

Application Score Sheet

Proposed Project: Pensacola State College, Logistics & Distribution: Ground Transportation (211)

Proposed Project/Program County: Santa Rosa

Board of County Commission Support: (on an upcoming agenda)

Total Projected Project Cost: \$11,204,828.49

Match Provided: \$7,341,877.96

Triumph Funds Requested: \$3,862,951 (34.25%)

Triumph Funds Recommended by Staff: \$3,862,951

Score: A

ROI: \$21.6 per dollar of Triumph cost

Economic Impact Analysis Score

The Pensacola State College (PSC) will support labor force needs of a growing logistics and distribution cluster for Northwest Florida. Here PSC proposes to build, equip, and staff a 13,000 square foot commercial driver's license (CDL) training and testing facility on a 15-acre parcel off Jeff Ates Road in Santa Rosa County. This current funding request to the Triumph Board will provide student usable space for up-to-date instruction, simulation, and on-the-road training, in addition to a recognized official testing site that will better equip students for employment in the industry. The training provided by PSC will enable students to earn Commercial Class "B" Driving and Commercial Vehicle Driving Certifications (Class "A").

Dr. Fuller recommends that the program be funded at \$3,862,951 in Triumph funding which would complement committed funding of \$1.6 million from U.S. EDA, along with \$49,500 in City/County funding, \$125,000 in State Job Growth Grant funds, \$250,000 in Florida College System GEERS funding, and over \$5 million in PSC funding. The TGC share will be less than 34 percent of total funding, and while the majority of the TGC dollars will be expended before certs are attained, TGC dollars will not be the first dollars expended in the project, nor will they ever constitute more than 41% of expenditures incurred to date. Dr. Fuller, working with the PSC team, has identified 1,000 of the proposed certificates that are on the CAPE list and serve Triumph target market sectors. They will be delivered to students at a cost to Triumph of \$3,863 each for a total award of \$3,862,951.

At a cost of \$3,863 per attained certification, the discounted total increase in household incomes expected from the program will be \$21.6 per dollar of Triumph cost. For these reasons, staff rate this program "A" in terms of economic impact.

Project Summary (based on information provided by the applicant)

Pensacola State College (PSC) is requesting a \$3,862,951 grant towards the creation of a new logistics and distribution commercial vehicle driving (CDL) program in Santa Rosa. Funds will be used towards equipment and construction of a testing track and teaching facility.

This project was created in response to a growing need expressed by employers to CareerSource Escarosa for trained/licensed commercial vehicle drivers and the desire of many of their clients to receive this training. Further research and examination of the labor market confirmed that there is need for this program. Program completers would be eligible for both “long haul” trucking positions and local delivery trucking positions. Currently, the only small private for-profit training provider located in Milton, Florida, has been unable to meet the region’s demand.

The training program proposed will enhance efforts to move under- and unemployed individuals into high-wage jobs, providing opportunities for them to achieve economic self-sufficiency for themselves and their families while at the same time supporting multiple employers from several industry sectors. Future programs under consideration for this site include the high skill/high wage occupations of diesel mechanic technician and electrical line worker.

PSC’s Commercial Vehicle Driving program is a new training program initially funded from a Florida’s Job Growth grant which allowed for the purchase of the first tractor trailer. This was followed by the donation of a local route vehicle donated by the Lewis Bear Company. These vehicles allowed the College to begin the program in December 2019, operating at a small capacity. A recently funded Governor’s Emergency Education Relief Fund (GEERS) Florida Department of Education Rapid Credentialing grant is providing funding for the purchase of two truck driving simulators. The 15 acre site is being provided and cleared by Santa Rosa County.

To increase capacity and meet the unmet job demands of local and regional employers, Pensacola State College applied for and was successfully awarded a grant in the amount of \$1.6 million from the U.S. Department of Commerce Economic Development Administration. The purpose of this grant is to construct a basic truck driving training facility that will educate and train students needed to fill truck driver employment needs within the College’s two-county service area, and beyond.

Additionally, Truck-Driving Simulators will be used to integrate proficiency-based practice for all basic maneuvers. Truck driving simulators will provide space for students to receive virtual training on a variety of roadways, locations, urban and rural settings in a safe environment. The simulators will enhance and speed the transferability of student skills to the road, a need articulated by regional employers.

Today, all testing activities occur in Tallahassee. Funding requested for this project will be used towards construction of a recognized official testing site co-located at the instruction site. Requirements for becoming a testing facility include having an asphalt course and concrete pad area which is totally separate and used exclusively for testing purposes.

The training provided by PSC will enable students to earn Commercial Class “B” Driving and Commercial Vehicle Driving Certifications (Class “A”), resulting in living wage jobs with significant potential for growth in order to provide economic self-sufficiency for themselves and their families.

While often thought of as a “terminal certification” program, Commercial Vehicle Driving training program can also be marketed as a way for a program completer who is working as a commercial driver to pay for college tuition and take advantage of “down time” and increasing opportunities for online education to student for a career pathway that includes college and university programs in supply chain management and logistics – a targeted industry for Florida.

This project is intentional in consideration of advancing science and technology and how it may influence commercial vehicle driving training, even beyond the 10-year project period.

A recent report from FTI Consulting, an independent global business advisory firm, asserts that “a myriad of new powertrain technologies are competing to usurp diesel as the heavy duty vehicle powertrain of choice” (<http://www.fticonsulting.com>; December 2020). As the need to decarbonize becomes more urgent environmentally and more palatable politically, FTI Consulting predicts that “we stand on the precipice of seismic change in all transportation sectors,” and battery electric and hydrogen vehicles will become the most favorable powertrain technologies before 2030.

As transportation companies make the heavy investment in equipment required to adapt to these changes, there will also need to be an investment in the human capital required for operations. Graduates of training programs who receive even the most basic information about these emerging technologies will be a step ahead of others in their competition for highly desired jobs.

Although special training is not necessarily needed in order to be able to drive Ultra-low emission vehicles (ULEVs), if the vehicles are driven aggressively their range falls significantly. That alone has implications for the environment due to the energy required to generate the electricity to power the vehicles in the first place. Sudden braking and harsh acceleration have a draining effect on the battery.

Pensacola State College commercial driving program revealed that students are being informed as to emerging environmental considerations, including all-electric and hybrids already being used, load discussions, and the future of automated transportation/autonomous vehicles. Even though PSC training is currently taking place in diesel vehicles, there is an eye kept on the future and environmental impacts of this existing equipment taken into consideration, much as in the same manner as would be necessary with electric, hydrogen and hybrid systems, maximizing the student’s ability to drive most efficiently in any type of vehicle. It is recognized that in order to provide qualified, competitive applicants for open positions now and well into the future, the commercial vehicle driving program curriculum must keep up with technology as it changes and adapt as necessary.

The national median annual wage for heavy and tractor-trailer truck drivers was \$45,260 (\$21,76 per hour) in May 2019, and employment is projected to grow 2 percent from 2019 to 2029.

Increasing numbers of truck drivers will be necessary in order to keep supply chains moving as the demand for goods increases. Florida ranks #3 in the United States with the highest employment level in the heavy and tractor-trailer truck driving occupation.

In Florida alone, about 70% of all freight and/or commerce is transported via trucks. 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 (2019-2027 projections), the need for Heavy and Tractor-Trailer Truck Drivers in Escambia and Santa Rosa counties will grow by 1.1% resulting in 1,741 total job openings.

In addition, the demand for other driving occupations requiring a Commercial Driver's License (CDL), such as School or Special Client bus drivers, will increase 3.8% resulting in 665 openings in Escambia and Santa Rosa counties. CareerSource Escarosa, the regional workforce board, reported that they are receiving continuous requests from employers seeking CDL licensed drivers, and these job orders were going unfilled due to a lack of qualified candidates.

According to Escambia County School District staff, Steven Harrell, Workforce Education Director, and Darlene Hart, Transportation Director, there is a critical shortage of school bus drivers. For example, on January 13, 2020, there was a shortage of 70 drivers, who would have covered 210 routes. Although the College does not recruit outside its legislatively designated service area, this training can be made available to any other organization which may be experiencing the same critical shortage.

Because you must be at least 18 years old to hold a Florida CDL and drive a commercial vehicle within the state of Florida and you must be at least age 21 to drive a commercial motor vehicle across Florida state lines, carry hazardous materials, or transport any passengers – this program will not be offered as a dual enrollment opportunity.

A. Project/Program Costs

Table 8. Project/Program Costs	
Construction	\$6,250,500.00
Reconstruction	0.00
Design & Engineering	\$289,727.00
Land Acquisition	0.00
Land Improvement	49,500.00
Equipment	\$1,230,024.99
Supplies	\$193,188.00
Salaries	\$1,849,614.84
Other (specify) Scholarships Industry Certification Reimbursements Marketing/Promotions Program printed materials Indirect Costs	\$1,416,273.66
Total Project Costs:	\$11,204,828.49

B. Other project funding sources

Table 9. Other Project Funding Sources	
City/County	\$49,500.00
Private Sources	\$0.00
Other (e.g., grants, etc.)	
Pensacola State College	\$5,317,377.96
GEERS Rapid Credentialing Grant (Florida College System)	\$250,000.00
U.S. Department of Commerce Economic Development Administration	\$1,600,000.00
Department of Economic Opportunity Job Growth Grant	\$125,000.00
Total Other Funding	\$7,341,877.96

Total Amount Requested	\$3,862,950.53
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Note: The total amount requested must equal the difference between the costs in 3.A. and the other project funding sources in 3.B.