

TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM

APPLICANT INFORMATION

Name of Individual/Entity/Organization: Pensacola State College

Proposal Title: Driving Northwest Florida

Amount of Triumph Funds Requested: \$5.5 million

Total Estimated Project Cost: \$8 million

Brief Description of Individual/Entity/Organization:

Pensacola State College, under the governance of a local Board of Trustees, annually serves more than 25,000 students in its two-county service area – Escambia and Santa Rosa counties in the Northwest Florida Panhandle. The College, a member of the Florida College System, offers baccalaureate and associate degrees, workforce certificates, adult education leading to a high school diploma or GED, business and industry training, non-credit continuing education, community outreach, and cultural enrichment opportunities for students and the community. The College is committed to providing quality, affordable, and accessible educational opportunities through a variety of delivery methods.

Contact Information:

Primary Contact Information: Dr. Deborah L. Douma

Title: Dean, Grants & Federal Programs

Mailing Address: 1000 College Blvd.

City: Pensacola State: Florida Zip Code: 32504

Telephone Number: 850.484.1705

Email Address: ddouma@pensacolastate.edu

Website: www.pensacolastate.edu

Name of co-applicants, partners or other entities, organizations that will have a role in the proposed project or program:

CareerSource Escarosa

FloridaWest Economic Development Alliance, Inc.

Santa Rosa Development Office

Pensacola State College Pre-Application to TRIUMPH

EXECUTIVE SUMMARY

- (i) Amount of funds being sought from Triumph Gulf Coast: \$5.5 million
- (ii) Amount and identity of other sources of funds for the proposed project or program:

PSC College Funding: \$2.5 million

- (iii) The location of the project or program:

The proposed project will be in Santa Rosa County at the Santa Rosa Industrial Park East, located in Section 28, Township 2 North, Range 27 West on Jeff Ates Road. The location is two miles from U.S. Interstate 10 and 1 mile from Hwy. 87.

- (iv) Summary description of the proposed program:

This project was created in response to identified deficiencies in Workforce Board Region 1 (Escambia and Santa Rosa counties) caused by events such as Hurricanes Ivan and Dennis, the economic recession, and the Deepwater Horizon Oil Spill. Primarily, there is the need to diversify our economy, historically heavily reliant on the tourism industry, so that we're poised to withstand future natural and man-made disasters. Therefore, this project addresses the needs of employers from several occupations within the Logistics & Distribution and Information Technology (telecom) industry sectors as identified by CareerSource Escarosa (Region 1 Workforce Board), Enterprise Florida and the Florida Department of Economic Opportunity (DEO). The programs included in this project – commercial truck driving, diesel mechanics, and lineman – will enhance efforts to move under- and unemployed individuals into high-wage jobs and support multiple employers from several industry sectors.

According to Enterprise Florida, Logistics & Distribution is “big business” in Florida and the broader wholesale trade, transportation and logistics industry employs more than half a million individuals.

In March 2017, the American Trucking Association cited approximately 48,000 unfilled trucker positions nationwide, and predicts that the freight driver shortage could grow to more than 170,000 vacancies by 2025.¹ In Florida alone, about 70% of all freight and/or commerce is transported via trucks.² The Class A Commercial Driver's License earned by individuals enrolled in the project's transportation program will qualify them to drive interstate tractor-trailers utilized by a variety of industries nationwide. According to the Florida Economic Opportunity, Bureau of Labor Market Statistics (2018-2026 projections), the need for Heavy and Tractor-Trailer Truck Drivers in Escambia and Santa Rosa counties will grow by 9.5% resulting in 1,949 job openings. The 2017 median hourly wage for these commercial truck drivers is \$17.37/hour. In addition, the demand for other driving occupations requiring a Commercial

¹ <http://cerasis.com/2017/03/17/freight-driver-shortage/>

² <http://www.drivearmellini.com/Truck-driver-shortage-throughout-Florida.asp>

Driver's License (CDL), such as School or Special Client bus drivers, will increase 6.9% resulting in 721 openings in Escambia and Santa Rosa counties. CareerSource Escarosa, the regional workforce board, reports that they are receiving continuous requests from employers seeking CDL Licensed drivers, and these job orders are going unfilled due to a lack of qualified candidates. Bus and Truck Mechanics and Diesel Engine Specialists employment projections for 2018-2026 indicate a growth rate of 7.4% with 162 total job openings. The 2017 median hourly wage for these positions is \$19.69/hour. The occupation of Electrical Power-Line Installers and Repairers has a projected job growth rate for 2018-2026 of 5.4% with 103 total job openings. Although the occupation of Telecommunications Line Installers and Repairers has a smaller projected job growth rate for 2018-2026 of 2.2%, they have much larger total job openings of 261.

Truck driving training is temporarily taking place in a classroom on the PSC Warrington Campus and a field owned by the U.S. Navy. Santa Rosa County has leased property located at the Santa Rosa Industrial Park East to Pensacola State College for a term of forty (40) years, beginning in August 2019, for the sum of One Dollar (\$1.00) per year as the location for an educational facility to provide technical education programs such as commercial truck drive3r training, lineman training, diesel mechanic training, and other additional education programs to be implemented in the future.

The new training facility will consist of a 13,000 square foot truck driving training building. There will be a 10-1'-4" x 125'-0" pre-engineered metal building teaching facility with new water and electric utilities and a 400'-0" x 400'-0" concrete pad for truck driving instruction. Program expansion and start-up funds will be used for trucks, truck driving simulators, training facility furniture, diesel mechanic training equipment, student scholarships, industry certification reimbursements, and marketing/promotion.

(v) Summary timeline for the proposed project:

Activity	Month(s)
Final TRIUMPH term negotiations, project activities begin	1
Project design work for training facility/driving pad	1-6
Additional truck driving faculty hired	1-2
Purchasing processes for truck driving equipment	1-3
Truck driving program marketing begins	3
Additional truck driving program sections begin with students	4
Hire faculty for lineman program (curriculum development)	1-3
Purchasing processes for lineman trucks and pole field	3-6
Install lineman pole field	3-6
Permitting for training facility/driving pad	6-7
Construction of training facility/driving pad	7-17
Hire faculty for diesel mechanic program (curriculum development)	7-9
Purchasing process diesel mechanic program equipment	10-14
Lineman marketing begins	6
Lineman program sections begin with students	7
Diesel mechanic program marketing begins	17

Please Select the Proposal's Eligibility Category(s)

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.

Please Select the Priorities this Proposal's Outcomes will Achieve

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.