

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: Northwest Florida State College

Proposal Title: Cloud Computing Industry Training

Amount of Triumph Funds Requested: \$92,500

Total Estimated Project Cost: \$185,000

Brief Description of Individual/Entity/Organization: Northwest Florida State College is an open-door, open-access institution committed to serving all members of the community and infusing local industry with high-quality employees equipped with high-demand, relevant skills. The College provides students with robust academic services to prepare students for coursework and to guide them toward success. As part of Florida’s public system of 28 state and community colleges, Northwest Florida State College offers bachelor’s degree programs, associate degrees, and certificates. The College’s primary service district includes Okaloosa and Walton Counties. The College operates seven campuses and centers. In addition to the flagship Niceville Campus, the College operates a joint campus with the University of West Florida at the Fort Walton Beach Campus and five educational centers: Chautauqua Center in DeFuniak Springs, Robert L. F. Sikes Education Center in Crestview, the Aviation Center of Excellence at Robert Sikes Airport in Crestview, South Walton Center in Santa Rosa Beach, and Hurlburt Field Center on Hurlburt Field. Annual enrollment is 8,054, which includes 7,054 students pursuing college credit and 1,000 students taking non-credit coursework.

Contact Information

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

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.

Executive Summary

Cloud computing is growing at a rapid pace, as well as the demand for skilled cloud professionals. According to The Bureau of Labor Statistics, between 2019 and 2029, the demand for computing and information technology workers will increase by 11 percent. This exceeds the median growth rate of all jobs. Currently, individuals with cloud computing skills boast salaries of up to \$150,000 a year. With the high salaries and demand for these skilled laborers, this area of study will continue to grow exponentially. Amazon Web Services (AWS) is the largest provider of cloud services and cloud training followed by Google and Microsoft. These, plus other providers, offer cloud-based certifications in support of the industry.

The Request

A partnership with Triumph Gulf Coast will allow NWFSC to offer AWS and Google training with the corresponding certification exam at no cost to students. The proposed project period spans July 1, 2022, through June 30, 2023. NWFSC will offer students one additional certification retake exam if needed. NWFSC requests \$92,500 from Triumph to develop and deliver training to support a minimum of 25 cloud-based industry certifications earned in non-credit short-term trainings over the course of one year. NWFSC intends to expand and develop additional certification offerings for future years.

NWFSC will hire a full-time Triumph Program Coordinator to provide recruitment/enrollment services that will promote the AWS/Google certification training and certifications, making individuals aware of the opportunities. The project will also provide support for computer lab enhancements to ensure all students have access to technology for the online coursework.

NWFSC will market to high school level students to introduce this high-demand new career field and will target adult learners through social media, job fairs, and various marketing activities to promote the training. The Northwest Florida region has more than 300 local defense contractors and a heavy military presence. NWFSC will market to the transitioning military and to the DOD contractors in the area. NWFSC will create a dedicated program web page for this AWS program similar to those published for the current CDL, Aviation, Apprenticeship, and Welding programs.

Certification Training to be Offered:

AMAZN001 AWS Certified Solutions Architect - Associate

AMAZN002 AWS Certified Cloud Practitioner

AMAZN003 AWS Certified Developer - Associate

GOOGL001 Google Associate Cloud Engineer

Additional certifications may be added based on market demand prior to implementation.

Conclusion

Cloud computing is a strong need and students, along with local industry, will benefit from this training and certification program. NWFSC will deliver high-quality, low-cost trainings that will lead to a trained local workforce in this ever-changing industry. This pilot program will inform future expansion opportunities for other cloud-based certifications as noted below.

AMAZN004 AWS Certified Data Analytics - Specialty
AMAZN005 AWS Certified Database - Specialty
AMAZN006 AWS Certified Machine Learning - Specialty
AMAZN007 AWS Certified Security - Specialty
AMAZN008 AWS Certified SysOps Administrator- Associate
COMPT014 CompTIA Cloud+
COMPT020 CompTIA Cloud Essentials+
GLIAC006 GIAC Cloud Security Automation
GLIAC007 GIAC Cloud Security Essentials
MICRO120 Microsoft Certified: Azure Administrator Associate
MICRO121 Microsoft Certified: Azure AI Engineer Associate
MICRO129 Microsoft Certified: Azure Developer Associate
MICRO130 Microsoft Certified: Data Analyst Associate
VMWRE004 VMware Certified Professional - Data Center Virtualization

Proposed Budget

July 1, 2022 - June 30, 2023	Triumph	NWFSC Match
Computer Lab Enhancements		\$ 70,000
Faculty member(s) w/fringe (.2 FTE x 62,453)		\$ 12,500
Course Development and Student Support		\$ 10,000
Triumph Program Recruitment Coordinator w/fringe (1 FTE)	\$ 57,500	
Marketing and Recruitment Activities	\$ 15,000	
Certification Fees (\$150-\$300)	\$ 20,000	
Total	\$ 92,500	\$ 92,500
Project Total	\$ 185,000	

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.

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

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.

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.