

Application Score Sheet

Proposed Project: Pensacola State College, Airframe & Powerplant (A&P) Training Program (#317)

Proposed Project/Program County: Escambia

Board of County Commission Support:

Rural County:

Opportunity Zone:

Total Projected Project Cost: \$28,200,122

Match Provided: \$15,827,186

Triumph Funds Requested: \$12,372,935 (44%)

Triumph Funds Recommended by Staff: \$12,372,935

Score: A

ROI: \$18.5 per Triumph dollar expended

Economic Analysis, Impact and Score

Pensacola State College (PSC) is proposing an Aviation & Powerplant (A&P) program, working with the Pensacola International Airport/City of Pensacola and ST Aerospace to offer training in one of the hangars located on airport property. The \$12,750,000 Triumph request would partially fund construction of a 25,000 square foot training facility to be located on the southwest side of the Pensacola International Airport on land owned by the City of Pensacola.

Grant funds will be utilized for initial program implementation (including faculty and staff, equipment and supplies, fee waivers, marketing, etc.) and the construction of the new training facility. Match will be provided by PSC in the amount of \$7.9 million that will support these activities, and of \$1 million by Santa Rosa County.

The project will guarantee completion of 420 airframe and powerplant (A&P) certified individuals over a 12-year period. Staff expect that these newly credentialed individuals will help meet the labor force needs being created by companies such as ST, Leonardo, and Premier Aviation Quebec, Inc., that have all made commitment to commence and expand operations throughout the Triumph area. All of these companies will lease space in publicly-owned facilities enabled by Triumph funding awards.

The burgeoning aviation and aerospace maintenance, repair, and overhaul (MRO) sector will provide jobs for thousands of area residents working directly in those facilities and in the companies that are in their supply chains. However, strong new demand for appropriately skilled workers cannot be met with existing programs in the area.

Adequate training opportunities do not yet exist in the eight Triumph counties and are unlikely to be quickly created by schools and colleges due to the extensive instruction requirements and new

facilities and equipment that are needed. In calculating ROI for this project, Triumph staff have assigned weighting to certificates and credentials obtained that correlate with the number of seat hours required for this training, thus allowing for funding that reflects the large number of seat hours and thus instructional and other costs needed to complete the full sequence of skills training that culminates with the Powerplant Certification.

Here we calculate the ROI per Triumph dollar expended to be \$18.5. For the reasons provided above, staff score this project as an A.

Project Summary (based on information provided by the applicant)

Pensacola State College (PSC) is requesting a \$12,372,935 Triumph grant to create an Airframe & Powerplant (A&P) industry certification program at the Pensacola International Airport, across the street from PSC's main campus. The grant funds will be used for construction of a 25,000 square foot training facility, personnel, state-of-the-art equipment, supplies and tuition waivers. The workforce training program will support the region's growing Aviation & Aerospace industry.

The application was developed in response to needs identified by employers from a number of occupations within the industry sectors of Aviation & Aerospace and Logistics & Distribution and economic development partners in Workforce Board Region 1 (Escambia and Santa Rosa counties). Aviation Manufacturing and Maintenance, Repairs and Operations (MRO) are growing industry sectors in Northwest Florida.

According to Florida's Great Northwest, the regional economic development organization for the 12-county region of the Florida Panhandle, the region has seen a 49% growth in Aircraft Manufacturing in the last five years. Prior to being rolled into Florida Commerce, Enterprise Florida, Inc., asserted that the state of Florida is the birthplace of commercial aviation, and with 130 public-use airports and 20 commercial airports, is also a leading location for manufacturing aircrafts and aircraft components (<https://www.enterpriseflorida.com/industries/aviation-aerospace/>). The College's two-county service area is home to a number of these companies, including Leonardo Helicopters and VT Mobile Aerospace Engineering (ST).

According to the Bureau of Labor and Statistics (BLS,) the median salary for aircraft mechanics and technicians was \$66,000 in 2020. Nationwide, about 14,400 openings for aircraft and avionics equipment mechanics and technicians are projected each year; many of these openings are expected as workers retire and exit the workforce. Air traffic, freight and passenger, is expected to continue to increase and will require additional aircraft maintenance technicians.

According to Travel Weekly, "in 2020, the FAA issued 30% fewer new mechanic certificates than it did in 2019, a drop-off that the Aviation Technician Education described as 'devastating' in its 2021 Pipeline Report" – they project there will be an increase of 13% over the next 20 years, with high retirement levels combined with other reasons for job-leaving to make for a shortage of over 12,000 mechanics. In their annual survey, the Aeronautical Repair Station Association found that more than half of the participating companies cited difficulty with finding

or retaining workers as a major strategic threat. (<https://www.travelweekly.com/Travel-News/Airline-News/Aircraft-mechanic-shortage-could-hamper-operations>; January 25, 2022).

One of the objectives of this project is to increase the diversity of participants in aviation maintenance technician programs, improving the rates at which they enter the workforce. A 2021 FAA report details that less than 3% of the professionals currently working in aviation maintenance as mechanics are female (2021 Civil Airmen Statistics; https://www.faa.gov/data_research/aviation_data_statistics/civil_airmen_statistics/). Aviation is a growing industry across the state, region and in the College's two-county service area, and the need for trained professionals is projected to grow into the future.

In order to begin providing A&P training as soon as FAA approval is obtained, during construction of the facility, it is anticipated that classes will occur at VT Mobile Aerospace Engineering, Inc. (MAE) in one of the company's hangars located on airport property. In addition to the new facility, classes may be offered at the College's campuses or centers in Escambia or Santa Rosa counties.

Students completing the training provided by the College will be prepared for Federal Aviation Administration (FAA) license examinations for General, Airframe, and Powerplant ratings. This program will also be available as a high school dual enrollment opportunity leading to an Associate of Science degree. The project will significantly increase the numbers of individuals earning industry-recognized certifications in Airframe & Powerplant (A&P) in the two-county service area.

The College will track program enrollments for a 10-year period. The first four years will be funded by this Triumph grant with years five through ten funded through tuition and sustainability efforts. One significant sustainability strategy is the increase in projected CAPE funding.

The tuition/fees and industry-recognized certification exam fees for this program are typically beyond the financial capability for most interested individuals. PSC will work with prospective employers to identify additional scholarship and/or tuition reimbursement opportunities. A portion of the Triumph budget requested will provide fee waivers for students in need who do not qualify for any other type of financial assistance.

College-level courses, including college credit and vocational credit, may be offered by the College for secondary students participating in the Dual Enrollment Program. Course offerings include courses shown on the Dual Enrollment Course-High School Subject Area Equivalency List. Eligible secondary students shall be permitted to enroll in postsecondary courses conducted during school hours, after school hours, and during summer semesters. The College will produce a list of eligible programs and associated courses each summer and provide that information to the School Districts.

Budget and Funding

See attached

Letters of Support

CareerSource Escarosa

FloridaWest Economic Development Alliance

ST Engineering - Mobile Aerospace Engineering Inc. (MAE)

Emerald Coast Regional Council

Exhibit A
317 Pensacola State College Aviation
Budget

	Category #1 - Salaries & Fringe	Category #2 - Construction	Category #3 - Supplies, Cert & Student Fee Waivers, Recruiting, Program costs	Category #4 - Furniture, Equipment, Fixtures	Total
Project Total					
Program Pre-award				3,000,000.00	3,000,000.00
2024	367,046.74	13,000,000.00	730,000.00	1,492,776.00	15,589,822.74
2025	391,003.52	2,000,000.00	704,000.00	500,000.00	3,595,003.52
2026	330,042.30		684,000.00	-	1,014,042.30
2027	249,658.51		681,500.00	-	931,158.51
2028	135,535.12		500,000.00		635,535.12
2029	138,069.06		500,000.00		638,069.06
2030	140,655.55		500,000.00		640,655.55
2031	143,295.67		500,000.00		643,295.67
2032	145,990.57		500,000.00		645,990.57
2033	148,741.41		500,000.00		648,741.41
2034	107,943.45				107,943.45
2035	109,864.42				109,864.42
Project Total	2,407,846.32	15,000,000.00	5,799,500.00	4,992,776.00	28,200,122.32
Triumph					
2024	367,046.74	8,000,000.00	230,000.00	1,492,776.00	10,089,822.74
2025	391,003.52		204,000.00	500,000.00	1,095,003.52
2026	330,042.30		184,000.00		514,042.30
2027	249,658.51		181,500.00		431,158.51
2028	38,351.82				38,351.82
2029	39,180.00				39,180.00
2030	40,026.61				40,026.61
2031	40,892.06				40,892.06
2032	41,776.79				41,776.79
2033	42,681.26				42,681.26
Triumph Total	1,580,659.61	8,000,000.00	799,500.00	1,992,776.00	12,372,935.61
Grantee-Match					
Program Pre-award				2,000,000.00	2,000,000.00
2024		5,000,000.00			5,000,000.00
2025		2,000,000.00			2,000,000.00
2028	97,183.30				97,183.30
2029	98,889.06				98,889.06
2030	100,628.94				100,628.94
2031	102,403.61				102,403.61
2032	104,213.78				104,213.78
2033	106,060.15				106,060.15
2034	107,943.45				107,943.45
2035	109,864.42				109,864.42
Grantee Total	827,186.71	7,000,000.00	-	2,000,000.00	9,827,186.71
Match Source 1 - Santa Rosa County					
Appropriations					
Program Pre-award				1,000,000.00	1,000,000.00
2024					-
Match Source 1 Total	-	-	-	1,000,000.00	1,000,000.00
Match Source 2 - VTMAE					
2024			500,000.00		500,000.00
2025			500,000.00		500,000.00
2026			500,000.00		500,000.00
2027			500,000.00		500,000.00
2028			500,000.00		500,000.00
2029			500,000.00		500,000.00
2030			500,000.00		500,000.00
2031			500,000.00		500,000.00

2032		500,000.00		500,000.00	
2033		500,000.00		500,000.00	
Match Source 2 Total	-	-	5,000,000.00	-	5,000,000.00