



NORTHWEST FLORIDA STATE COLLEGE

100 College Boulevard East • Niceville, FL 32578-1295 • (850) 678-5111 • www.nwfsc.edu

Feb. 17, 2022

Honorable Don Gaetz, Chairman
Triumph Gulf Coast, Inc.
Attn: Susan Skelton, Executive Director
P.O. Box 12007
Tallahassee, FL 32317

Chairman Gaetz:

Northwest Florida State College is requesting a budget modification for the Walton Works Project (#187). As part of the Walton Works Project, NWFSC will develop a pilot program to offer short-term, non-credit training that will equip individuals with the skills they need for cloud based computing training and certifications. NWFSC will integrate Amazon Web Services (AWS) and other curriculum into the NWFSC learning management system (LMS) to develop self-paced training courses that lead to certifications. NWFSC will enroll students, monitor the students' LMS activity to ensure students are progressing, and award certification vouchers at the end of the course. NWFSC will additionally track certification completion and provide reporting for all students.

NWFSC will additionally embed some of the training into academic courses to allow degree-seeking students to obtain the entry-level certifications. NWFSC will create a crosswalk between non-credit and academic credit offerings to allow students the option of degree attainment.

A partnership with Triumph Gulf Coast will allow NWFSC to offer the AWS training and certification exam at no cost to students. 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 certification training and certifications making individuals aware of the opportunities. The project will also provide support for a computer lab to ensure all students have access to technology.

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. There are more than 300 local defense contractors and a heavy military presence in our region. NWFSC will market to the transitioning military and to the DOD contractors in the area. NWFSC will create a dedicated website-landing page for this AWS program similar to the current CDL, Aviation, Apprenticeship, and Welding programs.

Certification training to be offered includes:

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.



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Cloud computing is a strong need in this region 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.

The total cost of the project is \$185,000, which includes remodeling a computer lab, course development, salary for a part-time faculty member, program coordinator salary and fringe benefits, marketing and recruiting costs, and certification fees. The Triumph modification request equals 50 percent of the total project cost, with the projected cost of \$3,700 per certification based a minimum of 25 certification completers.

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)	\$ 58,072	
Marketing and Certification Fees	\$ 34,428	
Total	\$ 92,500	\$ 92,500
Project Total	\$ 185,000	

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 2021 and 2031, 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.

We believe the requested budget modification for Walton Works will benefit the project, the Triumph Gulf Coast region and the residents we serve.

Please do not hesitate to contact us if you have any questions. I appreciate your strong support of the College and look forward to continuing to improve lives in Northwest Florida.

Sincerely,

Dr. Devin Stephenson,
President