<u>**Application Score Sheet**</u>
(updated 8/2020)
Proposed Project: University of West Florida, Innovation Network (#70)
Proposed Project/Program County: Escambia
Board of County Commission Support: Yes

Total Projected Project Cost: $29,290,293
Match Provided: $14,792,862
Triumph Funds Requested: $14,497,431(49%)
Triumph Funds Recommended by Staff: $14,497,431

Score: A
ROI: $15 dollars in additional personal income relative to each Triumph dollar expended

---

Economic Score (based on information provided by the applicant)

UWF requests $14,497,431 to address the challenge of employers' inability to find and fill critical gaps in the high-tech workforce. Industry certifications are recognizable, transferable skills that will continue to benefit the prosperity pipeline for many years to come. This project will produce some of the nation's most talented and elite professionals that are highly skilled, credentialed and ready to work. Through the Center for Cybersecurity, The Sea3D Additive Manufacturing Laboratory and the Hal Marcus College of Science and Engineering, UWF will leverage its resources to offer industry certifications through an array of strategies. UWF commits $14,792,862 in match, so that the Triumph award represents 49 percent of total project cost.

The September 23rd 2019 Summative Document identifies 26 CAPE certifications proposed to be offered at UWF over 6 years, with the commitment to a seventh year if needed to meet the targeted total of 3,220 certs in these high value areas. No more than 50 percent of the 450 initial year attainment shall be in any one certification, with subsequent year numbers determined by mutual agreement based on market needs. Updates since 9/23/19 have addressed UWF match components and their amounts, as well as the several elements described immediately below.

The match brought by UWF includes $4,000,000 in current and pledged grants and contracts in these three program areas, a commitment to attain $6,000,000 additional in extramural funding to support these three program areas, and $4.8 million in operating funds that will be net new funds dedicated to these areas. Innovative aspects of this project include a $2 million "collar" around the $6 million in extramural funding, so that if UWF attains more than its goal of extramural funding, Triumph will allocate up to $2 million new grant dollars to the project, while if UWF fails to attain the $6 million in extramural funding, they will refund up to $2 million of the Triumph award. Also, UWF will dedicate $2.1 million of the Triumph award to support student expenditures to be incurred in obtaining the certificates, helping to hold down program costs to students.

The cost of $4,503 per cert is attractive given the high level of sophistication of the training to be offered. The presence of NSA and DOD cybersecurity training at Corry Station in Pensacola suggests the possibility of developing a substantial cluster of high-tech firms meeting national defense cyber training needs and other business needs. The advanced manufacturing certs will help prepare Northwest Florida students for the future skill needs of the modern manufacturing sector.

Using standard Triumph methods of assessing likely increases to personal income due to additional training, the project is projected to provide $15 dollars in additional personal income relative to each Triumph dollar expended.

For these reasons, staff score the project as an "A."

Project Summary (based on information provided by the applicant)

The University of West Florida (UWF) is requesting $14,497,431in Triumph funding to establish the UWF Innovation Network. Through the Innovation Network, UWF proposes to educate workforce-ready college graduates and industry trained professionals creating a next generation cyber workforce and highly skilled mechanical engineers, electrical engineers, supply chain logistics experts, computer scientists and information technologists.

Through the Center for Cybersecurity, the Sea3D Additive Manufacturing Laboratory, and the Hal Marcus College of Science and Engineering, UWF proposes to leverage Triumph funding and university resources to offer 3,220 industry certifications through an array of initiatives. These include incorporating industry recognized certificates into Engineering, Computer Science, Cybersecurity, and Information Technology degree programs by embedding certificate and training curricula into relevant courses.

The program will provide industry instruction, training and support to program participants throughout the region seeking industry certifications to enhance their workforce qualifications for high-tech jobs in Northwest Florida's businesses, government and military organizations and agencies. The instruction, training, support, vouchers, and testing for the industry certifications will be provided to at no out-of-pocket costs to program participants.

UWF Innovation Network will focus on key initiatives for college students (freshmen, transfer students, adult learners and graduate students) and industry training by transforming the curriculum and student experience in the areas of cybersecurity, advanced manufacturing, and intelligent systems.

Classes will take place in downtown Pensacola, at a networked location in Fort Walton Beach and through world-class synchronous online learning. Funds will be used for new workforce training programs, minor renovations of the Intelligent Systems and Robotics teaching/research space in downtown Pensacola, the launch of the downtown Center for Cybersecurity and renovations on the joint campus of NWFSC-UWF creating a Sea3D Lab in Fort Walton Beach.

Graduates of the UWF Innovation Network are expected to fill documented workforce needs aligned with the Northwest Florida Economic Development Alliance's "Live Coastal. Work Cyber." Cybersecurity Strategic Plan Report (2017) and the Northwest Florida Forward: A Regional Strategy for Economic Transformation (2016).

The Innovation Network would enable UWF to add instructional personnel dedicated specifically to educating and training, bring in world-class innovators in residence, add industry certified staff, expand laboratories and support students through mentoring, living-learning opportunities, undergraduate and graduate research and scholarships to support degree attainment.

Graduates of Innovation Network degree programs are expected to make salaries above the average wage based on salaries graduates will make in the cybersecurity and advanced manufacturing areas. In addition to graduates, many employees already in the workforce will also receive industry certifications, additional add-on certificates and extensive training to build workforce readiness for the future.

In areas such as cybersecurity, having a security clearance in process will accelerate opportunities for graduates to move into available positions. Through partnerships, UWF will provide the accelerated pathway to begin the clearance process for eligible students.

UWF's designation as the NSA/DHS Cybersecurity Regional Hub for the Southeast through the Center for Cybersecurity has created strong synergy with key partners including federal assets like the U.S. Navy Center for Information Warfare Training and the Department of Homeland Security's National Cybersecurity and Communications Integration Center and private-sector companies such as Raytheon, Northrop Grumman and Navy Federal Credit Union.

UWF is a new partner with the National Security Agency's National Cryptologic School on their Joint Cyber Analysis Course (JCAC). This partnership will accelerate completion of the undergraduate cybersecurity degree program for Joint Cyber Analysis Course graduates. Last year, more than 4,000 military students completed this complex cyber course.

Navy Federal Credit Union is a major employer providing internships, cooperative education programs, and full-time positions. Employment opportunities target students with a Bachelor's degree in Computer Science, Cybersecurity, Information Technology, Management Information Systems, Business Administration, and more. In the past year, Navy Federal Credit Union offered internships and cooperative education programs to UWF students. Several of UWF's interns have been hired into full-time positions upon graduation. The Department of Homeland Security at Corry Station continues to hire UWF students to lead some of the nation's most pressing cybersecurity challenges.

Northwest Florida is home to numerous military bases and contractors as well as a variety of companies and government agencies with high-tech needs. The Department of Homeland Security and large defense contractors including Northrop Grumman, Raytheon and Lockheed Martin have recently expanded their cybersecurity operations in the Northwest Florida region. Short-term and long-term employment opportunities are offered to students with a Bachelor's of

Science degree in Cybersecurity, Computer Engineering, Electrical Engineering, and Information Technology.

Northwest Florida manufacturers face significant out-of-state competition for skilled professionals. Nationally, over 3.5 million professionals are needed to fill vacancies in manufacturing by 2020. As manufacturing floors are increasingly operated with more emerging technologies, tools and processes, requirements for ongoing training continue to rise.

Qualified professionals in artificial intelligence, robotics, autonomy and intelligent systems will be key elements of the global and local economies in the future. Nearly every facet of the economy is being transformed by these technologies and the pace is expected to accelerate. As manufacturing becomes more high tech, additional workforce training will be needed as well as more college graduates in the areas of engineering, supply chain logistics, and intelligent systems.

The UWF Sea3D Additive Manufacturing Laboratories, located in the Museum of Commerce in Pensacola and on the NWFSC-UWF Joint Campus in Fort Walton Beach, will feature tools for rapid prototyping and innovation. A regional synchronous network of advanced manufacturing resources and laboratories will link existing key partners and stakeholders through the Northwest Florida Manufacturers Council, TecMEN and FloridaMakes to UWF.

Currently serving as a hub for multidisciplinary research, invention and discovery in the high-demand field of additive manufacturing, with this funding, the Sea3D Lab will expand as much as possible in its existing location with additional staffing and will renovate a space on the Joint Campus of NWFSC-UWF creating an addition Sea3D Lab for the program.

Key partners and stakeholders will further support Manufacturing Career Academies across the region, engage regional manufacturers and provide significant research opportunities for students and researchers.

With the increased demand for high tech jobs in cybersecurity, advanced manufacturing and intelligent systems/robotics, UWF proposes to expand initiatives focused on attracting and retaining students in these specific areas in order to increase the number of graduates ready to work.

The UWF Innovation Network is expected to contribute directly to the supply of qualified potential employees to meet existing and prospective future employer demands. At the same time, UWF will provide support to workforce growth and demand both through direct engagement with private-sector entities in the areas of applied research and product/service development and through the commercialization of research through technology transfer, entrepreneurship and small business development.

An aspirant model for the Innovation Network, in January 2017 Georgia Governor Nathan Deal invested $50M to create a "Georgia Cyber Innovation and Training Center" adjacent to the Augusta University Riverfront Campus. Once announcing the state investment, project funding increased to over $100M based on partnerships with the private sector and the military.

UWF is proposing to create a similar unique asset in our region similar to the Augusta University's Riverfront Campus. Investment in the Innovation Network is intended to create a world-class cyber range and training facility focused on developing the next generation cyber workforce through training, real-world practice, education, public-private collaboration and interdisciplinary research in the fields of healthcare, computer science, electrical engineering, mathematics and robotics.

UWF's Innovation Network has great parallels to the Georgia Project. From federal assets like the U.S. Navy's Center for Information Warfare Training and the Department of Homeland Security's National Cybersecurity and Communications Integration Training Center to many private-sector partners such as Raytheon, Northrop Grumman and Navy Federal Credit Union, provides an opportunity for the Northwest Florida's economy similar to the investment the Augusta model will provide for the community in Georgia.

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.

	Personnel and Program Support	Equipment and Supplies	Lease Payments	Program Coordination /Recruitment	Certification Vouchers and Materials	Renovations	Current and Pledged Grants and Contracts	Total
Project Total								
Calendar Year 2021	1,508,822.52	2,291,801.00	60,800.00	106,400.00	307,605.00	1,409,592.00	4,000,000.00	9,685,020.52
Calendar Year 2002	1,632,572.52	360,570.00	33,800.00	90,000.00	335,400.00	-	-	2,452,342.52
Calendar Year 2023	1,817,192.52	489,470.00	33,800.00	80,000.00	367,770.00	-	-	2,788,232.52
Calendar Year 2024	1,817,192.52	489,470.00	33,800.00	80,000.00	367,770.00	-	-	2,788,232.52
Calendar Year 2025	1,817,192.52	489,470.00	33,800.00	80,000.00	367,770.00	-	-	2,788,232.52
Calendar Year 2026	1,817,192.52	489,470.00	33,800.00	80,000.00	367,770.00	-	6,000,000.00	8,788,232.52
	-		-	-		-	-	-
								-
	-		-			-	-	-
								-
	-		-			-	-	-
	-		-	-		-	-	-
Project Total	10,410,165.11	4,610,251.00	229,800.00	516,400.00	2,114,085.00	1,409,592.00	10,000,000.00	29,290,293.11
Triumph								
Calendar Year 2021	1,348,316.00	293,570.00	33,800.00	106,400.00	307,605.00	-	-	2,089,691.00
Calendar Year 2002	1,447,066.00	306,570.00	33,800.00	90,000.00	335,400.00	-	-	2,212,836.00
Calendar Year 2023	1,631,686.00	435,470.00	33,800.00	80,000.00	367,770.00	-	-	2,548,726.00
Calendar Year 2024	1,631,686.00	435,470.00	33,800.00	80,000.00	367,770.00	-	-	2,548,726.00
Calendar Year 2025	1,631,686.00	435,470.00	33,800.00	80,000.00	367,770.00	-	-	2,548,726.00
Calendar Year 2026	1,631,686.00	435,470.00	33,800.00	80,000.00	367,770.00	-	-	2,548,726.00
	-		-	-	-	-	-	
	-		-	-	-	-	-	-
	-		-	-	-	-	-	-
	-		-	-	-	-	-	-
	-		-	-	-	-	-	-
Triumph Total	9,322,126.00	2,342,020.00	202,800.00	516,400.00	2,114,085.00	-	-	14,497,431.00
Grantee								
Calendar Year 2021	160,506.52	1,998,231.00	27,000.00	-	-	1,409,592.00	4,000,000.00	7,595,329.52
Calendar Year 2002	185,506.52	54,000.00	-	-	-	-	-	239,506.52
Calendar Year 2023	185,506.52	54,000.00	-	-	-	-	-	239,506.52
Calendar Year 2024	185,506.52	54,000.00	-	-	-	-	-	239,506.52
Calendar Year 2025	185,506.52	54,000.00	-	-	-	-	-	239,506.52
Calendar Year 2026	185,506.52	54,000.00	-	-	-	-	-	239,506.52
	-		-	-	-	-	-	-
	-		-	-	-	-	-	-
	-		-	-	-	-	-	-
	-		-	-	-	-	-	-
	-		-	-	-	-	-	-
Grantee Total	1,088,039.11	2,268,231.00	27,000.00	-		1,409,592.00	4,000,000.00	8,792,862.11
Match Source 1								
Calendar Year 2021	-	-	-	-	-		-	-
Calendar Year 2002	-	-	-	-	-		-	-
Calendar Year 2023	-	-	-	-	-		-	-
Calendar Year 2024	-	-	-	-	-		-	-
Calendar Year 2025	-	-	-	-	-		-	-
Calendar Year 2026	-	-	-	-	-		6,000,000.00	6,000,000.00
	-	-	-	-	-		-	-
	-	-	-	-	-		-	-
	-	-	-	-	-		-	-
	-	-	-	-	-		-	-
Match Source 1 Total	-	-	-	-	-		6,000,000.00	6,000,000.00
Total Match								14,792,862.11
Match Source 2								
								-
								-
								-
								-
								-
								-
								-
								-
								-
								-
Match Source 2 Total	-	-	-	-	-		-	-

Center for Cyber Security	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total
Personnel and Program Support	765,244	765,244	949,864	949,864	949,864	949,864	5,329,944
Equipment and Supplies	138,100	138,100	240,000	240,000	240,000	240,000	1,236,200
Lease Payments	33,800	33,800	33,800	33,800	33,800	33,800	202,800
Program Coodination/Recruitment	60,000	40,000	60,000	60,000	60,000	60,000	340,000
Certification Vouchers and Materials	118,680	118,680	151,050	151,050	151,050	151,050	841,560
Total	1,115,824	1,095,824	1,434,714	1,434,714	1,434,714	1,434,714	7,950,504

Haas/Sea3D	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total
Personnel and Program Support	190,600	345,000	345,000	345,000	345,000	345,000	1,915,600
Equipment and Supplies	36,000	40,000	40,000	40,000	40,000	40,000	236,000
Lease Payments							
Program Coodination/Recruitment	16,400	20,000	20,000	20,000	20,000	20,000	116,400
Certification Vouchers and Materials	26,955	45,000	45,000	45,000	45,000	45,000	251,955
Total	269,955	450,000	450,000	450,000	450,000	450,000	2,519,955

Hal Marcus	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total
Personnel and Program Support	284,472	228,822	228,822	228,822	228,822	228,822	1,428,582
Equipment and Supplies	119,470	128,470	155,470	155,470	155,470	155,470	869,820
Lease Payments							-
Program Coodination/Recruitment							-
Certification Vouchers and Materials	161,970	171,720	171,720	171,720	171,720	171,720	1,020,570
Total	565,912	529,012	556,012	556,012	556,012	556,012	3,318,972

Central Budget	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total
Personnel and Program Support	108,000	108,000	108,000	108,000	108,000	108,000	648,000
Program Coodination/Recruitment	30,000	30,000	-	-	-	-	60,000
	138,000	138,000	108,000	108,000	108,000	108,000	708,000

Grand Total	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total
Personnel and Program Support	1,348,316	1,447,066	1,631,686	1,631,686	1,631,686	1,631,686	9,322,126
Equipment and Supplies	293,570	306,570	435,470	435,470	435,470	435,470	2,342,020
Lease Payments	33,800	33,800	33,800	33,800	33,800	33,800	202,800
Program Coodination/Recruitment	106,400	90,000	80,000	80,000	80,000	80,000	516,400
Certification Vouchers and Materials	307,605	335,400	367,770	367,770	367,770	367,770	2,114,085
Total	2,089,691	2,212,836	2,548,726	2,548,726	2,548,726	2,548,726	14,497,431

To balance   14497431

0

Letters of Support

Escambia County BOCC
Department of the Air Force
American Elite Molding
Appriver
Baptist Health Care Corporation
ICRC - Interdisciplinary Cybrid Research Center
The Boeing Company
CareerSource Escarosa
CareerSource Okaloosa Walton
City of Fort Walton Beach
City of Pensacola
Cognitive Big Data Systems
US Defense Systems Information Agency (DISA)
CNS - Consolidated Nuclear Security LCC
Economic Development Council of Okaloosa County
School District of Escambia County
America's SBDC Florida
Florida Makes
Florida West Economic Development Alliance
Fort Walton Machining
Greater Pensacola Chamber
Hixardt Technologies Inc.
Hsu Educational Foundation
IMS ExpertServices Inc.
Innovation Coast
IHMC
International Institute for Counter Terrorism/The Interdisciplinary Center Herzliya
KontactIntelligence Inc
MetovaCyberCENTS
Mission Secure Inc.
National Association of Veterans Program Administrators
NWFL Manufactures Council
Pensacola-Escambia Promotion & Development Commission
Regions Bank
Ridge Global LLC
Santa Rosa County School District
Studer Community Institute
Synovus
TeCHMEN
The First Bank
West Florida Health Care