

Application Score Sheet

Proposed Project: Tallahassee Community College, Wakulla Environmental Institute, Florida Big Bend Coastal Center of Excellence (FBCCCE) for Elevated Technology Training (ETT²) (#168)

Proposed Project/Program County: Wakulla

Board of County Commission Support: Yes

Total Projected Project Cost: \$3,093,083

Match Provided: \$500,000.00

Triumph Funds Requested: \$2,593,083 (84%)

Triumph Funds Recommended by Staff:

Score: C

ROI: Staff is not able to determine ROI due to lack of information provided by applicant

Date: June 14, 2019

Project Economic Impact Analysis and Score

This project proposes to install cellphone towers and utility transmission support structures (poles and other supports) to use in training students for careers as linemen and cellular tower technicians. The requested Triumph award of \$2,593,083 represents 84 percent of total project cost of \$3,093,083.

The application includes \$235,735 of indirect cost recovery to TCC as match. If this amount is subtracted from total project cost, then the Triumph outlay would represent 91 percent of total project cost. TCC notes that it will use \$500,000 from its Foundation as the matching funds for this project. Given that the project's proposed budget already charges Triumph for instructional staff time, including fringe benefits, as well as other equipment and expenses, the cash outlay for TCC and any project partners based on the budget numbers is quite low. While the proposal contains letters of support from several public utilities and telecommunications providers, there is no financial participation proposed for those businesses that would benefit most from the career and technical training certifications that are proposed. Further, the firms that would likely benefit from the award of industry certifications have not indicated a firm commitment to hiring. Triumph staff have noted that in conversation with the College there appears to be relatively little ongoing partnership that would lead to curriculum partnerships as well as maintenance of the infrastructure to be installed.

The proposal states on page 49 that 1,420 individuals will be trained by the end of the fifth year of the program, with 1,060 of those being in electrical line service and repair, and 360 in cell tower service and repair. If this were to be the case, then the cost per completion to Triumph would be \$2,593,083 / 1,420, or \$1,826 per completer. This cost is competitive with other awards that Triumph has made. The proposal lacks an annual projected enrollment and

completion schedule and has little information about how the enrollees will be recruited and then placed into private sector jobs. While the cost per completer appears reasonable, it is the lack of detail about program timing and completion rates, lack of concrete demonstration of industry needs, and lack of matching funds from possible industry partners that is of concern.

For these reasons, staff rate this program as currently structured and proposed as a “C” and do not recommend further action by the Board at this time.

Project Summary (based on information provided by the applicant)

The Tallahassee Community College (TCC), Wakulla Environmental Institute (WEI) is requesting a \$2,593,083 Triumph Gulf Coast grant for the creation of the Florida Big Bend Coastal Center of Excellence (FBBCCE) for Elevated Technology Training (ETT²). The long-term goal of TCC WEI is for the FBBCCE is to be the definitive training program for all Power/Utility companies and Cellular/Wireless Communication companies looking to serve the region and the entire state.

The proposed ETT² will contain 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. It would train high-demand, high-skill, and high-wage positions to serve the region.

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. These jobs pay above-average wages, at \$54,840 according to Bureau of Labor Statistics May 2017 Florida data.

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. It is estimated that over 1900 new direct and indirect jobs will be created with this project. The average salary of jobs created is expected to be 161% higher than the current average salary in Wakulla County at \$63,354 vs. \$23,204. (Data Source: Bureau of Labor Statistics OES 2017).

Training would be provided onsite at the TCC WEI. The college would commit to provide up to five acres of land for the placement of equipment to be paid for by Triumph Gulf Coast including a “climbing lab” comprised of utility poles and a cellular tower. TCC would provide the necessary classroom space for instruction, computer lab space and administrative infrastructure to support ETT². The FBBCCE would help foster a new era of economic growth through the exploration and application of technological advancements.

As a result of major infrastructure losses to the utility and telecommunication industries due to hurricanes, TCC WEI proposes the FBBCCE directly address recovery and resiliency for the State of Florida. The project would create the necessary occupations to fill the job openings to

repair the infrastructure impacted by storms and build systems to prevent hurricane damage in the future locally and state-wide.

In the current phase, ETT² would focus on two industry areas currently needing trained technicians: 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 affording the trainee the completion of specific technical competencies and portable industry recognized certifications which increases their job attainment.

The training program will include 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 power industry companies, municipally owned utilities and co-op providers. Additionally, TCC 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 appropriate credit for training.

The second focus for the ETT² project is telecommunications. To meet the needs of Florida wireless and cellular companies, TCC will offer two 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 others. Both the CWE component and the CTC program will meet the standards established 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 such as a company apprenticeship or On the Job programs offered by employers.

In the future TCC expects to add additional green technology programs offerings as part of ETT² such as alternative/renewable energy technologies (i.e., solar, wind, thermal, solar battery storage) as the need demands.

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: (Please see budget narrative for a complete breakdown)

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

Total Project Costs: \$3,093,083

B. Other Project Funding Sources:

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

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City/County	\$0
Private Sources	\$500,000
Other (e.g., grants, etc.)	\$0

Total Other Funding \$500,000

Total Amount Requested: \$2,593,083

Letters of Support

Inspired Technology, Inc.

Duke Energy, Inc.