

## TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM

Triumph Gulf Coast, Inc. (“Triumph Gulf Coast”) has created a pre-application process to provide initial consideration of eligibility for potential ideas of projects or programs that may seek an award of funding. Applicants are required to participate in the pre-application process. Notwithstanding the response from Triumph Gulf Coast on the pre-application form, an Applicant may still elect to submit an Application.

### **APPLICANT INFORMATION**

**Name of Individual/Entity/Organization:** Bay District Schools (Tom P. Haney Technical Center)  
**Proposal Title:** Project Good Wrench Phase 1  
**Amount of Triumph Funds Requested:** \$2,498,475.00  
**Total Estimated Project Cost:** \$4,386,475.00

### **Brief Description of Individual/Entity/Organization:**

Tom P. Haney Technical Center opened in 1968 and is the only adult career technical training center of Bay District Schools. The center offers 21 career technical education programs serving Bay, Jackson, Washington, Franklin, Gulf, and Walton Counties. Over the past five years, graduates have an average program completion rate of 84% and an average job placement rate in their field of study of 85%. The center’s mission is to provide educational opportunities for all students and the training necessary to meet the needs and standards of today’s changing global workplace. It holds dual accreditation with the Council on Occupational Education and AdvancED. Bay District Schools, governed by an elected five-member board, is responsible for setting school policies which are designed with the goal of delivering the best possible education to each child. Bay District Schools is led by Superintendent William V. Husfelt, III. The district is comprised of 42 schools: 5 high schools, 6 middle schools, 2 combined grade level schools (K-8, K-12), 3 special purpose schools, 1 adult technical school, 6 charter schools and 1 virtual school. The entire school system has a total membership of more than 26,000 students from Pre-K to 12th grade.

### **Contact Information**

**Primary Contact:** William V. Husfelt, III  
**Title:** Superintendent of Bay District Schools  
**Mailing Address:** 1311 Balboa Avenue, Panama City, FL 32401  
**Telephone Number:** 850-767-4100  
**Email Address:** husfewv@bay.k12.fl.us  
**Website:** <http://www.bay.k12.fl.us>

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

- Bay District Schools - Tom P. Haney Technical Center Aviation Academy
- CareerSource Gulf Coast
- Bay Economic Development Alliance
- Triumph Gulf Coast

### **REQUIRED EXECUTIVE SUMMARY**

In a maximum of two (2) pages, please describe the proposed project or program and anticipated outcomes including (i) the amount of funds being sought from Triumph Gulf Coast; (ii) the amount and identity of other sources of funds for the proposed project or program; (iii) the location of the project or program; (iv) summary description of the proposed program, including how the program will be transformational and promote economic recovery, diversification, and enhancement of the disproportionately affected counties, and (v) a summary timeline for the proposed project or program.

### **IMPORTANT NOTICE**

This pre-application process will not result in an award of funding by Triumph Gulf Coast. Rather, this process is designed to facilitate submission of ideas for potential projects or programs before the Applicant expends time and/or resources to complete a full Application. All Applicants for funding are required to complete an Application, which will be reviewed and then considered for award at the discretion of Triumph Gulf Coast Board.

**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.

## Executive Summary

**Proposal:** Tom P. Haney Technical Center (HTC) has a long history as a premier partner with local and regional industry for providing the career technical education training required by employers in Bay, Gulf, Washington, Jackson, Franklin, and Walton Counties who are in need of skilled employees. Project Good Wrench Phase 1 seeks to expand and further develop the existing FAA Approved Aviation Airframe Mechanics and Aviation Powerplant Mechanics (A&P) programs at HTC in order to meet the need for licensed A&P mechanics in the region. The current facilities, equipment, and lack of staffing at HTC limit the growth of the program which fills a severe shortage of mechanics in the growing aviation industry. In order to fill this need, Bay District Schools is proposing an expansion which would include equipment such as aircraft and supplies, staffing salaries for three years, curriculum development, certification costs for students, tuition assistance, and student stipends in order to increase the size and enrollment of the current A&P program, as well as the ability to provide expanded offerings such as a transitional program for military veterans, unmanned aircraft, avionics, electronics, and additional specialized training as needed. Project Good Wrench Phase 1 would feed into Phase 2 which includes future development at the Northwest Florida Regional Airport.

**Funding Request:** \$2,498,475.00

**Matching Funds:** \$1,842,000.00 Bay District Schools  
\$ 46,000.00 CareerSource Gulf Coast

**Program Location:** Tom P. Haney Technical Center, 3016 Hwy 77, Panama City, Florida

**Description:** The Aviation Airframe Mechanics and Aviation Powerplant Mechanics programs at HTC are fully certified as a Federal Aviation Administration (FAA) Part 147 School. The purpose of the programs is to provide students with the knowledge and experience to pass the required FAA licensure exams for A&P mechanics and the entry-level skills required for initial employment in the field. The proposed expansion at HTC will allow the school to increase the number of students served, thereby providing a pipeline of skilled employees earning strong salaries for the local, regional, and global aviation industry. This is a stated need of aviation companies looking to relocate to this area. The current facility at HTC has the capability to enroll 60 students per session, and funding for Phase 1 would provide space, instructional salaries for 3 years, curriculum, equipment, supplies, industry certification fees, tuition, student stipends, and a full-time Recruiter/Coordinator position for an additional 60 students for a total capacity of 120 students. Both the Airframe and Powerplant programs have had steady enrollment over the last five years and have combined to average over an 89% program completion rate, 77% job placement rate in field, and a 100% passing rate on the FAA A&P mechanics exams. (Placement rates impacted by student enrollment losses due to Hurricane Michael as students cannot be employed in field without completing the program and earning certifications.) The aviation

programs have an active occupational advisory council comprised of local and regional employers. Entry level salary ranges submitted by these members range between \$35,000 to \$57,000 annually based on new employees hired by their companies. The expansion of this program will support industry as well as provide opportunities for graduates to earn high-paying salaries.

The need for certified A&P mechanics is clear:

- Boeing estimates the aviation industry will need 754,000 new aircraft technicians over the next 20 years. Aviation Magazine “The State of the Shortage”
- “About 30 percent of the current ranks of aircraft mechanics are at or near retirement age and they’re retiring faster than they’re being replaced.” Aviation Technician Education Council
- The Aeronautical Repair Station Association (ARSA) believes the industry is “facing a technician and pilot shortage of crisis proportions.”
- ARSA says, “More than 80 percent of respondents to their 2018 member survey reported difficulty finding qualified technicians and more than half of the responding companies have unfilled positions.”
- Five out of eight current local Economic Development Alliance Projects are related to aviation and aerospace projects.

**Source: Florida Department of Economic Opportunity for 2019-2027 Statewide**

<b>Industry</b>	<b>Fastest-Growing Industry Rank</b>	<b>Projected # of New Jobs</b>	<b>Growth Percentage</b>
Air Transportation	8th	5,424	12%
Support Activities for Transportation	9th	7,133	10.9%

**Summary Timeline: (After funding is awarded)**

<b>Timeline</b>	<b>Activity</b>
4-8 months	Interview and hire staff; locate and acquire aircraft, write curriculum
8-10 months	Set-up of additional class and lab space, purchase supplies, recruit students
10-12 months	Train new personnel, register students
12 months	Begin first class.
18-36 months	Complete both programs (A & P) in 5 semesters. Take FAA Exams

**Bay District Schools // Project “Good Wrench” Phase 1  
Triumph Grant Pre-Application Matching Funds Report**

Matching funds for this grant would be provided by CareerSource Gulf Coast and Bay District Schools for a period of five years.

CareerSource Gulf Coast will provide ½ of the cost for marketing and advertising the program for a 5 year period at a value of \$46,000.

Part of the matching funds from Bay District Schools are in the form of equity in the existing program’s value. For example, as an already fully certified Federal Aviation Administration (FAA) Part 147 School, the time and cost to expand the existing program are only half the cost of developing a new program since curriculum has already been written and FAA approved, and facilities, equipment and supplies are already in place. Additionally, matching funds in the form of annual expenses that include: salary, benefits, utilities, and supplies that Bay District Schools/Tom P. Haney Technical Center will continue to pay are a valuable commodity.

**Matching BDS Funds in Current Aviation Academy Equity and Annual Expenditures**

<b>Matching Funds</b>	<b>Category</b>	<b>Description</b>
<b>\$46,000</b>	Marketing	½ of Marketing and Advertising Costs for 5 years
<b>\$100,000</b>	Salary: Administrative	½ of one Haney administrator’s salary x 5 years for program oversight and additional evening presence
<b>\$195,000</b>	Salary: Instructional	½ of Aviation Academy Director’s salary x 5 years
<b>\$41,000</b>	Salary: Custodial	½ of custodian’s salary x 5 years
<b>\$265,000</b>	Utilities	\$53,000 electrical and gas bill x 5 years based on FISH report.
<b>\$1,000,000</b>	Equipment	Current inventory value for aircraft, tools, furniture, technology, and training aids, etc.
<b>\$45,000</b>	Supplies	Average annual cost of \$9000 for consumable supplies x 5 years: sheet metal, gasket seals, composite materials, paint, etc.
<b>\$150,000</b>	Part 147 FAA Certification for A&P	Value of annual salary x 2 A&P experts to write curriculum, order equipment, recruit and establish HTC’s current programs
<b>\$1,842,000</b>	Matching Funds	Bay District Schools
<b>\$46,000</b>	Matching Funds	CareerSource Gulf Coast
<b>\$1,888,000</b>	<b>Total Matching Funds</b>	