

Application Score Sheet

Proposed Project: Gulf Coast State College, Unmanned Aerial Systems Pilot Boot Camp for Exiting Military (#210)

Proposed Project/Program County: Gulf

Board of County Commission Support: Yes

Total Projected Project Cost: \$3,595,000

Match Provided: \$561,562

Triumph Funds Requested: \$3,033,438 (84%)

Triumph Funds Recommended by Staff: \$3,033,438

Score: B+

ROI: \$20.3 per dollar of Triumph cost

Economic Impact Analysis and Score

The Gulf Coast State College (GCSC) proposal requests a Triumph award of \$3,033,438 to implement a Career/Technical Education (CTE) training program in unmanned aerial systems (UAS) intended to facilitate the transition of separating military into private sector employment in the growing UAS sector. The UAS Pilot Boot Camp will assist separating military members in a 16-week (depending on previous experience) “boot camp” employing on-line, face-to-face, and hands-on training and instruction in visual line of sight and beyond visual line of sight pilot qualifications. Face-to-face training will be provided at the GCSC Port St. Joe campus and at other locations as determined by need. The proposal notes that GCSC will provide the program again after the initial four-year period if market conditions warrant.

GCSC projects that 800 industry certs in UAS (in addition to 100 FAA 107 certs not to be funded by Triumph) will be earned by Boot Camp participants over a four-year period. This results in a cost per cert of \$3,792 to Triumph. Dr. Fuller notes that each student completing the program will have been awarded eight certs (this includes the FAA 107 cert for which GCSC will not seek reimbursement due to its less intensive training). GCSC proposes a match of \$561,562 in in-kind contributions in conjunction with training partners, so that the proposed Triumph award constitutes 84.4 percent of the total project cost.

This cost per cert is competitive with others that Triumph has funded. Staff analysis is that the proposed match is somewhat low. Staff also note that GCSC anticipates ending the training after the first iteration and has not committed to maintain the proposed program or in its stead a similar program that is intended to meet aviation and aerospace industry training needs. Previous CTE programs funded by Triumph have anticipated that Triumph funds would be used for start-up expenses for programs that would have longevity, at no additional cost to Triumph, well beyond the initial funding award.

It is also worth noting that the Assistant Secretary of the Air Force has noted the importance of transition assistance for separating military. The proposed program provides this training to individuals who are already familiar with many of the key concepts through their work in the military and thus provides a relatively quick way to augment labor supply in a key sector.

At a reimbursement rate of \$3,370 per certification, the discounted total increase in household incomes expected from the program will be \$20.3 per dollar of Triumph cost, which is competitive with other Triumph CTE awards. Staff concerns noted above notwithstanding, staff rate this program “B+” in terms of economic impact.

Project Summary (based on information provided by the applicant)

Gulf Coast State College is requesting \$3,033,438 from Triumph Gulf Coast for the Unmanned Aerial Systems Pilot Boot Camp for Exiting Military at the Gulf/Franklin Campus. This 9-certificate program includes training for ground school, simulation training and flight training. After the initial Boot Camp is completed, the program will be repeated by GCSC as needed to meet the job demand in the region.

The proposed program, is a 16 week (depending on any previous experience) program designed to assist exiting military personal in Bay, Escambia, Franklin, Gulf, Okaloosa, Santa Rosa, Walton and Wakulla counties to become certified and qualified as remote pilots of unmanned aerial systems including visual line of sight and beyond visual line of sight aircraft greater than 20 pounds.

The program is structured to provide training to students in a hybrid format (combination of on-line instruction, face-to-face instruction, and hands-on training including flight training.) The face-to-face training will be provided at the Gulf Franklin campus in Port St. Joe and other locations in the identified 8 counties as determined by need.

The Boot Camp is designed to provide students with a career pathway consisting of multiple “exit points”. These exit points will enable a student to exit the Boot Camp at specified points in the training with the skills and certifications needed to become employed in specific occupations.

The career pathway includes beginning entry level positions (remote pilots) and progresses to pilots of advanced and complex aerial systems. The career pathway provides students the opportunity to participate in all the training, or exit based on their specific occupational goal.

Students with previous experience in the operation of unmanned aerial systems will have the opportunity to have this experience evaluated, and where possible, will receive credit for this previous experience. Students wishing to pursue the Unmanned Systems Technology Operations AS degree from Gulf Coast State College, will also be given credit for the certifications earned in the Boot Camp, thus reducing the time and money needed for the AS degree.

Students participating in the Boot Camp will be provided opportunities for internships with leading companies and will also be assisted in finding employment at the conclusion of the Boot Camp. It is projected that students who complete the entire Boot Camp and earn all the related

industry certifications will have a 95% placement rate (will become employed) within one year of completing the program.

It is forecast that companies such as Amazon, Google, Textron, Boeing and Verizon utilizing unmanned aerial systems will be hiring approximately 100,000 remote pilots by 2025 with salaries starting at \$55,000 and increasing to \$130,000 with additional experience. The national average salary for experienced remote pilots is \$83,662. The proposed Boot Camp will enable exiting military in the region to receive the fast-tracked training and certifications needed to become employed in this growing field and to earn salaries that are at or above the average median income in the counties.

The program will also be transformational by creating a pipeline of skilled UAS pilots in the region. The availability of this pipeline of skilled pilots has the potential to attract businesses and industries who need these skilled pilots to locate to the region, thus diversifying the local economies and creating jobs.

A study conducted by Georgetown University for Gulf Coast State College predicted that during the next decade, there would be 19,733 jobs created in the Florida Panhandle for remote pilots of unmanned systems and other related occupations.

The proposed program will be sustained by tuition and fees paid by students in the program. In addition, revenue generated through the Postsecondary Funding list will also be used to sustain the program.

The proposed project meets the identified priority of leveraging key regional assets by leveraging Gulf Coast State College's history, experience, research and partnerships in unmanned systems. GCSC developed the first curriculum framework for the AS degree in Unmanned Systems Technology in partnership with Embry Riddle Aeronautical University. The Florida Department of Education adopted the AS degree Unmanned Systems curriculum framework and it is now used statewide. GCSC also commissioned a study by Georgetown University to forecast the employment opportunities available in the Florida Panhandle over the next decade. Based on this history, research, experience and partnerships, GCSC is uniquely qualified to develop and implement the Unmanned Aerial Systems Pilot Bootcamp for Exiting Military in northwest Florida. This project also leverages the exiting military that have been stationed at the military bases in northwest Florida by recognizing the valuable skills and work ethic they have and leveraging these assets to assist these veterans in maximizing their post military employment opportunities.

The impact of the Boot Camp is regional in that exiting military from the numerous military installations in the region will have the opportunity to participate in the bootcamp.

This proposal also supports the K-12 Unmanned Systems programs that are currently being offered in both high schools in Gulf County and the high school in Franklin County. Students in the three high schools will have access to instructional strategies, curriculum, faculty and equipment that are used in the Boot Camp. While the Boot Camp(s) are designed for exiting military, slots in the Boot Camp(s) will be reserved for high school students who have

participated in one of the high school Unmanned Systems programs in the region. High School students who earn the first level industry certifications in the high school program will receive credit for those industry certifications when they enroll in the Boot Camp. With this model, it is possible for a student who completes an Unmanned Systems program in high school, to receive credit for the industry certifications earned in high school when he/she enrolls in the Boot Camp, complete the Boot Camp in less than sixteen weeks and be prepared and certified to become employed as a remote pilot with employment starting at \$55,000.

The average cost per certification received is \$3,370.48 which includes training for the 9 certifications, ground school, simulation training and flight training.

Gulf Coast State College will provide in-kind contributions of \$561,562 for instructional support in conjunction with training partners.

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:

Example Costs (Note: Not exhaustive list of possible Cost categories.)

Budget: Triumph Requested Funding

Item	2020	2021	2022	2023	2024
Faculty Salaries (2)	\$100,000	\$100,000	\$50,000	-----	-----
Equipment and/Infrastructure	\$700,000				
Modular Training Classroom/Lab and Scenario Based Asset props	\$300,000				
Industry Certification prep and examinations	\$548,750	\$960,313	\$274,375	-----	-----
Total	\$1,648,750	\$1,060,313	\$324,375		

Budget: Gulf Coast State College

Item	2020	2021	2022	2023	2024
Faculty Salaries (2)	-----	-----	\$50,000	\$100,000	
Modular Classroom/Lab Props	-----	-----	-----	-----	
Industry Certification Prep and Exams	\$-----	-----	\$137,187	\$274,375	
Total	-----	-----	\$187,187	\$374,375	

Total: \$561,562 (16%)

Total Project Costs: \$3,595,000.00
Total Other Funding: \$561,562.00
Total Amount Requested: \$3,033,438.00

Letter of Support

Gulf County Board of County Commissioners