

Application Score Sheet

Proposed Project: Northwest Florida State College, Walton Works Training Center of Excellence (#187)

Proposed Project/Program County: Walton

Board of County Commission Support: Yes

Total Projected Project Cost: \$5,734,367.00

Match Provided: \$2,970,651.00

Triumph Funds Requested: \$2,763,716.00 (48%)

Triumph Funds Recommended by Staff: \$2,763,716.00

Score: A

ROI: A ratio of \$39 dollars in personal income gain for every dollar of Triumph Gulf Coast cost

Triumph Board Approval: Yes/No

Triumph Funds Approved by Board:

Date:

Economic Review and Score

The Northwest Florida State College (NWFSC) Walton Works Training Center of Excellence proposal describes a set of Career and Technical Education (CTE) initiatives and expansions in several programs to be offered by NWFSC at their Chautauqua Center in Walton County. The request of Triumph Gulf Coast funds for \$2,763,716.00 represents 48.2 percent of the total project cost.

NWFSC projects that over the next 5 years, local residents will earn at least 1,570 industry-recognized certificates in support of labor market needs in key industry sectors. These sectors include Aerospace and Defense, Architecture and Construction, Law Enforcement, Public Safety, Corrections and Security, and Cybersecurity. The average per certificate cost to Triumph is thus \$1,760, with partners funding the remaining \$1,892 per certificate. This cost is very competitive with other education awards made by Triumph and will prepare students for jobs in some 20 different occupations with an average wage of \$21.24.

Because the program will reach a large number of students in subject areas expected to see good job growth, and because the cost per student is low, it is reasonable to expect that the benefit/cost ratio for the program will be exceptionally high. Substantial increases in wages can be expected for program completers relative to wages associated with a standard high school degree.

Assuming relatively conservative average annual increments to completers, and modest increments to completion rates, the program will likely drive substantial increases in net new wages, both initially and over the students' worklife window. Further, the program is projected to be self-sustaining based on the per-full time equivalent (FTE) increment to funding provided by the state.

For these reasons, staff rate this program “A” in terms of economic impact.

Return on Investment

Staff suggest that the Triumph Board adopt an ROI metric that is based on increased personal incomes in the region that are expected to result from Triumph funding expended in support of a given project. Specifically, staff propose that our measure of ROI be constructed as the ratio of gains in personal income to Triumph cost. The numerator would be the appropriately discounted value of the increment to inflation-adjusted personal income due to the project (including direct, indirect, and induced increases in personal income) measured over a 20-year period, while the denominator would be the appropriately discounted value of Triumph costs for the project over the period of expenditure.

For this project, the gain in projected discounted personal income over the 2019 – 2038 period is \$67,849 per person, and the projected cost to Triumph is \$1,760 per person, for a ratio of \$39 dollars in personal income gain for every dollar of Triumph Gulf Coast cost.

Project Summary (based on information provided by the applicant)

Northwest Florida State College is requesting a \$2,763,716.00 grant from Triumph Gulf Coast, Inc. for the Walton Works Training Center of Excellence at the College’s Chautauqua Center in DeFuniak Springs. This proposal creates a training hub in the northern part of Walton County, designated by the State of Florida as a Rural Area of Opportunity. The College is requesting funding for facility renovations, construction, equipment, and initial staffing to establish 10 new workforce programs at the Walton Works Training Center.

Currently, the only programs offered at the Chautauqua Center are general and adult education classes. Walton County residents must travel to the College’s Niceville campus to for workforce certification or degree classes. The project will provide access to relevant training opportunities that are responsive to job demands and create a path to higher educational attainment and careers.

The Chautauqua Center is currently comprised of two 13,000 square foot buildings. The College will reconfigure the classroom space into skills labs in one of the existing buildings. A new industrial trade building with a drone arena and a fire training tower will be constructed. The renovations and new construction are necessary to accommodate the number of students, facility and equipment required for the new training programs.

The Walton Works project targets five industry clusters that have high growth opportunities for Walton County and/or are identified in the Northwest Florida Forward, Florida Chamber of Commerce Foundation’s Florida Jobs 2030, and West Florida Regional Planning Council’s Comprehensive Economic Development Strategy (CEDS) 2018 reports.

The programs proposed to be offered at the Walton Works Training Center of Excellence were strategically selected to produce workers with skills that are applicable across multiple

occupations and transferrable to additional industry clusters identified as priorities by regional development entities.

The Walton Works project also supports economic diversification by expanding the supply of workers within industries that have high demand for skilled employees and where the existing training programs are not producing sufficient graduates to fill the open jobs or projected growth in jobs.

The Walton Works Training Center will prepare students for 20 different occupations with an average wage of \$21.24/hr.

The project will establish the following workforce training programs:

- Industrial Trades (Electrical, Plumbing, Construction, Welding & Millwright);
- Cybersecurity;
- Unmanned Vehicle Systems Operations;
- Law Enforcement;
- Fire Science; and
- Emergency Medical Technician;

The Industrial Trades Program will provide short-term workforce training for in-demand trades including Electrical, Plumbing, Construction, Welding and Millwright. The program will prepare students to enter or skill-up in the construction industry in just a few weeks. At the Walton Works Training Center, students will learn using the latest industry tools and equipment to prepare them for immediate employment.

Walton County has been recognized as one of the fastest growing areas in the country for several years running. This rapid population growth is a benefit to the economy driving demand in the industrial trades.

Technology innovations have also given rise to the cybersecurity industry and a need for a larger cybersecurity workforce. Rampant malware and ransomware attacks are holding companies and agencies hostage. Cyberattacks are growing in frequency and sophistication, yet the availability of sufficiently skilled cybersecurity professionals is falling way behind.

Unmanned vehicles are positioned for growth and by seizing upon this niche opportunity, the Walton Works project could fuel further expansion to first responders, transportation, business, and agriculture.

Unmanned vehicles are now being used in air, on ground and underwater for a myriad of applications. From precision agriculture, to infrastructure inspection, to infrared imagining, to disaster preparedness and emergency management, drone technology has the capability of supporting difficult and often dangerous jobs. For example, drones enhance emergency response activities and the way disasters are managed. By providing real-time surveillance, drones can prevent emergency personnel from entering potentially hazardous conditions, find and relay life-saving information on victim location, and quicken damage assessment.

Through the Walton Works project, the College will expand its Law Enforcement Academy to the Chautauqua Center at DeFuniak Springs (currently only located at the Niceville Campus). The significant population growth in Walton County places law enforcement officers in high demand. In less than 4 months, the Law Enforcement Training program will prepare students to demonstrate proficiency in Criminal Law, Constitutional Law, Health and Life Safety, Firearms, Emergency Vehicle Operations, Police Patrol Operations, Traffic Control and Investigation, and Defensive Tactics. The College will leverage existing facilities to support program implementation by partnering with Walton County Sheriff's Office for use of their firing range and driving range

Similar to law enforcement officers, Firefighters and Emergency Medical Technicians (EMTs) are also in high demand due to the population growth. Through the new Fire Science program at the Walton Works Training Center students would have the opportunity to obtain Firefighter I or II Workforce Certificates.

Firefighters control and extinguish fires or respond to emergency situations where life, property, or the environment is at risk. Duties may include fire prevention, emergency medical service, free trapped individuals, hazardous material response, and search and rescue.

EMTs assess injuries, administer emergency medical care, and provide disaster assistance. They also transport injured or sick persons to medical facilities. Having enough, well-trained EMTs is essential to disaster preparedness for Walton County and the Triumph region.

The proposed workforce training programs require both classroom instruction and hands-on laboratory activities for student learning. The skills labs are designed to produce realistic conditions in a controlled environment.

These simulated/guided learning experiences are immersive and replicate substantial aspects of the real world in a fully interactive manner. Simulated learning has demonstrated that it can enhance the following skills:

- Technical and functional expertise training;
- Problem-solving and decision-making skills; and
- Interpersonal and communications skills or team-based competencies.

The industry-certification lab will be designed to accommodate the proposed programs and include a vaulted ceiling to accommodate drones. The labs will also offer state-of-the-art facilities for county and regional collaborative opportunities to train, practice, and skill up as needed (e.g. public safety and first responders).

Through the programs, students will be prepared to earn industry-recognized certificates and advance on a path to higher wages and rewarding careers. The programs provide portable and stackable certificates to support educational attainment. For example, students may continue their education by pursuing an Associate in Science degree in Cybersecurity, Law Enforcement, Fire, and/or EMT at the Walton Works Training Center.

The College partners closely with Walton County K-12 institutions through dual enrollment and with other higher education institutions through articulation agreements. Beginning in fall 2019, students from several Walton County high schools would take dual enrollment courses at the Chautauqua Center for three periods per school day.

This program would allow these students to achieve significant progress toward college degrees and some may achieve associate degrees by the time they graduate from high school. Dual enrollment would result in substantial savings for these students and their families in terms of college tuition and fees toward college degrees.

Support from Triumph Gulf Coast will serve as the catalyst for the Walton Works Training Center, which will continue to expand the number of individuals earning certificates having an even greater economic impact.

Today, occupations that require minimal on-the-job training and education comprise 53% of the total regional employment and are generally lower in wages. The Walton Works project would transform the composition of employment opportunities by significantly increasing the skilled labor pool to attract new business and accelerate productivity within existing ones.

The Walton Works project targets a niche talent development opportunity poised for growth—middle-skill workers, those having more than a high school diploma, but less than a college degree. Walton County's potential middle-skill worker labor market consists of 30,336 residents. Nearly half of all openings over the next decade are projected to be for middle-skill jobs. The Walton Works project will provide greater access to industry-recognized credentials of high-value, those that reliably put individuals on a strong, sustainable, and financially rewarding career path.

The 10 new workforce programs would prepare students to earn industry-recognized credentials including state licenses and certificates approved on the Florida Career and Professional Education Act (CAPE) list. By 2024, a minimum of 1,570 industry-recognized certifications would be awarded at a cost of \$3,652 per certification.

The College will use its own enrollment and completion reporting, state Department of Education reports such as Florida Education & Training Placement Information Program (FETPIP), and third-party researchers (e.g. EMSI) to collect data and measure the project's effectiveness in achieving its goals. The Vice President of Teaching and Learning, the Dean of Career and Technical Education and the Dean of Research Analysis & Planning will be primarily responsible for overseeing and executing the collection and analysis to monitor progress toward achievement of goals and objectives.

The Walton Works project is designed to deliver significant economic impact in the shortest amount of time. Some programs are planned to come online as early as fall 2019 producing workforce certificates by the end of the calendar year.

For the Walton Works Training Center of Excellence project, the College proposes to partner with the Walton County Board of County Commissioners who are investing \$1.5M in the

project. The Walton County Sheriff's Office is providing the Walton Works project with access to the Sheriff's Office training facilities (firing range and driving range) in DeFuniak Springs for students in the Law Enforcement, Fire and Emergency Medical Technician programs to develop skills. And CareerSource Okaloosa Walton will provide assistance to employers and job seekers to ensure all certificate targets are achieved.

Funding and Budget (as provided by the applicant)

5. Please provide a Project/Program Budget. Include all applicable costs and other funding sources available to support the proposal.

A. Project/Program Costs:

B.

	FY20	FY21	FY22	FY23	FY24	Project Totals
Expenses						
1. Personnel	\$330,039	\$337,944	\$344,171	\$350,240	\$357,245	\$1,719,639
2. Fringe Benefits	\$79,639	\$79,271	\$80,732	\$82,294	\$83,495	\$405,431
3. Travel	\$0	\$0	\$0	\$0	\$0	\$0
4. Equipment	\$1,100,000	\$336,049	\$173,248	\$0	\$0	\$1,609,297
5. Supplies	\$0	\$0	\$0	\$0	\$0	\$0
6. Contractual	\$0	\$0	\$0	\$0	\$0	\$0
7. Construction	\$1,600,000	\$0	\$0	\$0	\$0	\$1,600,000
8. Other (Renovation)	\$400,000	\$0	\$0	\$0	\$0	\$400,000
9. Total Direct Costs (lines 1-8)	\$3,509,678	\$753,264	\$598,151	\$432,534	\$440,740	\$5,734,367
10. Indirect Costs	\$0	\$0	\$0	\$0	\$0	\$0
11. Total Costs (lines 9-10)	\$3,509,678	\$753,264	\$598,151	\$432,534	\$440,740	\$5,734,367

Total Project Costs: \$5,734,367.00

B. Other Project Funding Sources:

Revenue						
College Tuition & Fee Funds	\$31,104	\$253,264	\$348,151	\$397,392	\$440,740	\$1,470,651
Walton County Funds	\$750,000	\$500,000	\$250,000	\$0	\$0	\$1,500,000
Total Revenue Other Sources	\$781,104	\$753,264	\$598,151	\$397,392	\$440,740	\$2,970,651
Triumph Gulf Coast Request	\$2,728,574	\$0	\$0	\$35,142	\$0	\$2,763,716
Total Project Revenue	\$3,509,678	\$753,264	\$598,151	\$432,534	\$440,740	\$5,734,367

Total Other Funding \$2,970,651.00

Total Amount Requested: \$2,763,716.00

Personnel expenses include salaries for four new full-time faculty positions and needed funds for adjunct/part-time instruction required to deliver the curriculum. The proposed programs require equipment to provide students with hands-on learning opportunities that support skill acquisition (e.g. drone Aerial units, drone ground units, fixed wing drone simulator).

The College has identified multiple funding sources to ensure the project's success. The Walton County Board of Commissioners has committed \$1.5M to the project, directing staff to research the ability to use funding from the RESTORE Act Pot 1 funds.

As the Walton Works Training Center programs become fully operational, the College will begin to generate revenue through tuition and fees. College tuition and fees contribute directly to the funding of this project beginning in FY21.

The College's fiscal year is July 1 to June 30 and project budgets were built based on the College's fiscal year (e.g. FY20 refers to period of July 1, 2019 to June 30, 2020).

Letters of Support

Walton County Board of County Commissioners
Walton County Sheriff's Office
Okaloosa Walton Career Source
Argyle Volunteer Fire Department