

Triumph Gulf Coast, Inc.
MyFloridaTriumph.com

Jim Murdaugh, Ph. D
President
Tallahassee Community College
444 Appleyard Drive
Tallahassee, FL 32304

June 19, 2019

Dear President Murdaugh:

Thank you for submitting an application for funding to Triumph Gulf Coast, Inc. We appreciate your time and effort and your commitment to creating a better Northwest Florida.

As you may know, Triumph Gulf Coast has received many more requests for funding than can be supported with the resources available to us. Unfortunately, after a thorough review by our professional advisors, it does not appear that your proposal meets our purposes and requirements for substantially improving the economy of the eight counties disproportionately affected by the Deepwater Horizon Oil Spill.

We are required by law to score each application as to its likely return on investment and potential for diversifying and enhancing our regional economy. Proposal #168, "Tallahassee Community College Wakulla Environmental Institute (TCC/WEI) Elevated Technology Training", was scored as a C based on the economic impact information provided in the application.

Proposals with a score of C, D, or F will not be recommended to our Board of Directors. There is no certainty that all A and B scored proposals will be funded.

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 application states 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 \$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. Given the lack of information regarding measurable performance outcomes it is not possible for Triumph staff to determine the return on investment for this proposal.

We appreciate your participation and welcome any future proposals that more closely fulfill the purposes and requirements of Triumph Gulf Coast.

Sincerely,

A handwritten signature in cursive script, appearing to read "Susan J. Skelton".

Susan Skelton
Executive Director