  
WEI is ready to begin offering classes for linemen and cellular training programs and is ready to add additional job and educational training programs in these exciting fields.
3. *Promote net-new jobs in the private sector with an income above regional average household income.*  
It is estimated that over 1900 new jobs will be created with this project. Further, the average salary of jobs created will be 161% higher than the current average salary in Wakulla County (\$63,354 vs. \$23,204) (*Data Source: Bureau of Labor Statistics OES 2017*).
4. *Align with Northwest Florida FORWARD, the regional strategic initiative for Northwest Florida economic transformation.*

This project aligns with the majority of the regional strategic initiatives, including:

### **GOAL 1. TALENT**

- **1.1 Workforce training for large employers.**  
TCC is currently working with many large employers in healthcare, utilities, transportation and advanced manufacturing. The College continues to grow those partnerships, while engaging new partners all the time. TCC is the number one pipeline of talent for employers in the region.
- **1.3, 1.7 Training focused on underemployed and long-term unemployed residents.**

TCC has a successful record of supporting long-term unemployed and underemployed residents with training for in-demand careers. Its workforce programs are specifically designed to recruit and work with this population. Partnering with CareerSource and other community-based partners, the College facilitates collaboration to recruit and create new programs that serve the community. TCC is an inclusive institution that welcomes all who desire to learn, regardless of wealth, heritage or previous academic experience. The College serves all segments of society by providing an open-door to postsecondary education and training to all. TCC's responsiveness to community needs is demonstrated by its comprehensive programming portfolio. The range of programs that is offered, from short-term skills and adult basic education/ESL to high-demand workforce and transfer programs, fuels the development of both individuals and the community and serves as an engine for economic development.

○ **1.5 Expand work-based learning and career exploration opportunities for students.**

The WEI will offer training in the utilities, and telecommunication industries for entry level positions.

○ **1.6 Further leverage the manufacturing academies model to expand the promotion of science, technology, engineering and math (STEM) programs and technical skills.**

At TCC, and by extension the WEI, STEM is imbued in its academic and workforce programs. Within the past several years, TCC was awarded a *National Science Foundation* grant to provide STEM scholarships for students. Through a generous private donation, TCC established the Dr. Lei Wang STEM Center, a multipurpose study space for students majoring in STEM programs. Students can utilize resources in the space and network with other classmates and faculty. At the Center, STEM students enjoy:

- Academic excellence workshops;
- Transfer assistance;
- Internship and scholarship opportunities;
- Study groups; and
- Academic advising and mentoring.

A majority of the education and workforce training programs that will be offered at WEI intersect with the STEM disciplines offered at TCC, and will therefore utilize the College's STEM resources.

## **GOAL 2. BUSINESS VITALITY**

○ **2.1 Ensure the growth of region's key industry clusters.**

The WEI is focused on creating jobs that support the advancement of employment, wages, innovation and entrepreneurship in the region. To accomplish this, the Center is launching the *Elevated Technology Training (ETT<sup>2</sup>)* Center which will train high-demand, high-skill, and high-wage positions.

- **2.6 Support the growth of microenterprises and small businesses in the region, particularly in rural areas and minority communities.**

As stated earlier, the WEI not only offers job training, but actually creates new businesses and new industries. Every student that successfully completes the oyster aquaculture program leaves having started their own new business - a business that as it grows will hire other employees. The Institute seeks to ensure that each student becomes a successful small business owner/entrepreneur. This is just one of the many examples of business development programs that will be offered by WEI.

#### **GOAL 4. ENTREPRENEURSHIP AND INNOVATION**

- **4.1, 4.5 Develop the region’s entrepreneurial hubs and connect them with industry clusters, assets, services, networks, facilities, tools, and expertise.**

As stated above, the workforce training and education programming offered at the *Elevated Technology Training (ETT<sup>2</sup>)* Center will create a new entrepreneurial hub and leverage partnerships with industry, other colleges and universities, businesses, CareerSource and existing relationships with the surrounding counties. These hubs will provide new job opportunities for residents in this region.

5. *Create net-new jobs in targeted industries to include: aerospace and defense, financial services/shared services, water transportation, artificial intelligence, cybersecurity, information technology, manufacturing, and robotics.*

It is estimated that over 365 new direct and indirect jobs will be created as a result of this project. While the direct training does not align exactly with the above targeted industries, the multipliers will create numerous indirect jobs (as indicated by the 1400+ additional jobs forecast by REMI). Additionally, aerospace, finance, cybersecurity, information technology, and manufacturing all depend entirely on the provision of electrical and communications services. This infrastructure-supporting industry undergirds the entire Northwest Florida economy, and produces individuals with STEM training that could segue into support roles at several of the target industry employer bases.

6. *Promote industry cluster impact for unique targeted industries.*

The WEI will contribute to the growth of jobs and careers in aerospace and defense, water transportation, artificial intelligence, cybersecurity, manufacturing and robotics.

7. *Create net-new jobs with wages above national average wage (e.g., similar to EFI QTI program, measured on graduated scale).*

The average salary of new jobs created by the Center is estimated to be 161% higher than the current average salary earned in Wakulla County (\$63,354 vs. \$23,204) (*Data Source: Bureau of Labor Statistics OES 2017*).

8. *Are located in Rural Area of Opportunity as defined by the State of Florida (DEO).* Wakulla, Gulf and Franklin Counties are all located in a Rural Area of Opportunity.



9. *Provide a wider regional impact versus solely local impact.*

While the WEI *Elevated Technology Training (ETT<sup>2</sup>)* center will be located in Wakulla County, it is creating new jobs and industries across the entire region. TCC has established regional partnerships with industry and universities, and all of the academic and workforce training programs address the workforce needs of the entire region. By attracting people from across and outside the region, the Institute is further driving economic development in Wakulla County.
10. *Align with other similar programs across the regions for greater regional impact, and not be duplicative of other existing projects or programs.*

The Institute is already working with Duke Energy in by providing the facilities to conduct their training here in the region. Their work aligns with and informs what the WEI does with its applied and renewable energies and unmanned vehicle systems programs. The continued cooperation and partnership will synergistically support both programs and our region to further enhance this burgeoning new industry.
11. *Enhance research and innovative technologies in the region.*

WEI is enhancing research and innovative technologies in the region. TCC will create a living laboratory where workforce training curricula can be developed and implemented for new and existing energy occupations and new technologies for lineman, relay technicians, solar power, drones, battery power and battery storage programs. This will allow the WEI to take cutting-edge research and create programs that teach students and employees how to harness and use these new technologies.
12. *Enhance a targeted industry cluster or create a Center of Excellence unique to Northwest Florida.*

The WEI *Elevated Technology Training (ETT<sup>2</sup>)* will feature training in multiple industries that are both target industries or (as in the Electrical and Communications Utilities Program) one that supports activity in target industries. As such, the current proposed training program will enhance and enable economic activity in financial services, manufacturing, cyber security, and others. The demand for utility workers is shown by the partnership between TCC and Duke Energy and will support targeted industry clusters by increasing resilience in the face of future disaster events by helping to restore power and communications infrastructure quickly thereafter.
13. *Create a unique asset in the region that can be leveraged for regional growth of targeted industries.*

This WEI training program will enable provision of a basic building block of economic infrastructure – Electric and Communications utilities. Utilities are a crucial piece of business attraction and retention, and therefore an enlarged workforce for area providers will result in increased service coverage areas, better continuity of operations, and enhanced disaster resilience, all of which is crucial to operations in the above target industries.

*14. Demonstrate long-term financial sustainability following Triumph Gulf Coast, Inc. funding.*

TCC has operated for over 50 years to serve students who invest in programming that provides a better opportunity for their future. The academic and workforce training programs proposed for the Center will be sustained like programs already offered at the College across all seven campus locations, through a combination of:

- Tuition;
- Students fees;
- Activity fees;
- Support from the TCC Foundation;
- Contracts and grants;
- State funding; and
- Corporate partnerships.

*15. Leverage funding from other government and private entity sources.*

TCC was previously awarded \$6 million for Phase I of the WEI. The state allocated \$4.5 million for its construction and the EDA awarded the College \$1.5 million for infrastructure development at the Institute's campus. This allowed us to create the *Elevated Technology Training (ETT<sup>2</sup>)* program.

As state assistance for education wanes and the cost of higher education continues to rise, private support is becoming increasingly necessary for TCC's growth and ability to maintain its standards of excellence as one of the country's preeminent community colleges. To support the College's efforts to implement this new training program, the TCC Foundation established a local committee with the singular goal of identifying \$2 million in private funding that will provide additional resources for this next phase. The funds will be placed in an endowment, to be held in perpetuity, which will provide critical dollars annually that support innovative programs for the WEI, scholarships to students from Wakulla County and facility enhancements as programs and enrollment grow at the campus.

*16. Provide clear performance metrics over duration of project or program.*

The WEI will use clear performance metrics that include:

- Student enrollment;
- Program completion rates;
- Job placement rates of program completers;
- Number of new jobs created;
- GDP change for Wakulla, Gulf and Franklin counties;
- Total Employment change within Franklin, Gulf, and Wakulla counties.

*17. Include deliverables-based payment system dependent upon achievement of interim performance metrics.*

The initial deliverables will be the documented expenditures related to the creation of the WEI *Elevated Technology Training (ETT<sup>2</sup>)* program.

*18. Provide capacity building support for regional economic growth.*

The WEI *Elevated Technology Training (ETT<sup>2</sup>)* program is providing capacity building support through the creation of this new program that meets the need for increased employment, wages, innovation and entrepreneurship.

*19. Are environmentally conscious and business focused?*

The environment in Northwest Florida is the most precious and important resource this region has, and preserving, enhancing and realizing both its economic and intrinsic value is one of the core tenants of WEI. From the design of the environmentally-conscious building, to the restoration efforts of natural habitats, to green jobs training and workforce education and the promotion of eco-tourism in Wakulla County and the region, everything that is already being done and is proposed to take place at the Institute will benefit the environment.

*20. Include Applicant and selected partners/vendors located in Northwest Florida.*

All instructors, partners and vendors will be located in Northwest Florida.

### Attachment L: Approvals and Authority, Question 3

*Describe the timeline for the proposed project or program if an award of funding is approved, including milestones that will be achieved following an award through completion of the proposed project or program.*

<i><b>Project Activities</b></i>	<i><b>2018 – 2019</b></i> <b>Year 1</b>	<i><b>2019 – 2020</b></i> <b>Year 2</b>	<i><b>2020 – 2021</b></i> <b>Year 3</b>
<b>Objective 1: Install equipment for training center:</b>			
1.1 Purchase equipment for the WEI <i>Elevated Technology Training (ETT<sup>2</sup>)</i> Program	√		
1.2 Install and set up equipment the WEI <i>Elevated Technology Training (ETT<sup>2</sup>)</i> Program		√	
<b>Objective 2: Begin workforce and academic programs at the Electrical and Communications Utilities Center of Excellence</b>			
2.1 Renewable/Alternative Energy Technology Specialist			√
2.2 Electrical Line Service Repair		√	
2.3 Cellular Tower Service and Repair		√	

## Attachment M: Approvals and Authority, Question 4

*Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the entity applying for funding. 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. In addition, please attach any support letters from partners.*

### TALLAHASSEE COMMUNITY COLLEGE DISTRICT BOARD OF TRUSTEES POLICY

<b>TITLE:</b> Federal, State, and College-Funded Grants	<b>NUMBER:</b> 09-21
<b>AUTHORITY:</b> Florida Statute: 1001.64; 1001.65 Florida Administrative Code: 6A-14.0247	<b>SEE ALSO:</b> <ul style="list-style-type: none"><li>• <a href="#">Administrative Procedure 09-21AP: Federal, State, and College-Funded Grants</a></li></ul>
<b>DATE ADOPTED:</b> 12/01/1997; Revised 08/01/99; 05/17/10; 02/20/17	

College faculty and staff are encouraged to take advantage of all grants that will assist in their programs and/or help achieve the goals of the College. Also, the College shall pursue vigorously those federal and state grants that will facilitate the efforts of the College in assisting students and in providing equal access/equal opportunity to quality higher education for all who qualify.

The President or designee is authorized to establish and maintain federal, state, and College-funded grant provisions in accordance with Florida Statutes, Federal Regulation, and appropriate rules.

The Vice President for Administrative Services or designee provides assistance and coordination in preparing all grant proposals other than Financial Aid. Each area working with the Vice President has the responsibility of preparing the paperwork necessary for grant application. All work may be reviewed and approved by the Assistant Vice President for Administrative Services or designee before submission. This approval is in addition to all other signatures required by sources of grants.

Grant Awards, primary contracts, and related amendments will be presented to the Board of Trustees for approval at the first regular board meeting after the executed agreement is received. After approval by the Board of Trustees or designee, the Vice President for Administrative Services has the primary responsibility for coordination and administration of all grants submitted by the College.

The College shall participate in Federal and State programs that are appropriate for community college students or that are in the best interest of the College, or where participation is mandated by either Federal or State law.



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May 4, 2018

The Honorable Don Gaetz, Chair  
Florida Triumph Gulf Coast, Inc.  
P.O. Box 12007  
Tallahassee, Florida 32317

Dear Senator Gaetz,

I am writing to you today to provide my support for Tallahassee Community College's project for funding for the Wakulla Environmental Institute's (WEI) Phase II Training Center of Excellence from the Florida Triumph Gulf Coast Fund. At Inspired Technologies we provide telecommunication installation and repair services wireless and fiber carriers throughout Florida as well as nationally. We have discernable shortage of qualified employees who can perform the specific services we provide to our customers. We consistently spend an inordinate amount of time, expense, and resource recruiting talent from other states due to the local shortage of qualified applicants. In our search for employees we have located an entity in Arizona that focuses on the education and hands-on training of people specific to our industry. Additionally, this entity cultivates strong numbers of veterans coming into the private workforce specifically trained for the wireless telecommunications field.

With the creation of the Applied and Renewable Energy and Training Institute at WEI, we are excited to see the creation of a laboratory for workforce curriculum with the specialized training needed so my company can hire individuals for these high-wage positions. The technical training that is being proposed is not being offered anywhere else in Florida, and I am extremely excited with the long-term opportunities that will be created because of this project.

Sincerely,

A handwritten signature in black ink, appearing to read 'Craig Coulter', written in a cursive style.

Managing Partner  
Inspired Technologies, Inc



106 East College Avenue  
Suite 800  
Tallahassee, FL 32301

o: 850-521-1425  
c: 850-544-1997

May 7, 2018

Steven Solomon  
Director of Grants and Special Projects  
Tallahassee Community College Foundation  
444 Appleyard Drive  
Tallahassee, FL 32304

Mr. Solomon:

With this letter I convey our support for Tallahassee Community College's (TCC) proposed Electrical Power-Line Installers and Repairers Post-Secondary Adult Vocational (PSAV) program.

This PSAV program will help Duke Energy increase the number of quality graduates from TCC and meet the line worker pipeline needs in the state. Duke Energy commits to working in coordination TCC to provide advising on curriculum, program structure, required certifications, and pre-employment requirements. TCC is poised to meet the increased need for line workers by supplying hands-on, quality instruction and providing students with the opportunity to obtain lifelong careers in an important local industry.

The proposed program will provide the foundational components of the line worker career path and will enable a smooth transition for students into our registered apprenticeship program. This PSAV program will give students valued workforce credentials that will empower them to connect to local and regional employment opportunities.

Please accept this letter as our commitment to working with TCC on the Electrical Power-Line Installers and Repairers PSAV proposal and all associated efforts.

If you have any technical questions, please do not hesitate to contact me. I look forward to working with you and TCC on this exciting program!

Sincerely,

A handwritten signature in black ink, appearing to read "Danny Collins".

Danny Collins  
Duke Energy  
Government and Community Relations Manager  
North Florida

cc: Paula Cobb, Duke Energy  
Margaret Spontak, Duke Energy Foundation

**Attachment N: Funding and Budget, Question 2**

*What percentage of total program or project costs does the requested award from Triumph Gulf Coast, Inc. represent? (Please note that an award of funding will be for a defined monetary amount and will not be based on percentage of projected project costs.)*

**Wakulla Environmental Institute Phase I and Florida’s Big Bend Coastal Center of Excellence (FBBCCE) for Elevated Technology Training (ET<sup>3</sup>)**

<b>Name of Award</b>	<b>Amount</b>	<b>Percentage</b>
State PECO Phase I	\$4,561,362	51%
EDA Grant Phase 1	\$1,500,000	16%
Triumph Fund	\$2,593,083	28%
Private Local Dollars for Triumph Applications	\$2,000,000 total (25% for this project \$500,000)	5%
<b>Total</b>	<b>\$9,154,445</b>	<b>100%</b>



### Attachment O: Funding and Budget, Question 3

*Please describe the types and number of jobs expected from the proposed project or program and the expected average wage.*

<b>Proposed Program</b>	<b>Proposed Total Number of Jobs Created over 5 Years</b>
<b>Energy</b>	
Electrical Line Service and Repair	1,060
Cellular Tower Service and Repair (Telecommunications Tower Technician)	360
<b>Total</b>	<b>1,420</b>

This project will train 1,420 individuals by year six, with an estimated 75% local employment retention rate. In addition, the average salary will be 161% higher than the current average salary earned in Wakulla County (\$63,354 vs. (\$23,204) (*Data Source: Bureau of Labor Statistics OES 2017*).

## Attachment P: Funding and Budget, Question 5C

*Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding and any other pertinent budget-related information.*

### **Background**

TCC is one of the top performing community colleges in the nation. Since its inception in 1966, the College has been at the forefront of advancing student success through education, workforce development and certification programs. In 2013, TCC began construction of Phase I of the WEI. The Institute site is 158 acres and features a sinkhole, wetlands and a natural bridge. The Institute’s three-part mission is centered on education, conservation and recreation for the benefit of Wakulla County and the region.

The table below displays the budget for Phases I and Florida’s Big Bend Coastal Center of Excellence (FBBCCE) for Elevated Technology Training (ET<sup>3</sup>).

**Budget Summary by Source**

			Phase I	ET <sup>3</sup>
Triumph	\$ 1,500,000		\$ 0	\$ 2,593,083
EDA	\$ 6,500,000		\$ 1,500,000	
State PECO	\$ 4,561,362		\$ 4,561,362	\$ 0
TCC Foundation	\$ 2,000,000		\$ 0	\$2,000,000 total (25% for this project \$500,000)
<b>Total</b>	<b>\$</b>		<b>\$ 6,061,362</b>	<b>\$3,093,083</b>

### **Phase I**

The first phase of the WEI was constructed with a \$4.5 million investment from the State of Florida, and a \$1.5 million grant from the EDA to construct the initial building and provide infrastructure for future growth. Initially, the WEI established an oyster aquaculture program in an effort to revive the oyster industry. **In just two years since starting the program, Wakulla County is now a national leader in oyster production.**

While the College developed Phase I of the Institute to support the revitalization of industries that collapsed as a result of the Deepwater Horizon oil spill, TCC’s work in leading economic

development activity in Wakulla County spawned new opportunities and initiatives that can only be completed with the addition of the Florida Big Bend Coastal Center of Excellence for *Elevated Technology Training*.

**Center of Excellence for Elevated Technology Training**

The College seeks \$3,093,083million (\$2,593,083 from the Triumph fund, \$500,000 from the TCC Foundation) to support the development of the Center of Excellence for Elevated Technology Training. The Center will be an economic driver for Wakulla County and the surrounding region.

The table below displays the budget for the Center of Excellence for Elevated Technology Training.

**Budget for Center of Excellence for Elevated Technology Training**

- I. Personnel: \$760,348**  
See Narrative
  
- II. Travel: \$11,000**  
See Narrative
  
- III. Equipment: \$950,000**  
See Narrative
  
- IV. Supplies/Materials: \$65,000**  
See Narrative
  
- V. Other Cost: \$1,071,000**  
See Narrative
  
- VI. Subtotal: \$2,357,348**  
See Narrative
  
- VII. In-Direct: \$235,735**  
See Narrative
  
- VIII. ETT<sup>2</sup> Budget Grand Total: \$3,093,083**

The development of education and workforce training programs will begin immediately. The purchase and installation of the equipment for the education and workforce training programs at the Center will begin in fiscal year 2019.

With the planned education and workforce training programs, the Triumph funds are necessary to ensure there is sufficient equipment and instruction. Leveraging a record of sound financial and environmental stewardship, the proposed WEI Florida Big Bend Coastal Center of Excellence for

*Elevated Technology Training* provides the opportunity for the College to grow its operations at WEI and catalyze transformational growth along the Gulf Coast.

**Long-term Impact**

The WEI has already created 100 new businesses and 150 new employees in sustainable seafood farming. **In just two years since starting the oyster aquaculture program, Wakulla County is now a national leader in oyster production.**

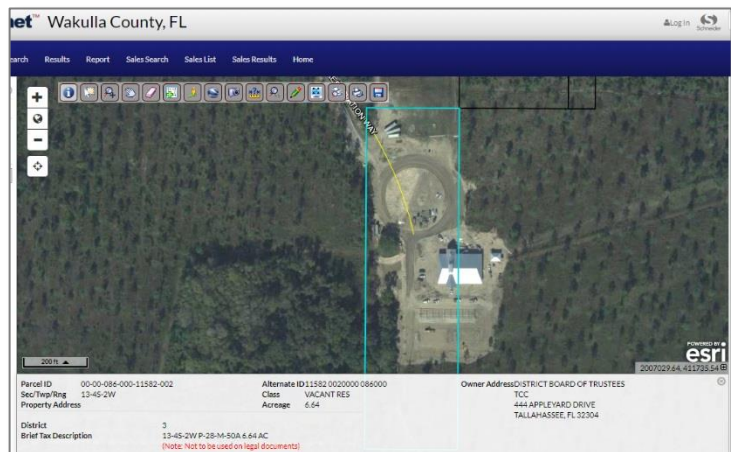
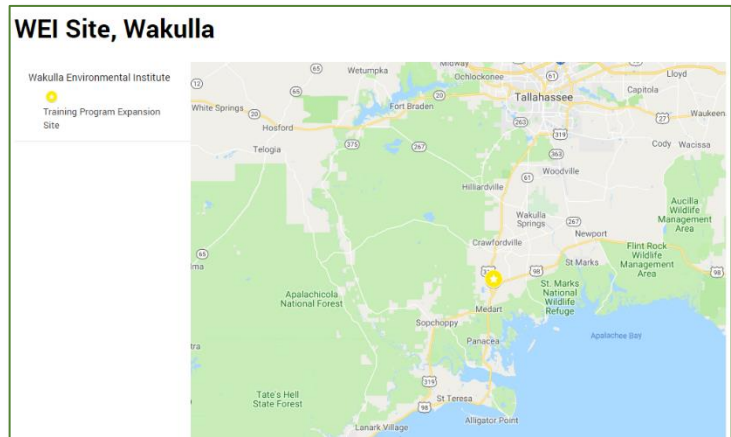
REMI economic modeling was conducted by the *Apalachicola Regional Planning Council* for this project. The Council found that the Florida Big Bend Coastal Center of Excellence (FBBCCE) and Elevated Technology Training (*ETT*<sup>2</sup>) will lead to the creation of over 1,900 new direct and indirect jobs. It is estimated that approximately one-third of these jobs will be created in Wakulla, Gulf and Franklin Counties, and generate \$308.8 million of GDP gains by project year six. The GDP-to-Project Cost return on investment (ROI) for the project is **\$205:\$1**. Therefore, for every dollar Triumph invests in this project, the FBBCCE will generate over \$205 of return for the regional economy.

## Attachment Q: Addendum for Workforce Training Proposals, Question 1 A

*Will this proposal support programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties? If yes, please identify where the campuses are located and provide details on how the proposed programs will prepare students for future occupations and at which K-20 institutions that programs will be provided.*

The Wakulla Environmental Institute (WEI) is located in Wakulla County.

The Center will provide the region with new industries, employment opportunities and education programs that will revolve around the three equal spokes of education (job training), conservation and recreation. The Florida Big Bend Coastal Center of Excellence (FBCCCE) for *Elevated Technology Training (ETT<sup>2</sup>)* will be housed at WEI.



## **Attachment R: Addendum for Workforce Training Proposals, Question 1 B**

1. *Increase students' technology skills and knowledge:*  
All education and workforce training programs will increase technology skills and knowledge. The curricula developed at the Center will build on the robust portfolio of STEM programs currently operated by the College.
2. *Encourage industry certifications:*  
One of the major goals of the educational programming that will be offered at WEI is to increase students' marketable skills and promote the attainment of industry-recognized credentials. These credentials are imbedded in the educational programming and are part of the curricula. In addition, all of the education and workforce training programs will lead to either a Post-Secondary Adult Vocational Program (PSAV) certificate or Career and Technical Certificate (CTC) program, and or a Continuing Workforce Education (CWE) certificate.
3. *Strengthen career readiness initiatives:*  
The purpose of all education and workforce training programs offered through the Center of Excellence for Elevated Technology Training is to lead to jobs and to ensure that students are career-ready upon completion. All of these programs are applied training programs, not theoretically-based. Students are taught skills that they will need in order to be successful in their chosen careers.
4. *Encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties (similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission on Education)*  
There are many ways that TCC's WEI can encourage students to pursue postsecondary education. One of the most effective ways is through dual enrollment. The College maintains 14 active dual enrollment agreements with the Gadsden, Leon, Liberty and Wakulla County school districts. It has also developed agreements with nine private and charter schools and works directly with home school students. Dual enrollment accelerates students to certificates and degrees and saves them money by allowing them to take classes at TCC while they are still attending high school.

Students can choose two different dual enrollment tracks:

### ***Early Admission Dual Enrollment Track***

Early Admission allows eligible secondary students to enroll in a postsecondary institution on a full-time basis (minimum of 12 credit hours and maximum of 15 credit hours) in courses that are counted toward a high school diploma and college degree.

### ***Career Dual Enrollment Track***

Career dual enrollment allows students to earn a high school diploma and complete a career-preparatory certificate program with elective credit.

As reported by the Tallahassee Democrat on May 4, 2017, Sherry Lohmeyer, assistant principal at Wakulla High School, said she's seeing more students attempting to earn their high school

diploma and AA degree at the same time. Six Wakulla high students received their TCC degrees at the same time that they graduated from high school last year. "We are a rural county and a lot of our families benefit from this economically," Lohmeyer said. "It's a good fit because many of our students want to go to TCC when they graduate high school."

Through its dual enrollment program, TCC advisors work closely with schools, guidance counselors, teachers and administrators. Further, access to the WEI and its programming will supplement an already successful dual enrollment option and provide additional accelerated mechanisms to degrees and industry-recognized credentials for area high school students.

## **Attachment S: Addendum for Workforce Training Proposals, Question 1 E**

*Provide a detailed description of, and quantitative evidence demonstrating how the proposed project or program will promote:*

○ *Economic recovery,*

REMI economic modeling was conducted by the *Apalachicola Regional Planning Council* for this project. The Council found that the Florida Big Bend Coastal Center of Excellence (FBBCCE) and Elevated Technology Training (ETT<sup>2</sup>) will lead to the creation of over 1,900 new direct and indirect jobs. It is estimated that approximately one-third of these jobs will be created in Wakulla, Gulf and Franklin Counties, and generate \$308.8 million of GDP gains by project year six. The GDP-to-Project Cost return on investment (ROI) for the project is **\$205:\$1**. Therefore, for every dollar Triumph invests in this project, the FBBCCE will generate over \$205 of return for the regional economy.

○ *Economic Diversification,*

The WEI Center of Excellence for Elevated Technology Training will offer education and workforce training programs that support vastly different fields and access to many different career options. Further, the training programs that are proposed all lead to careers with a higher annual mean wage than the current average earned in Wakulla County.

○ *Enhancement of the disproportionately affected counties,*

While the WEI Center of Excellence for Elevated Technology Training is located in Wakulla County, it is creating new jobs and industries for the Gulf Coast and Northwest Florida. It has established regional partnerships with industry and universities. All of the Institute's education and workforce training programs address workforce and industry needs for the entire region.

○ *Enhancement of a Targeted Industry.*

This Center of Excellence for Elevated Technology Training program will develop in demand green energy occupation, which are associated with high-skill, high-wage jobs.



## **Attachment T: Addendum for Workforce Training Proposals, Questions 2**

### **A,B,C,**

#### Question 2 A

*Is this an expansion of an existing training program? Is yes, describe how the proposed program will enhance or improve the existing program and how the proposal program will supplements but not supplant existing funding sources.*

In the past, the WEI limited the number of students entering into training programs because of lack of space, equipment, resources and personnel. The WEI Florida Big Bend Coastal Center of Excellence and Elevated Technology Training program, if funded will afford the opportunity to offer classes more regularly and meet growing demands for these programs.

#### Question 2 B

*Indicate how the training will be delivered (e.g., classroom-based, computer based, other).*

Training will be delivered through a combination of hands-on field work, lab work and classroom-based learning. All training programs will be available at the WEI Florida Big Bend Coastal Center of Excellence (FBCCCE) for *Elevated Technology Training (ETT<sup>2</sup>)*.

#### Question 2 C

*Identify the number of anticipated enrolled students and completers.*

It is anticipated that the Institute will enroll 1420 students and produce almost 1,100 industry-recognized certificates and degrees by project year 6.

**Attachment U: Addendum for Workforce Training Proposals, Questions 2 D**

*Indicate the length of the program*

Proposed Program	Length of Program
<b>Energy</b>	
Electrical Line Service and Repair	1500 Clock Hours
Cellular Tower Service and Repair (Telecommunications Tower Technician)	600 Clock Hours

## **Attachment V: Addendum for Workforce Training Proposals, Questions 2 E**

*Describe the plan to support the sustainability of the proposed program.*

This project will be sustained as all other academic and workforce programs are sustained at TCC, through a combination of:

- Tuition;
- Students fees;
- Activity fees;
- Support from the TCC Foundation;
- Contracts and grants;
- State funding; and
- Corporate partnerships.

**Attachment W: Addendum for Workforce Training Proposals, Question 2 F**

*Identify any certifications, degrees, etc. that will result from the completion of the program.*

Proposed Program	Program Designation <ul style="list-style-type: none"> <li>• AA or AS Degree</li> <li>• College Credit Certificate (CCC)</li> <li>• Post-Secondary Adult Vocational Program (PSAV) Certificate</li> <li>• Career and Technical Certificate (CTC)</li> <li>• Continuing Workforce Education (CWE)</li> </ul>
<b>Communications</b>	
Cellular Tower Service and Repair (Telecommunications Tower Technician)	CWE, PSAV, CTC
<b>Energy</b>	
Electrical Line Service and Repair	PSAV, CTC

**Attachment X: Addendum for Workforce Training Proposals, Question 2 G**

*Does this project have a local match amount? If yes, please describe the entity providing the match and the amount.*

To support the College's efforts to implement the proposed projects for WEI, the TCC Foundation established a local committee with the singular goal of identifying \$2 million in private funding that will provide a sustainable pool of resources for the next phase. These funds will be placed in an endowment, to be held in perpetuity, which will provide critical dollars annually that supports innovative programs for the Institute, scholarships to students from Wakulla County and facility enhancements as programs grow at the campus. Twenty-five percent of the funds raised will be used for this project.

## Appendix A: Budget Narrative

### Budget Line Items:

1. **Personnel (Salaries)** – The project will be fully integrated into the normal operations of TCC. The personnel requested are necessary to carry out the capacity building and training activities of the project. The requested funds provide salary and fringe to be used for project dedicated staff, both full and part-time

<b>Budget Line Item – Personnel Salaries</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Total</b>
<b>ETT<sup>2</sup> Project Coordinator:</b> (1 FTE @ \$45,000) <ul style="list-style-type: none"> <li>● Responsible for providing program coordination, outreach, budgeting, staff oversight, ensuring sustainability, etc.</li> </ul>	\$45,000	\$45,000	\$90,000
<b>ETT<sup>2</sup> Full Time Vocational Instructors:</b> Four (4 FTE @ \$42,000/instructor) <ul style="list-style-type: none"> <li>● Responsible for CTC vocational instruction (2 Lineman and 2 Telecommunications)</li> </ul>	\$168,000	\$168,000	\$336,000
<b>ETT<sup>2</sup> Adjunct (Part-time) Vocational Instructors:</b> Two (2) ETT <sup>2</sup> (.5 FTE) instructors for CWE Telecommunications components (factored at 25 hours per week for 42 weeks @ an average of \$32/hour) <ul style="list-style-type: none"> <li>● Responsible for CWE vocational instruction – Telecommunications)</li> </ul>	\$67,200	\$67,200	\$134,400
<b>ETT<sup>2</sup> Administrative Support – Staff Assistant 2</b> (1 FTE) <ul style="list-style-type: none"> <li>● Responsible for providing direct programs support of ETT<sup>2</sup> project such as tracking industry certifications, purchasing, etc.</li> </ul>	\$27,000	\$27,000	\$54,000
<b>Subtotal for Personnel Salaries</b>	<b>\$307,200</b>	<b>\$307,200</b>	<b>\$614,400</b>

2. **Personnel Fringe Benefits** – At TCC, the total benefits package is calculated at an average of 30% (including FICA, Medicare, Social Security, Health and Life Insurance) of total compensation for full-time employees. Alternative FICA (1.45%) is paid on the salaries of part-time OPS employees (i.e., adjunct instructors)

<b>Budget Line Item – Fringe Benefits</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Total</b>
<b>1.</b> 1 ETT <sup>2</sup> Program Coordinator factored @ 30% annually of yearly salary	\$13,500	\$13,500	\$27,000
<b>2.</b> 4 ETT <sup>2</sup> Full-time Vocational Instructors factored @ 30% annually of yearly salary	\$50,400	\$50,400	\$100,800
<b>3.</b> 2 ETT <sup>2</sup> Adjunct Instructors @ 1.45%	\$974	\$974	\$1,948
<b>4.</b> 1 ETT <sup>2</sup> Program Support (Staff Assistant 2) @ 30% annually of yearly salary	\$8,100	\$8,100	\$16,200
<b>Subtotal for Fringe Benefits</b>	<b>\$72,974</b>	<b>\$72,974</b>	<b>\$145,948</b>

- 3. Travel** – Funds requested are based on historical costs of prior project travel amounts and strictly adhere to TCC travel guidelines, which are consistent with state of Florida travel policies and reimbursement guidelines. Project funds will allow staff and instructors to participate in meetings, conferences and professional development training directly related to project activities.

<b>Budget Line Item - Travel</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Total</b>
<b>Local ETT<sup>2</sup> Staff/Instructor(s) Travel</b> (factored at .445/mile)	\$1,500	\$1,500	\$3,000
<b>Out of District Travel for ETT<sup>2</sup> Staff/Instructor(s)</b> (i.e., Conferences, meetings and training)	\$4,000	\$4,000	\$8,000
<b>Subtotal for Travel</b>	<b>\$5,500</b>	<b>\$5,500</b>	<b>\$11,000</b>

- 4. Equipment** – Equipment needed to implement the ETT<sup>2</sup> training

<b>Budget Line Item - Equipment</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Total</b>
<b>Equipment – Electrical lineman</b> (i.e., bucket trucks, pole trailer, auger trucks, forklift, trainers/simulators)	\$800,000	\$0	\$800,000
<b>Equipment – Telecommunications</b> (trainers/simulators [please note equipment purchased for electrical lineman program such as bucket trucks shared with telecommunications])	\$150,000	\$0	\$150,000
<b>Subtotal for Equipment</b>	<b>\$950,000</b>	<b>\$0</b>	<b>\$950,000</b>

5. **Supplies/Materials** – The supplies requested are reasonable and adequate to support the ETT<sup>2</sup> project

<b>Budget Line Item - Supplies/Materials</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Total</b>
<b>Trainee consumable supplies</b> (i.e., wire, cable, fasteners, poles, etc.)	\$20,000	\$20,000	\$40,000
<b>Tools - power and hand tools</b> (i.e., pneumatic tools, saws, drills, hammers, ladders, fasteners, wrenches, safety PPE, climbing harnesses, etc.)	\$20,000	\$1,000	\$21,000
<b>Office supplies</b> (i.e., paper, pens, file folders)	\$2,000	\$2,000	\$4,000
<b>Subtotal for Supplies/Materials</b>	<b>\$42,000</b>	<b>\$23,000</b>	<b>\$65,000</b>

6. **Other** – Other costs are used to support the ETT<sup>2</sup> project

<b>Budget Line Item - Other Cost</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Total</b>
<b>Climbing Lab (Pole Yard) Construction</b> (includes material, labor and clearing/siting of pole yard on college property)	\$400,000	\$0	\$400,000
<b>Cell Tower Construction</b> (includes material, labor, permitting and clearing/siting of pole yard on college property)	\$500,000	\$0	\$500,000
<b>Storage units</b> (Shipping containers including delivery and set up)	\$5,000	\$0	\$5,000
<b>Industry Memberships</b>	\$2,000	\$2,000	\$4,000
<b>Curriculum Purchases</b>	\$150,000	\$0	\$150,000
<b>Instructor Training</b> (i.e., OSHA train-the-trainer, NCCER ICTP)	\$10,000	\$0	\$10,000
<b>Vehicle Fuel</b>	\$1,000	\$1,000	\$2,000
<b>Subtotal for Other</b>	<b>\$1,068,000</b>	<b>\$3,000</b>	<b>\$1,071,000</b>



**Administrative Costs:**

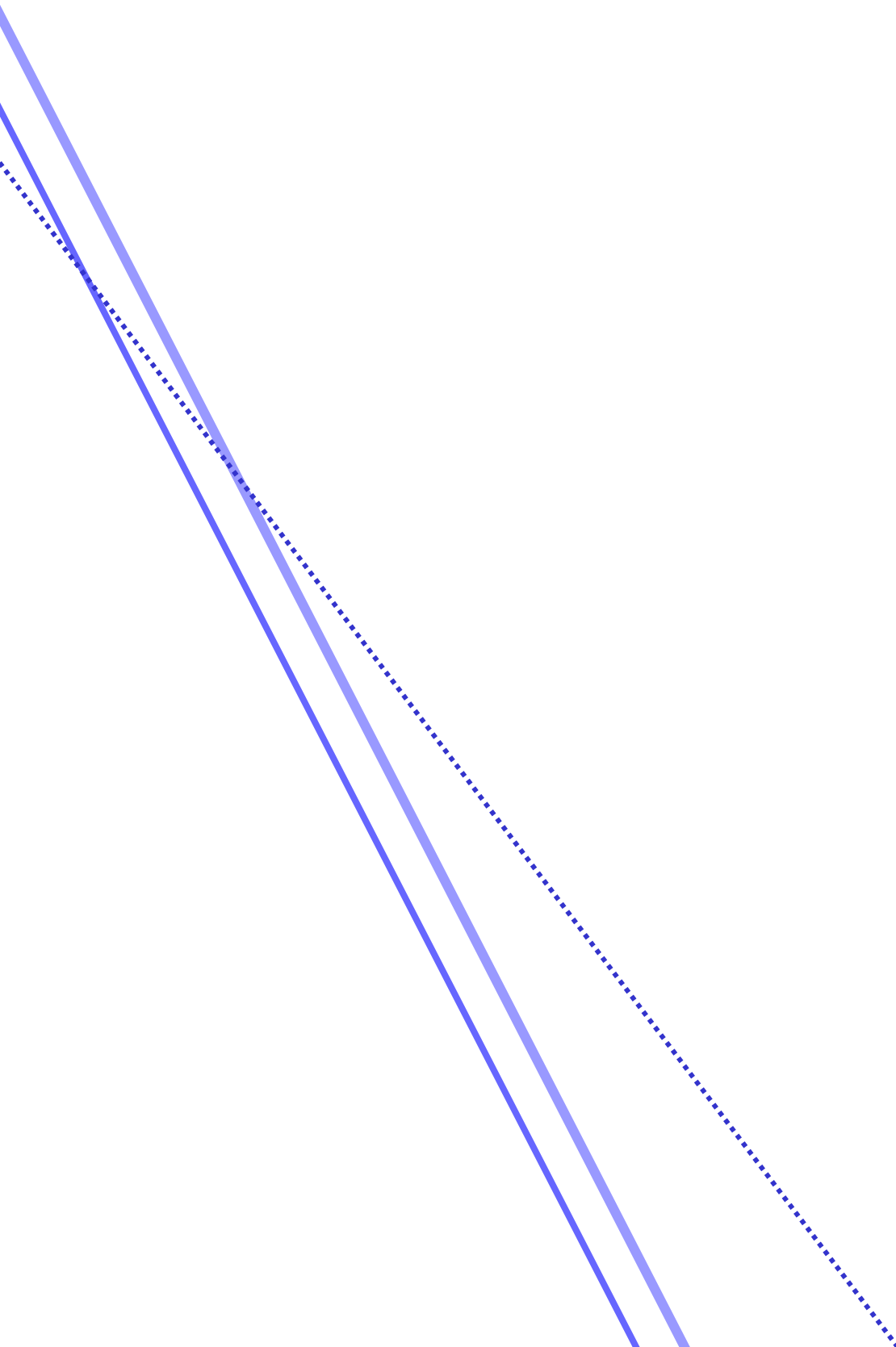
Total projected - funded administrative costs total is \$235,735 as shown below. This represents 10% of the \$2,357,348 project budget

<b>Administrative Costs – Indirect</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Total</b>
<b>Subtotal of All Line Items Excluding In-direct</b>	\$1,945,674	\$411,674	<b>\$2,357,348</b>
<b>In-Direct Costs/Administrative Cost – 10% of total project cost</b>	\$194,567	\$41,167	\$235,734
<b>Total Administrative Costs</b>	<b>\$194,567</b>	<b>\$41,167</b>	<b>\$235,734</b>

**Appendix A: Economic Impact Forecast from Apalachee Regional Planning Council**

# Economic Impacts Analysis Memo

Tallahassee Community College, Electrical and Communications Utilities  
Training Program (EDA Investment)



# Context

This memorandum presents outputs from a REMI model scenario of the proposed TCC Electrical and Communications Utilities Training project. The described scenario assesses impacts of an initial ~\$5 Million investment in terms of additional employment, gross domestic product, and personal income brought about by occupational training and resultant higher employment <sup>1</sup>.

Of note – *these outputs do not include positive impacts to the economy brought about by project construction, only the resulting economic activity.* Were construction costs to be included, the impacts to employment, value added (GDP), and personal income shown would be higher.

## Table of Outputs

The below table contains outputs describing average improvements in employment, value added, and personal income at year 6 of the project horizon.

<b>Output</b>	<b>Average Change</b>
<b>Employment</b>	+ 1,090
<b>Gross Domestic Product</b>	+ \$ 178,250,491
<b>Personal Income</b>	+ \$ 61,711,263

## Discussion

The above table indicates that positive shocks to the local economy, brought about by training that will prepare 110 people per year for high-wage Utility sector (NAICS 22) jobs. These jobs will produce ~1,090 new forms of Employment, \$178 Million of additional GDP, and \$61 Million of additional Personal Income. Thus, the project will have a positive impact on the East Triumph (Franklin, Gulf, Wakulla counties) economy during the period described. As shown below, the Return-on-Investment in terms of EDA expenditure to Franklin, Gulf, and Wakulla GDP adds is 61.76 to 1. The cost per average direct and indirect job created (average of six years) is \$4,587.02.

---

<sup>1</sup> Via Mean-Delta ( $\mu \Delta$ ), or average difference between the control and simulation over the variable-input time period.

## Methodology & Variable Inputs

For this scenario, input values were derived from the Triumph Gulf Coast pre-application form, which indicates that as a consequence of \$5,000,000 used to implement the training, hundreds of new jobs will result.

Project Investment: EDA	\$5,000,000
Variable Input 1: WEI Direct Employment	3 positions sustained during project life
Variable 2 Input: Occupational Training	110 Trainees per year
Variable 3: NAICS 22 Employment	82.5 per year

Model inputs consist of yearly doubling of shellfish production for each of seven years after the facility is built. Inputs are as follows:

### Input – WEI Instructor Employment

	2020	2021	2022	2023	2024	2025
Variable 1 Inputs - Teacher / Trainer Employment	3	3	3	3	3	3

Outputs – WEI Instructor Employment

								Averages	
Variable 1 - Trainer Employment	Employment	3.27	3.33	3.35	3.34	3.33	3.31		3.3
	Personal Income	32.30	35.31	42.44	49.88	57.16	64.06	\$	46,858.83
	GDP	47.84	51.33	53.01	53.61	53.58	53.26	\$	52,105.00

Input – Occupational Training

Program		2020	2021	2022	2023	2024	2025
Variable 2 Inputs - Occupational Training	Electrical Line Service and Repair	50	50	50	50	50	50
	Electrical Substation maintenance and relay tech	10	10	10	10	10	10
	Cell and Wireless Comm Tower Technician	50	50	50	50	50	50

Output – Occupational Training

	Employment	0.03	0.20	0.48	0.84	1.25	1.69		1
Variable 2 - Occupational Training	Personal Income	-35.41	-80.98	-135.40	-195.19	-259.70	-332.55	\$	(173,204.83)
	GDP	7.11	18.74	34.26	52.32	71.67	91.47	\$	45,926.50

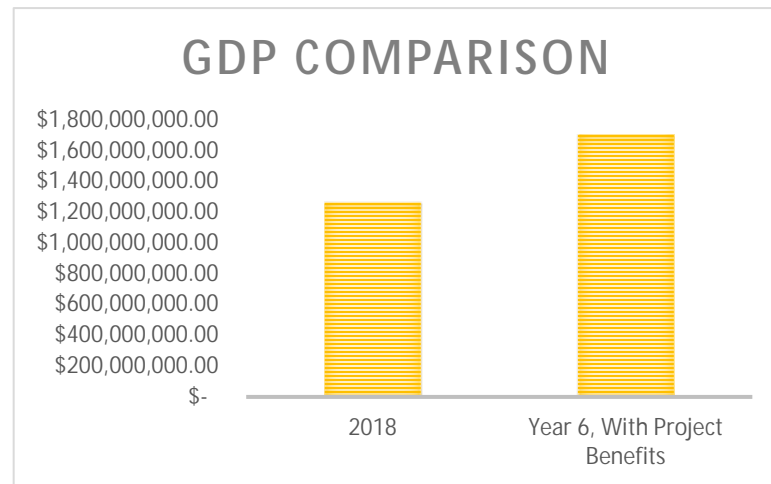
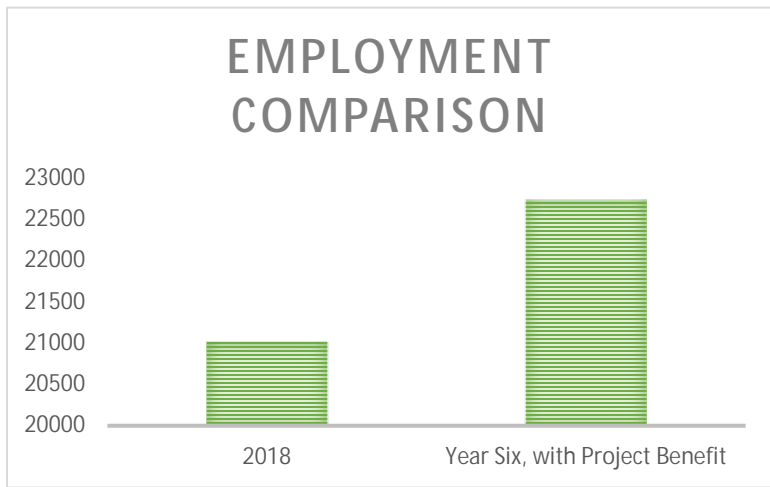
Input – Utilities Employment

	2017	2021	2022	2023	2024	2025
Variable 3 Inputs - New Employment	Electrical Line Service and Repair	37.5	75	112.5	150	187.5
	Electrical Substation maintenance and relay tech	7.5	15	22.5	30	37.5
	Cell and Wireless Comm Tower Technician	37.5	75	112.5	150	187.5

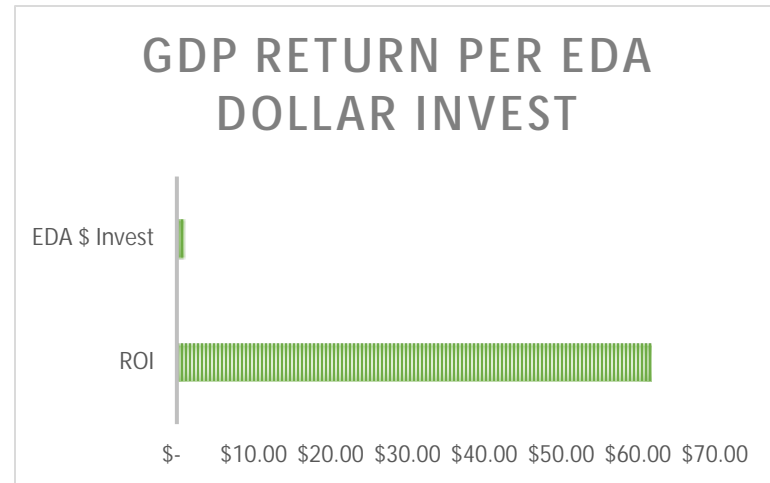
Output – Utilities Employment

	Employment	296.77	670.10	1076.05	1490.09	1896.81		1086
Variable 3 - Employment	Personal Income	14565.17	34148.64	58086.90	85693.40	116693.94	\$	61,837,609.60
	GDP	53279.98	112430.37	175421.75	240971.46	308658.74	\$	178,152,460.00

The following charts illustrate year 1 versus year 6 statistics for the East Triumph region, with project impacts integrated.







For every EDA dollar invested, this project will generate \$61.76 of otherwise unrealized GDP within the Franklin, Gulf, and Wakulla economies.

The following attachment provides a spreadsheet overview of inputs and outputs from the REMI model that was used to compile this memorandum's take-aways.

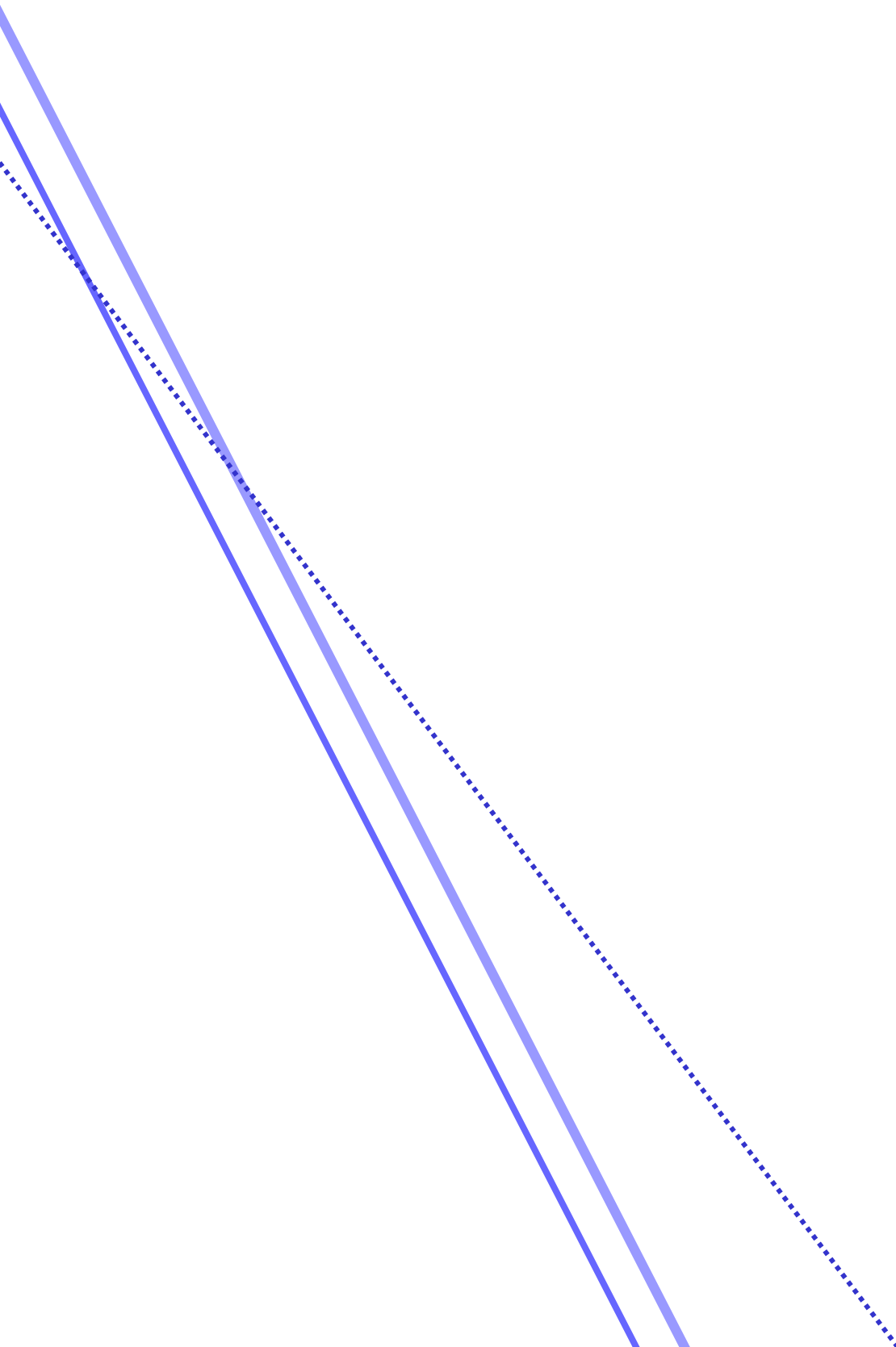
TCC Training Program 1: Communication and Power Utility Training Programs									
Project A/B	Variable	2019	2020	2021	2022	2023	2024	2025	Cost per Job
Variable 1 - Frame Employment	Employment	1.27	3.33	3.35	3.34	3.33	3.31	3.21	\$ 1,505,041.89
	Personal Income	32.30	35.31	42.46	49.88	57.16	64.06	64.06	
	Net Average Personal Income								
	Net Average Employment								
Average: 3.3									
* Note: Variable Input 1-3 were run as a combined forecast. Therefore, the outputs are identical. They should not be disaggregated as it is a reflection of all three affecting the Wabula economy in concert.									
Variable 2 - Occupational Training	Employment	0.03	0.20	0.48	0.84	1.25	1.65	1.65	\$ 6,691,347.36
	Personal Income	-35.41	-80.98	-130.40	-190.19	-250.70	-322.31	-322.31	
	Net Average Personal Income								
	Net Average Employment								
Average: 1									
* Note: Variable Input 1-3 were run as a combined forecast. Therefore, the outputs are identical. They should not be disaggregated as it is a reflection of all three affecting the Wabula economy in concert.									
Variable 3 - Employment	Employment	296.77	670.02	1076.05	1490.09	1884.41	2268.41	2268.41	\$ 4,604.20
	Personal Income	16665.17	38148.64	58860.80	83093.40	103693.09	118237,099.60	133858.31	
	Net Average Personal Income								
	Net Average Employment								
Average: 1084									
* Note: Variable Input 1-3 were run as a combined forecast. Therefore, the outputs are identical. They should not be disaggregated as it is a reflection of all three affecting the Wabula economy in concert.									
		2019	2020	Sum of Impacts, 2025		Sum of Averages by 2025, All Variables			
Employment Data, West Central	Franklin	5025.55	5658			1901.80		Net Average Employment: 1900	
	GuF	6222.704	6024.369			136,425,643.00		Net Average Personal Income: \$ 61,711,243.00	
	Wabula	9487.465	9356.666			\$ 308,801,642.00		Net Average GDP: \$ 178,235,491.50	
						61,760,834.82		(Avg GDP to Project Cost): \$ 31.65	
GDP Data, West Central	Franklin	20588.886	301081.985			9.0%		Employment % 2018: 9.2%	
	GuF	38887.472	44682.813			9.1%		Employment % 2025: 9.2%	
	Wabula	12318.458	561029.576			24.4%		GDP % 2018: 14.1%	
						22.1%		GDP % 2025: 12.8%	
Cost per job: \$ 4,387.02									

Variable 1 Name	2019	2020	2021	2022	2023	2024	2025
Variable 1 Name: Trade/Power Employment	2	2	2	2	2	2	2
Trade/Power	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Project	2020	2021	2022	2023	2024	2025	2026
Variable 2 Name: Occupational Training	50	50	50	50	50	50	50
Electrical Line Service and Repair	50	50	50	50	50	50	50
Electrical Substation maintenance and relay tech	50	50	50	50	50	50	50
Cell and Wireless Core Network Technician	50	50	50	50	50	50	50
2020	2021	2022	2023	2024	2025	2026	
Variable 3 Name: Trade/Power Employment	27.5	75	112.5	150	187.5	225	270
Electrical Line Service and Repair	7.5	15	22.5	30	37.5	45	52.5
Electrical Substation maintenance and relay tech	7.5	15	22.5	30	37.5	45	52.5
Cell and Wireless Core Network Technician	7.5	15	22.5	30	37.5	45	52.5
2020	2021	2022	2023	2024	2025	2026	
Franklin	112,788	255,655	411,175	570,501	726,151	879,151	1,038,151
GuF	95,227	213,721	341,17	471,659	599,189	726,151	853,151
Wabula	86,656	200,724	322,362	447,983	573,660	700,151	826,151
2020	2021	2022	2023	2024	2025	2026	
Franklin	2048,707	4310,548	6767,411	9278,906	11876,606	14508,606	17166,606
GuF	1761,627	3706,447	5781,81	7898,506	10008,606	12118,606	14228,606
Wabula	1327,113	2864,545	4402,528	5942,946	7483,946	9024,946	10565,946
2020	2021	2022	2023	2024	2025	2026	
Franklin	1568,405	12775,127	26548,478	43006,551	58992,851	74979,151	90965,451
GuF	1830,808	8881,302	15040,607	22048,888	29118,813	36188,813	43258,813
Wabula	1665,954	8402,111	14604,864	21673,961	28743,036	35792,111	42841,211

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# Economic Impacts Analysis Memo

Tallahassee Community College, Electrical and Communications Utilities  
Training Program (Triumph Investment)



# Context

This memorandum presents outputs from a REMI model scenario of the proposed TCC Electrical and Communications Utilities Training project. The described scenario assesses impacts of an initial ~\$1.5 Million investment in terms of additional employment, gross domestic product, and personal income brought about by occupational training and resultant higher employment <sup>1</sup>.

Of note – *these outputs do not include positive impacts to the economy brought about by project construction, only the resulting economic activity.* Were construction costs to be included, the impacts to employment, value added (GDP), and personal income shown would be higher.

## Table of Outputs

The below table contains outputs describing average improvements in employment, value added, and personal income at year 6 of the project horizon.

<b>Output</b>	<b>Average Change</b>
<b>Employment</b>	+ 1,090
<b>Gross Domestic Product</b>	+ \$ 178,250,491
<b>Personal Income</b>	+ \$ 61,711,263

## Discussion

The above table indicates that positive shocks to the local economy, brought about by training that will prepare 110 people per year for high-wage Utility sector (NAICS 22) jobs. These jobs will produce ~1,090 new forms of Employment, \$178 Million of additional GDP, and \$61 Million of additional Personal Income. Thus, the project will have a positive impact on the East Triumph (Franklin, Gulf, Wakulla counties) economy during the period described. As shown below, the Return-on-Investment in terms of Triumph expenditure to Franklin, Gulf, and Wakulla GDP adds is \$205.87 to 1. The cost per average direct and indirect job created (average of six years) is \$1,376.10.

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<sup>1</sup> Via Mean-Delta ( $\mu \Delta$ ), or average difference between the control and simulation over the variable-input time period.

## Methodology & Variable Inputs

For this scenario, input values were derived from the Triumph Gulf Coast pre-application form, which indicates that as a consequence of \$1,500,000 used to implement the training, hundreds of new jobs will result.

Project Investment: Triumph	\$1,500,000
Variable Input 1: WEI Direct Employment	3 positions sustained during project life
Variable 2 Input: Occupational Training	110 Trainees per year
Variable 3: NAICS 22 Employment	82.5 per year

Model inputs consist of yearly doubling of shellfish production for each of seven years after the facility is built. Inputs are as follows:

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	GDP	47.84	51.33	53.01	53.61	53.58	53.26	\$	52,105.00

Input – Occupational Training

		2020	2021	2022	2023	2024	2025
Variable 2 Inputs - Occupational Training	Electrical Line Service and Repair	50	50	50	50	50	50
	Electrical Substation maintenance and relay tech	10	10	10	10	10	10
	Cell and Wireless Comm Tower Technician	50	50	50	50	50	50

Output – Occupational Training

	Employment	0.03	0.20	0.48	0.84	1.25	1.69		1
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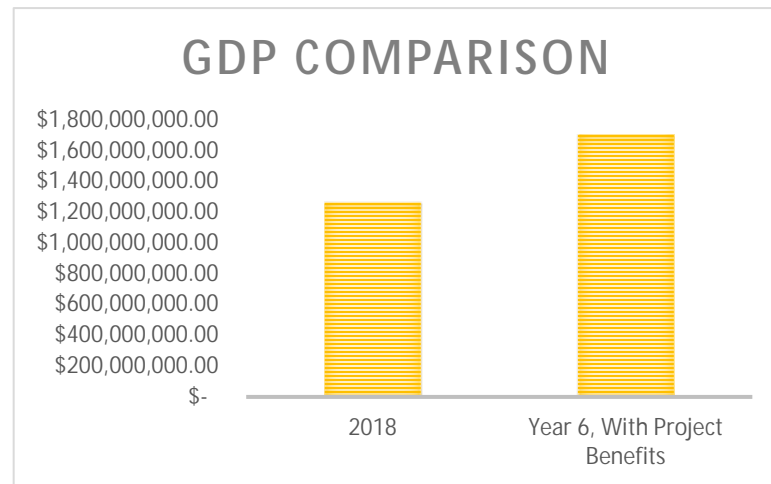
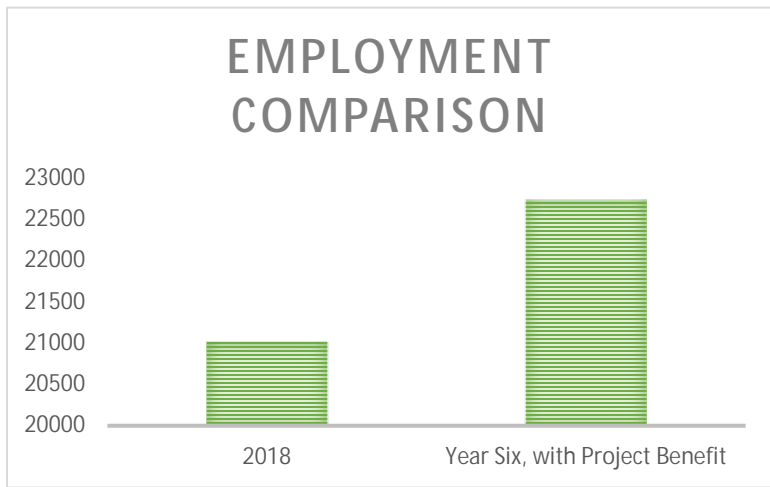
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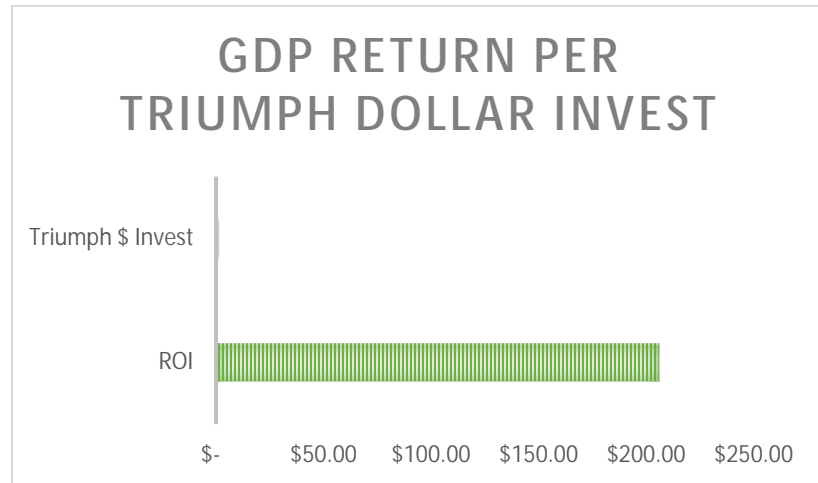
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	GDP	53279.98	112430.37	175421.75	240971.46	308658.74	\$	178,152,460.00

The following charts illustrate year 1 versus year 6 statistics for the East Triumph region, with project impacts integrated.







For every Triumph dollar invested, this project will generate \$205.87 of otherwise unrealized GDP within the Franklin, Gulf, and Wakulla economies.

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	Personal Income	32.30	35.31	42.46	49.88	57.16	64.06	64.06	
	Net Average Personal Income								
	Net Average Employment								
Averages									
Variable 2 - Occupational Training	Employment	0.03	0.20	0.48	0.84	1.25	1.65	1.65	\$ 6,691,347.36
	Personal Income	-35.41	-80.98	-130.40	-190.19	-250.70	-322.31	-322.31	
	Net Average Personal Income								
	Net Average Employment								
Averages									
Variable 3 - Employment	Employment	296.77	670.02	1076.02	1490.00	1884.41	1884.41	1884.41	\$ 4,604.20
	Personal Income	16665.17	36148.64	58860.80	83093.40	103693.09	118,837,093.60	118,837,093.60	
	Net Average Personal Income								
	Net Average Employment								
Averages									
<p>* Note: Variable inputs 1-3 were used as a combined forecast. Therefore, the outputs are identical. They should not be disaggregated as it is a reflection of all three affecting the Wabula economy in concert.</p> <p>* Note: Variable inputs 1-3 were used as a combined forecast. Therefore, the outputs are identical. They should not be disaggregated as it is a reflection of all three affecting the Wabula economy in concert.</p>									
		2018	2019	Sum of Impacts, 2025		Sum of Averages by 2025, All Variables			
Employment Data, Wabula County	Franklin	5025.55	5658	1903.80		Net Average Employment		1900	
	GuF	6222.704	6024.369	136,425,643.00		Net Average Personal Income		\$ 61,711,243.00	
	Wabula	9487.465	9356.666	\$ 308,802,642.00		Net Average GDP		\$ 178,235,491.50	
				61,760,834.82		(Avg GDP to Project Cost)		\$ 31.65	
GDP Data, Wabula County	Franklin	32588.886	301081.985	Employment % 2018		Employment % 2018		8.2%	
	GuF	38887.472	44482.813	Employment % 2025		Employment % 2025		8.2%	
	Wabula	12318.458	161029.576	GDP % 2018		GDP % 2018		14.1%	
				GDP % 2025		GDP % 2025		12.8%	
				Cost per job		\$		4,387.02	

Variable 1 Name	2019	2020	2021	2022	2023	2024	2025
Variable 1 Name: Trade/Power Employment	2	2	2	2	2	2	2
Trade/Power							
	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Project							
	50	50	50	50	50	50	50
Variable 2 Name: Occupational Training	50	50	50	50	50	50	50
Electrical Line Service and Repair							
	10	10	10	10	10	10	10
Electrical Substation maintenance and relay tech							
	50	50	50	50	50	50	50
Cell and Wireless Core Network Technician							
	50	50	50	50	50	50	50
Variable 3 Name: Employment	27.5	75	112.5	150	187.5	225	262.5
Electrical Line Service and Repair							
	7.5	15	22.5	30	37.5	45	52.5
Electrical Substation maintenance and relay tech							
	20	60	90	120	150	180	210
Cell and Wireless Core Network Technician							
	0	0	0	0	0	0	0
Employment	Franklin	112,788	255,655	411,175	570,501	726,151	876,151
	GuF	95,227	213,721	341,17	471,659	599,189	726,151
	Wabula	86,656	200,724	322,362	447,983	571,660	700,151
GDP	Franklin	2048,707	4310,548	6767,411	9278,906	11878,606	14378,606
	GuF	1761,627	3706,447	5781,81	7898,506	10008,606	12108,606
	Wabula	1327,113	2864,565	4463,528	6063,946	7663,946	9263,946
Personal Income	Franklin	768,465	16775,177	26548,478	36366,551	46192,815	55962,815
	GuF	3830,808	8081,302	12540,607	17048,888	21548,888	26048,888
	Wabula	3665,954	8402,111	12604,816	17107,961	21607,961	26107,961

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