

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: The St. Andrew Bay Center, Inc (DBA The Arc of the Bay)
Proposal Title: Restaurant Readiness Program
Amount of Triumph Funds Requested: \$250,000.00
Total Estimated Project Cost: \$1,258,576.00

Brief Description of Individual/Entity/Organization:

We are one of Bay County’s oldest nonprofits. The Agency began as a grassroots movement in the 1950’s by parents of children with disabilities and was the first school program for children with disabilities in the community. When public school programs were developed to meet this need, the Agency shifted its focus to serve adults with disabilities and became known as the St. Andrew Bay Center. In 2017 we aligned with The Arcs of Florida/United States and began doing business as The Arc of the Bay. Our Agency proudly serves and supports over 250 individuals in Bay County, Florida.

We serve varying disabilities, including Cerebral Palsy, Down Syndrome, Mental Health, and Autism, and other Intellectual Disabilities. Our mission is to provide unique educational opportunities for these adults. The Arc of the Bay strives to provide first class faculty, facilities, and real-life experiences. We have a goal to improve all facets of life for adults with disabilities including basic education, job skills, transportation, housing, and real-life social skills. The Board of Directors, staff, and faculty apply the highest degree of ethics, integrity, and respect as we strive to change the culture in our local communities towards individuals with I/DD. Our work has seen excellent success and continues to grow with each passing year.

Contact Information

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

Partner: Gulf Coast State College

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.

Please see attached document.

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.

Attachment to: TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM

Program: Restaurant Readiness Program (Certified Culinary Institute – Empowerment Café & Inklusion Coffee Shops)

(i) Funds Sought: \$250,000

(ii) Other Funding Sources:

Weyerhaeuser, Gulf Coast State College (In-Kind), Program Revenue (From sales/operations), Bear Family Foundation, Pepsi.

(iii) Location: Gulf Coast State College, 5230 US-98, Panama City, FL 32401. This program specifically takes place in the Student Union and Advanced Technology Center.

(iv) Summary and how the program will be transformational and promote economic recovery, diversification, and enhancement of the disproportionately affected counties:

This project removes barriers to unemployment for those with intellectual and developmental disabilities (I/DD) through the expansion of our Certified Culinary Institute, supporting workforce development, job placement, and bolstering the local economy through increased job opportunities and discounted food rates for college students. This program expands operations through a collaboration with Gulf Coast State College where the Arc of the Bay has taken over operations of their cafeteria (Empowerment Café), an attached coffee shop, and a separate coffee shop on campus (Inklusion Coffee Shops).

The goal of this initiative is to be truly integrative with staffing ratio of near 50/50 between those with I/DD and those 'typically-abled', resulting in an integrative atmosphere where individuals learn how to work with anyone, regardless of their 'ability level' or background. This also helps increase visibility and awareness for the inclusion and acceptance of those with I/DD in the workplace.

Bay County residents with I/DD traditionally struggle with unemployment, limited access to enriching programs, and pervasive poverty. Access to realistic and integrative work opportunities are highly important to the clients we serve. Jobs give individuals a sense of purpose and self-worth and, for many, are source of justifiable pride. Employment additionally helps individuals connect socially, a particularly important aspect for those with I/DD. We believe strongly that all individuals, regardless of ability level, deserve the opportunity to be full members of their community with access to equitable employment.

With an increasing national emphasis on integrated employment, more individuals with I/DD are seeking paths towards self-sufficiency. Currently, there is a significant gap in the employment rate for working-age adults with I/DD: 71.4% of adults without disabilities are employed, while only 14.7% of adults with I/DD are employed. This is an extreme gap that we have begun taking strides to close. This project will further remove barriers to employment and support workforce development and job placement.

This key move is a major step for our program and will allow us to train clients in real-time and advance them to working positions immediately. Clients participating will have the opportunity to learn and work in a large commercial kitchen, taking and filling orders. Allowing practice of real-life cooking and serving, advancing their skills, and reinforcing their expertise for future employment. The ultimate result of this program will include decreased social and work stigmas, reduced barriers to the workforce, and increased tangible career opportunities by providing those with I/DD real life work experience in real-time and the chance to learn livable wages while building a resumé.

Our clients that have graduated our existing Certified Culinary Course have been successfully hired at Sims Veterans Home, Chartwells Food Service with Bay District Schools, Popeyes, Gulf Coast Regional Medical

Center, and Zaxby's. Local employers have confirmed that the diversification of their workplace has been an asset and a blessing to their business, staff, and patrons.

Goals and Measures:

- We track hired employees and ensure clients are paired at nearly 50/50 with neuro-typical workers to improve and encourage integration.
- Clients will have completed the Certified Culinary Course and have their ServSafe certification.
- Clients employed through the cafeteria will hold a position with the cafeteria for 6 months-1 year, or until they find preferred employment in the local community.
- We also roughly track the numbers of college students served through this initiative, as another key component of this work is to offer discounted meals to the students who are attending the college to ensure all have equitable access to nutritious meals.
- We will track surveys from the college and its attendees, as well as track personal self-reported milestones, goals, and behaviors.

We have tracked that over the past 2 years, 50% of the 18 students who have graduated the certified culinary course have integrated into a competitive work environment in our community. This percentage would be higher, but our region was heavily impacted by the pandemic which resulted in difficulties securing appropriate positions. However, we have seen immense success in the placement of our clients and are expecting this expansion to result in 80% success as each client will be carefully supported from education to employment in both the cafeteria and the community.

Program Update:

Since the grand opening of this program, we have now hired 12 clients with I/DD, generally as part-time workers, and 7 'typically-abled' workers, who are hired as full time. Thus, accomplishing our goals of an integrative workspace with nearly 50/50 staffing ratio during all shifts. These clients, and those still partaking in the Culinary Institute, are receiving hands-on employment training as an expansion and benefit to our program. This takes dedicated staff and time to help with the education component and has been integral to operations. Since opening, the program has already been seeing success and both clients and attendees being served have praised this innovative work. We are excited as we watch this program continue to build.

(v) Timeline:

Original Timeline:

- **Inclusion Coffee Shop** – Gulf Coast State College – Advanced Technology Center
Grand Opening: Wednesday, Sept. 1st 7am – 2pm
- **Inclusion Coffee Shop** – Gulf Coast State College – Student Union East Building
Grand Opening: Friday, Oct. 1st 7:00am – 3pm
- **Empowerment Café** – Gulf Coast State College – Student Union East Building
Grand Opening: Friday, Oct. 1st 10am – 3pm

Updated (Cont.) Timeline:

- Begin catering services for college conferences and Hire Catering Manager before 04/30/2021
- Grow for delivery requests, hire runners, and purchase golf carts before 12/31/2021.
- Continue and grow the hands-on education component as apart of the continuation of the Certified Culinary Institute.