

**Meeting Minutes  
Triumph Gulf Coast, Inc.  
Conference Call Meeting  
November 5, 2020  
1:00 p.m. CT**

**MEMBERS PRESENT:**

Lewis Bear, Jr., Vice Chair  
Allan Bense  
Pam Dana, Ph. D  
Don Gaetz, Chair  
Ben Lee, Assistant Treasurer  
Stephen Riggs, IV, Treasurer  
Matt Terry

Chair Don Gaetz called the meeting to order at 1:00 p.m. CT. Executive Director Susan Skelton called the roll and announced the presence of a quorum with all members present.

The September 24, 2020 Meeting Minutes were approved without objection.

**Treasurer's Report**

Treasurer Stephen Riggs, IV, presented the 2020 Financial Report. Chair Gaetz noted that that the schedule of funding, which Ms. Jennifer Davidson, CPA, has provided, is a very helpful tool and encouraged all members and others to look at it.

He said that the schedule shows that Triumph has already committed to \$102,109,642 in funded proposals. The schedule shows every single project that we have committed to, the status of that project financially in terms of how much money has been expended, where it is in our, in our process, terms of term sheets and contracts. And then importantly, the document shows, county by county, where we are, in terms of funding that has been approved, and where we are in terms of the statutory requirement that we find worthy projects in those counties that meet the statutory requirements for funding.

Mr. Riggs moved the approval of the September 2020 Financial Report. The motion was seconded by Mr. Allan Bense and approved without objection.

Mr. Bense then asked for a moment of personal privilege to speak about the progress that Triumph Gulf Coast has made over the past three years. He said that sometimes he is too much of a "big picture" person, but that he just wanted to be sure that members and the public understand how proud he is of what the members and staff of Triumph Gulf Coast have done to this point. Triumph has received \$464 million since our inception and spent \$25 million so far, directly on projects. We currently have \$257 million in projects that we've committed money to

with about \$179 million still available for good projects. He said that in a very short time Triumph has really had an impact. For example, Triumph has invested \$66 million into the Pensacola airport, which will help create 1325 new jobs. The project involves local, county, state and private partnerships which leverages the good that can be done with our funds. Overall, to date, Triumph has been able to leverage our spending to generate an additional \$670 million towards good projects across the eight county region. He noted another example of success with the Wakulla County School District where young students are disappointed because the district has had to cut back the after-school computer training funded by Triumph Gulf Coast due to Covid-19 issues. He said the students are eager to go back to learning the computer skills that this board has made available to them.

Mr. Bense then spoke about the Triumph Gulf Coast funded expansion of the Whiting Aviation Park in Santa Rosa County. With an \$8.5 million Triumph investment in infrastructure at the park, the County was able to bring the Leonardo Helicopter MRO Project there. He said that while some of these projects that we have funded could have happened without us, many would not have been. He pointed out that with our small, but very professional staff, the board is able to put forward these good projects for the betterment of the communities across the region. He said that staff is critical to the success of the organization because if there are problems that could jeopardize future funding.

Mr. Bense spoke of the importance of preserving the funding in future years for the benefit of the counties most economically impacted by the BP Oil Spill in 2010. He noted that Triumph Gulf Coast has been able to successfully protect the funding over the years due to the good work of each of the Board members and the support of our legislative delegation along with leaders in the House and Senate. He said in order to preserve the funding for the region, Triumph Gulf Coast has to spend it wisely. We have to be thoughtful and deliberate, and how we spend this money. And he said he thinks staff and the members of this board have done a great job in how we spend the money. And, he added, that a lot of these projects were executed in between a giant hurricane as well as the pandemic situation that is still going on.

He said, "They say if you've done it it's not bragging, well, I'm bragging, and I'm bragging on staff, I'm bragging on the board. And I'm bragging on the two individuals that had the foresight to put Triumph together, Don Gaetz and Will Weatherford, to make sure that that money that the state received from the BP debacle is spent to help the counties where the actual damage occurred." Bense said that the formation of Triumph Gulf Coast was absolutely brilliant. He said that the only thing he wished we could have done differently would have been to put it in the Constitution so we wouldn't have to keep fighting off statutory attacks on it. He closed by saying that he just wanted to get some good news out there, and make sure everyone knows how proud he is to be part of this group.

Chair Gaetz thanked Mr. Bense for his comments and spoke about the importance of having a strong, professional staff to carry out the work of the Board. He said that Ms. Skelton and the others who have come on board have done a remarkable job when you consider the number of projects and the complexity of those projects. And if one looks at the Compliance Reports, in terms of what's actually being done with the money, and the hitting of milestones, and the meeting of budgets, and the faithful, adherence to deadlines. One can see that with a very small number of people who are highly talented we seem to be doing pretty well. If every aspect of government, I know we're not government, but we're sort of quasi government, every aspect of government operated with the efficiency that our staff has been able to achieve we would

have been a lot better off in the state and in this country.

## **Staff Report**

Ms. Skelton reported that the Auditor General staff is wrapping up their fieldwork where we get a sporadic question every once in a while. There's nothing untoward that staff has seen to this point and we're looking forward to finishing that up with the Auditor General's Office in the near future and moving forward, hopefully with another good audit.

Chair Gaetz recognized Mr. Lewis Bear, Jr., who served as the Chair of the Annual Performance Review Committee, for a report on that Committee's work. Mr. Bear said that he, Mr. Ben Lee and Mr. Matt Terry served on the committee and met with Ms. Skelton and staff on October 26, 2020 to review the annual performance to the Executive Director, and to hear Ms. Skelton's review of the Program Administrator, the Economic Advisor and the Education Advisor. We also were charged with reviewing the contracts of those personnel. We reviewed the work skills, communication skills, and performance of each person. Our committee unanimously agreed that staff exceeded our expectations in each of the categories. Mr. Terry mentioned that he thought in 2020, Ms. Skelton had done well in guiding the staff and board members through difficult conditions. Mr. Lee commented that the staff's communication skills were a significant asset to all.

The committee set goals for Ms. Skelton, which are: continue to maintain good communication with board members and the legislature; and continue to be responsive to the Auditor General and all oversight agencies.

The committee heard from Ms. Skelton that Program Administrator Cori Henderson, Economic Advisor Rick Harper, Ph. D., and Education Advisor Frank Fuller, Ph. D. each exceeded their performance goals in 2020. She recommended the approval of contract renewals for each individual and noted that she recommends adjusting Dr. Fuller's contract to be on an annual basis rather than the current "per occurrence" arrangement with payments to be made in monthly increments. She noted that Dr. Fuller supports the change but has requested that it not go into effect until next year. The committee concurred with Ms. Skelton's recommendations.

Chair Bear noted that each of the staff had been given pay adjustments last year, and while all are deserving of merit increases this year, the Board needs to take into consideration the lack of flexibility in the statutorily mandated administrative cap and the need to remain within budget. For this reason, the committee is recommending that new contracts, as well as changes in compensation and Bonus for extraordinary service be addressed during the December Board meeting. The committee recommends approval of the contract renewals.

Mr. Lee said that he was honored to serve on the committee and would just re-iterate that Triumph Gulf Coast is very blessed with a great staff, and he thinks the accomplishments that each of the staff have made in conjunction with our board has just been tremendous and they have done it so much with very little resources, and the efficiency of their work is just outstanding. He said he appreciates the fact that our staff continues to do an excellent job as it pertains to the audit, and we're honored to have them, and blessed to have a great staff to work with, on this board. He said that in years past, as it relates to our review of our staff, we have looked at merit increases. He said that they touched on this in the committee meeting, but that they should certainly bring it up to the board, that this time, given where we stand in the state

with economic conditions as they are, that we should probably hold off on merit increases this year.

Mr. Terry said that he wanted to echo what Chair Bear and Mr. Lee said. He said that Triumph has a phenomenal staff that, that goes above and beyond expectations and continuously work hard and that he wanted to thank staff for working so hard in getting these great projects put forward and keeping us all within line, especially with the auditor general, and, other legislative processes that we have going on and to say that he is truly grateful for their good job and hard work that they did.

**Mr. Bear made a motion to adopt the report of the Performance Review Committee and bring the contract renewals back for approval at the December board meeting. Dr. Pam Dana seconded the motion which was unanimously approved on a roll call vote (7-0.)**

## **Legal Report**

Mr. Alan Manning, Legal Counsel, gave a review of Term Sheet Negotiations for Proposal #206 – AMIKids Panama City Marine Institute STEM and Business Entrepreneurship Labs for \$1,737,500. He noted that the original discussion about this project was that it was going to be a per certification reimbursement, but the term sheet reflects a more traditional budget process where money is requested to be reimbursed as the grantee expends funds for implementation of the project.

Chair Gaetz recognized Mr. Ron Boyce, Executive Director of AMIKids Panama City for comments. Mr. Boyce said that he had worked with Ms. Cori Henderson and Dr. Frank Fuller to make sure that the term sheet would ensure that AMIKids would be able to provide all of the certificates that are promised, in the timeframes that are promised. He said that because AMIKids is starting from scratch on this academy, and not hitting the ground running with full enrollment it was determined that we had to change it to this format. Dr. Fuller reported to the Board that AMIKids had just recently received approval for a Charter for the school from the Bay County School District. It's a very positive indicator that gives them a projected growth period into the system as they expand and began expanding their services to the region. Additionally, this particular site is less than 10 miles from Tyndall AFB.

Chair Gaetz asked if any member of the public wished to be heard on the proposal. No one spoke. **Mr. Bense made a motion to approve the term sheet for Proposal #206 and direct staff legal counsel to proceed to negotiating a contract. Dr. Dana seconded the motion. The motion was approved unanimously on a roll call vote (7-0.)**

Next, Mr. Manning gave a review of Term Sheet Negotiations for Proposal #231 – Northwest Beaches International Airport - Project Gator for \$4,780,800. He noted that the proposal includes funding for the construction of a hangar at the Northwest Florida Beaches International Airport that will be owned by Space Florida and that there were some custom items in the term sheet because there's a third party, Space Florida, involved. Otherwise, the term sheet is on the standard template and legal counsel recommends approval.

Chair Gaetz asked about the role of Space Florida in the project and how they will be involved. Dr. Rick Harper, Economic Advisor said that Space Florida would serve as the financier for project, the conduit financing. They would go to a bank or lending institution that would lend the necessary amount for construction of the building. Because this is a roughly \$21 million facility

and Space Florida would arrange financing that would have as recourse for the, for the lender. The rent would be paid by the tenant. The tenant is envisioned already, this property would be built on airport land. At the end of the mortgage, period, after the tenant had paid all of the necessary dollars that would flow through Space Florida in this lower cost financing arrangement. Then Space Florida, as is its practice, would donate the building to the airport authority, which would then own it as it today owns the land. The participation of Space Florida is an innovation for Triumph and should allow us access to lower cost financing that would end up allowing that public entity to own the structure that's proposed in perpetuity and that's the basics of the deal.

Chair Gaetz pointed out that Mr. Bear served on the Board of Space Florida, for a term of office, and worked very hard to try to get space Florida involved in Northwest Florida projects. He noted that the other thing that Space Florida brings to the table is all of the equipment, and all of the building materials that are associated with this project. As Dr. Harper pointed out, working with Space Florida as a partner is an innovation and we hope the project partnership will go well. He said Triumph Gulf Coast also looks forward to other opportunities to partner with Space Florida, because they bring a financing capacity to the party that is very helpful. He thanked Mr. Bear for his work in getting Space Florida more interested and involved in Northwest Florida and then asked Mr. Parker McClellan, Northwest Beaches International Airport Director for any comments he might wish to offer. Mr. McClellan thanked the Board for its support of the proposal.

Chair Gaetz asked if there was anyone from the public that wished to comment on the proposal. No one spoke. **Mr. Bear made a motion to approve the Term Sheet for Proposal #231 and to direct staff and legal counsel to negotiate a contract. Mr. Bense seconded the motion. The motion passed unanimously (7-0.)**

Mr. Manning reviewed the Term Sheet Negotiations for Proposal #240 – Santa Rosa County Board of County Commissioners – Santa Rosa Industrial Park East for \$6,000,000 for an infrastructure project for construction of a roadway and some related utility infrastructure. He noted that the term sheet appears on the standard template form for infrastructure projects, and legal staff recommends approval.

Dr. Harper said that if we look at the return on investment these are assumed to be permanent jobs that will be created in the Industrial Park East and Santa Rosa Guaranteeing 170 full-time jobs with before fringe benefit average of \$41,770. That is 115% of the EFI 2020 average wage requirement for Santa Rosa County. The total match against the \$6 million Triumph Gulf Coast investment is \$22.1 million, with the private sector tenant, providing approximately \$20 million in building construction and improvement investments. With two other private sector tenants providing \$1 million apiece and the County providing the remainder, the project will take 18 months to complete than the three year ramp up period will begin, followed by three year job maintenance period. Because these jobs are expected to be permanent, if we look at a 20 year window Triumph should see a return of about \$47 per triumphs dollar invested. For 20 years, the cost per job is \$35,294 in projects. Staff rates the project as an A.

Chair Gaetz recognized Mr. Shannon Ogletree, Economic Development Officer for Santa Rosa County, for comment on the proposal. Mr. Ogletree thanked the Board for allowing him to comment. He said that Proposal #240 would not be possible without the Triumph funding. He said that they had met with one of the major companies about moving to the park last week and that Project Induction is moving forward as soon as we're able to get the improvements

completed. The company is eager to get the new facility up and running and to start construction. The company is vertically integrating all parts of its operations so that they will become their own supplier. Currently the company has operations in California and New Jersey. Mr. Ogletree confirmed that the Santa Rosa County Board of County Commissioners is in support of the project and agrees to its obligations under the term sheet as presented.

Chair Gaetz asked if any member of the public wished to speak on the proposal. No one spoke. **Mr. Lee made a motion to approve the term sheet as presented for Proposal #240 and to direct staff and legal counsel to proceed to contract negotiations. The motion was seconded by Mr. Riggs. The motion passed unanimously (7-0.)**

Dr. Harper gave a status report on Proposal #70 - University of West Florida Innovation Network Project requesting \$14,497,431. He said that Triumph staff continues to have productive discussions with the UWF team. This is a large project, it's envisioned to be as much as \$14.5 million to fund attainment of several thousand industry recognized certifications in three different program areas, including cybersecurity, advanced, manufacturing, and engineering. As such, it has a number of moving parts. He reported that our staff has been working with a UWF team headed by Dr. Ed Ranelli, the former dean of the College of Business at UWF. We continue to be in discussions in the remaining items that Triumph's staff have queried the University about and anticipate picking up those discussions immediately after this meeting. There are several elements of the proposal that we are proposing further elaboration or identification of specific costs. However, we are moving ever closer to a staff recommendation for term sheet discussions, but we're not quite there yet.

Mr. Scott Remington, Legal Counsel said that he has a meeting scheduled with the University, and we hope to have something to come back to the Board soon. Chair Gaetz noted that the Board has indicated on more than one occasion that we are strong believers in the project, as it's been presented and we certainly hope that that term sheet can be negotiated and that one way or another, at one amount or another that this project can move forward. He said it's been more than a year that this project has been pending and it is time to move the project forward if possible.

Dr. Harper then gave a status report on Proposal #167 – Tallahassee Community College Unmanned Vehicle Systems Center of Excellence (Wakulla Campus) requesting \$1,959,382. He said staff has continued discussions with TCC to preserve what the staff saw as the very best, innovative elements of the proposal. But with the innovative elements of the proposal, they are also the riskiest elements of the proposal, in the sense that there is not, as of yet a known, robust demand for certifications in unmanned underwater vehicles. Staff has had several productive discussions with TCC staff about how to move that process forward to up the match, which was suggested at the last meeting. Staff hopes to bring the board an agreed upon suggested term sheet that meets the concerns that were expressed last time about raising the amount of match that the applicant provides, either from own source funding or from other sources of funding in the community. We see this as a very beneficial project for the region and we hope to have a suggested term sheet for the next meeting.

Dr. Frank Fuller, Education Advisor, said that currently the industry that we're looking at is mildly risky but is generating \$127 billion globally and \$13 billion in market growth in America. The issue we're working with right now, as many of the job descriptions that would apply, haven't converted to include the use of this technology. As an example of Marine Engineer, that description, if you look at it on every type of chart, could be 5 to 6 years old. The job description

hasn't yet included this skill set but will certainly do so in the future. So, it's just one of these areas where we see the market expanding rapidly, particularly for our region and this program is just trying to get a trained workforce in place as it grows. Unmanned underwater systems are a significant part of this project. Chair Gaetz asked if TCC has had conversations with the with the Navy in Panama City to find out if there is or could be a crosswalk between the training and certifications that underwater personnel trained by the Navy in Panama City receive and the requirements for this program. He said it would be a real benefit if this program could link to what the Navy is doing, and it would be a shame if it didn't.

## **Program Administration**

### **Program Administrator's Report**

Ms. Cori Henderson presented the Program Administrator's Report and noted that this has been a little bit of a unique interim between board meetings for as staff. She said that usually staff is working to prepare quite a number of grant award agreements, but instead we've been focusing on term sheets and spending a lot of time on the behind the scenes part of the organization and processes that are moving us forward as we've now completed three years of operations. She said staff has participated in a number of recruitment project calls for very competitive projects that are actively looking across our region. The interest has been impressive. Ms. Henderson said that economic development teams in each of the communities have really been working hard, and our staff has been excited to participate on your behalf on quite a number of projects that we anticipate will start to come to the Triumph Board after the first of the year. Triumph has received almost \$1.8 billion in pre-application requests, a total of 239 of them, and, staff does recommend that the most recent pre-application received is not statutorily eligible for consideration. Triumph Gulf Coast has received 94 applications totaling just over \$657 million in funding requests.

Annual Reports from most Awardees were due on October 31. The third quarter was a very busy for our grantees to have construction in their agreements, and you'll see that detail in the attached report from Mr. Randy Lewis, our Construction Management Advisor. We have been able to send Mr. Lewis out into the field to resume site visits after a pause for Covid-19 safety reasons. His most recent site inspections included two projects; the Port of Panama City and the Haney HVAC project, which are wrapping up their construction or have concluded that.

At our next board meeting, staff will be presenting our reviews of the projects and the annual reports that our grantees provided for your consideration. We've begun to look at those reports, and the outcomes are exciting. Staff looks forward to sharing more with you about that at the next board meeting.

Ms. Skelton noted that staff is working through one application that has not scored high enough for continued consideration and will be sending a letter notifying the applicant of that outcome soon. She said that while there may be one or two others that are not going to reach the economic scoring threshold, there are remarkably few applications left for Triumph to consider at this time. She noted that Ms. Henderson's comments about upcoming proposals is welcome news because staff is always looking for quality projects to bring to the Board. She said there were several Pre-Applications filed that staff hopes will be followed by submission of full Applications soon.

Chair Gaetz recognized Mr. Lewis to give a brief overview of his report on construction activities across the region. Mr. Lewis said that he had reviewed numerous change order requests on contracts with Triumph as well as Grantee's contracts with architects, engineers, and construction contractors. He reviewed the change orders and modifications thoroughly and occasionally requested additional documentation, which was provided.

Mr. Lewis reported that he made four site visits this quarter. He visited the Career Technical Education Center in Franklin County, which is going very, very well. He reviewed construction progress with the facilities director for that project, as well as the design progress for the welding facility that will be begun soon. He visited the Wakulla Schools bus maintenance facility that should be wrapping up construction in the next month or so at which time he will do a final inspection. He reported that he met with the engineer, facilities, director, and construction contractor at Port Panama City and that project has gone very well, and they are wrapping up. There were a few punch list items remaining, and that was all, they are in full operation. At Haney Technical Center in Panama City, the renovation work has been completed and the program is in operation. Mr. Lewis met with the education director and the contractor came in just to do a walkthrough and go over all of the work he had performed. According to Mr. Lewis, it was a renovation, very well done. The last project was the Franklin County Schools, Welding Workshop Classroom. The contractor was doing interior finishes on the day of the site visit. Contracts that Franklin County had awarded for welding equipment stations that have been delayed, and they aren't coming in until January. So, the building will be complete probably within a month, and then there'll be a short delay before all the welding equipment, welding stations are delivered for installation, as well as another Electrical contract. Everything is being coordinated between the three independent contractors. He expects to do three or four site visits further west during the next quarter and will provide more detail at that time.

Chair Gaetz said he really appreciates the additional information that Mr. Lewis provided that was included in the materials sent out to all board members available to the public. He asked Mr. Lewis, as he looks across the projects that are on the construction side that he is monitoring and overseeing for Triumph if there are any circumstances where the change orders or the performance he has seen, has been a substantial or material difference or, in any way created a circumstance that has concerned or troubled him.

Mr. Lewis said that there was one architect engineer contract where their estimate for the construction and their contract, slightly exceeded the construction budget in the initial term agreement on contract. The issue was addressed with the awardee. On another project he said he questioned the high dollar amount on a pole barn for a welding workshop. The cost per square foot seemed excessive. The awardee indicated that they had similar projects that came in at that square foot cost so we're going to talk with them to see what cost savings measures they can achieve. Other than that, with the change orders, even though there have been some big ones, they're all backed up with unit costs from the original contract and everything that has been reviewed, seems to be in order. He said he has been going through them very carefully and they've been justified. They have used term agreements with some architects or engineers which is appropriate by statute and that's been able to help them expedite getting some of these projects started.

Ms. Skelton noted that there have been a couple of cases, where, some of the work product, that has been put in, hadn't necessarily been up to par. On Mr. Lewis' recommendation, we've gone back and we've requested further documentation. We've requested the statutorily required documentation and even though occasionally some of the grantees aren't thrilled with that once



they read the statutes that Mr. Lewis cited to them, they recognized their requirements, but they hadn't met those requirements.

From a staff perspective, we are grateful that we've been able to point out to our grantees where they may have fallen a little short in their reporting. So, we're pleased with Mr. Lewis' ability from a professional perspective to understand what the statutory requirements are, as well as his expertise in the construction industry.

Mr. Bense asked if the photos included in the report were current. Mr. Lewis said they were and some were a few months old, but that he had just been to the warehouse at Port Panama City and it was already maybe 15% full and they were expecting a lot of mostly types of a lot of paper, incoming and lumber, incoming and outgoing to fill the warehouse within the next month. He stated that the Port of Panama City is a very well run port and that he was very impressed with their operations

Ms. Skelton then said that she wanted to lay a little bit of Foundation for conversations that staff will have in December for the Board's consideration. Several grantees who are embarking on their construction projects are running into higher costs. She said Mr. Lewis will agree that conditions are very unique in our region right now between the hurricanes and the Covid situation. She said she wanted to lay the groundwork for people not to be surprised if we come in with some adjustments that need to be made on some of these contracts in the near future. She said staff is working with the grantees to adjust projects, where the scope of change doesn't impact the scope of the outcomes, as well as to use some of their own dollars that have become available since the time of their applications. With the possible shifting of state budget amounts some of our education projects may be affected and there are definitely state transportation dollars that are being used that may be at risk. Construction costs, and supplies are going up as well.

**Mr. Lee made a motion to approve the Program Administrator's Report. The motion was seconded by Mr. Terry and was approved without objection.**

### **Economic Advisor's Report and Recommendations**

Dr. Frank Fuller gave an overview and made a recommendation to move forward on Proposal #230 – Walton County School District – IT and Health Care Certification Program for \$3,846,000. He explained that the proposed project is designed to empower education to transform economic opportunities through Triumph funding in Walton County. He noted that Walton County is the fastest growing county in the State of Florida and the fifth fastest growing county in America. Additionally, Walton is one of four rural counties in the Triumph region. The total project cost is \$8,999,500 with \$4,253,500 in match provided by the county and other sources.

The Walton County School District is requesting funding to renovate their Magnet Innovation Center and the Emerald Coast Technical College health sciences laboratories, classrooms, and student workstations along with equipment, supplies, and salary. They also seek \$165,000 to fund student internship tuition waivers. Dr. Fuller pointed out that one of the state initiatives through the Commissioner of Education is the expansion of intern programs in our region, and the state. The certifications will be in the area of information technology: healthcare, including LPN medical assistance, medical secretary, health, technologist, technicians, pharmacy technicians, and vitamins.

Requested Triumph funding represents 46.4% of the total project cost and will produce 2535 certifications at a cost of \$1517 per certification that are on the state's CAPE Certification list and will focus on target market sectors. He said that Triumph staff has been working with Walton County Schools for 18 months as they have evolved and developed this program, and he thinks that's reflected in the low cost per certification being requested. Matching funds will be provided by FTA funding from the Florida Department of Education and by the St. Joe Company. At a reimbursement rate of \$1517 per certification, the discounted total increase in household expected from this program will be \$55.1 per dollar of Triumph cost. For this reason the staff rates this program an A in terms of economic impact and recommends moving forward to Term Sheet negotiations with the applicant.

Chair Gaetz asked if an allowance has been made to ensure that no student that completes these programs and earns the certifications is prevented from taking the test and earning the certification because they don't have the personal funds to take the test. Dr. Fuller said that part of the staff recommendation as part as a term sheet for the agreement would be to assure that the applicant would provide match funding to cover the costs of the participation of the programs by the students and the testing that takes place.

Chair Gaetz recognized Ms. Crystal Appel, Walton County School District Supervisor or Curriculum and Instruction for comments. Ms. Appel thanked Triumph Gulf Coast for the opportunity to present the application and asked for the Board's support for funding. She introduced Ms. Jill Smith, the Walton County School Director of Facilities; Emerald Coast Technical College Director, Ms. Wendy Crozier; and Mr. Chris Brown, Walton County School District CTE Secondary Director. Ms. Appel offered a special thank you to Dr. Fuller and Ms. Henderson for their support with preparing this application and for supporting the district, not only with their K-12 students, but also the district's post-secondary students in their efforts to develop a trained workforce for the region.

Chair Gaetz recognized Mr. Russell Hughes, Walton County School District for brief remarks. Mr. Hughes thanked the Triumph Board for supporting this proposal and said that programs like this one will allow the region to recover from economic weaknesses and become stronger. He pledged that he and his staff would be available at any time to make the program work and live up to the standards expected by Triumph Gulf Coast.

Chair Gaetz asked if any member of the public wished to comment on the proposal. No one spoke. **Mr. Bense made a motion to direct staff to negotiate a term sheet for Proposal 230. The motion was seconded by Mr. Bear and passed unanimously (7-0.)**

Chair Gaetz asked if any member of the public had comments to express about the work of Triumph Gulf Coast. No one came forward to speak.

There being no further business, the meeting was adjourned at 3:16 p.m. CT.