



July 15, 2025

Florida Triumph Gulf Coast, Inc.  
P.O. Box 12007  
Tallahassee, FL 32317

Re: Pending Application #353 – PSC Workforce Development Training Center Application Update

To whom it may concern:

Per discussion with the Triumph staff site visit on July 10, 2025, the following updates to this application:

Employers lament the lack of skilled workers while individuals desiring employment, which will result in economic self-sufficiency for themselves and their families, lament their inability to meet position requirements. One of the most important factors explaining the current disparity between available jobs and labor supply is the “skills gap” – the difference between the skills needed to successfully participate in occupations/jobs available and the skills which workers possess. Rapid technological advancements and constantly evolving job demands requires constant upskilling and reskilling in order for employees to adapt to changing workplaces.

Traditional training resulting in degrees usually takes more time, time that may be particularly difficult for un/underemployed and low-wage employees who need to increase their income and take advantage of new job opportunities as quickly as possible. Short term training not only can be accomplished quicker, but is usually accomplished at a much lower cost, providing a higher return on investment. Although basic digital skills (such as computer literacy, internet navigation, email communication, and online safety) are now needed by most employees, regardless of their occupation, many individuals who are already in the workforce may have limited experience and/or training in these areas. Just a few examples of how even more specific digital skills are needed in occupations which might not usually be considered as “high tech” include:

- HVAC technicians should have proficiency with computer software for diagnostics and system monitoring, the ability to interpret digital schematics and blueprints, and knowledge of “smart” thermostats which many homeowners now possess.
- Plumbers also must be able to use digital diagnostic tools, be able to design with CAD software, integrate “smart” home technology and manage projects.
- Truck drivers use a variety of digital tools, including GPS navigation systems, Electronic Logging Devices (ELDs), and mobile apps for load management, communication, and maintenance.
- Warehouse workers must have proficiency in warehouse management systems (WMS), inventory management software, and barcode scanners.

Grants and Federal Programs

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- On page 3, delete the paragraph under “Identify any co-applicants, partners, or other entities or organizations that will have a role in the proposed project or program and such partners’ proposed roles.” The information provided was the result of a copy/paste error.
- On page 9, #5, please replace the Projected Certifications table with the following:

Table 3. Projected Certifications								
2023-2024	Project Year							
Baseline	1	2	3	4	5	6	7	8
75	90	102	115	122	128	123	128	141

- On page, #c, please replace the Anticipated Enrollments/Completers/Certifications with the following (updating certification numbers)

Table 8. Anticipated Enrollments/Completers/Certifications									
	YR1	YR2	YR3	YR4	YR5	YR6	YR7	YR8	Totals
Enrollments	150	160	180	190	200	210	215	220	1525
Completers (~80%)	120	128	144	152	160	168	172	176	1220
Industry Recognized Certifications Earned	90	102	115	122	128	134	138	141	970

With these updates, the resulting 970 industry-recognized certifications earned will have an average cost of \$3482/certification. No single certification will comprise more than 25% of the total number of industry-recognized certifications counted for the deliverables of this project.

- Page 28, #f, list of credentials has been reorganized to provide clusters:

This initial list of projected industry-recognized certifications is long, and is predicted to get even longer. With workplaces being ever changing, it is difficult to predict what skills will be demanded by employers and needed by employees/prospective employees. This project is purposely designed to be flexible to respond to these needs in the future. Certifications on the Florida 2024-2025 Master Credentials List which may be offered, dependent upon demand, through non-credit continuing workforce education training and College Career Certificate credit workforce programs, utilizing the Training Center for classroom instruction, include but are not limited to the following (Note: the list will be reviewed annually to reflect any additions/deletions on the Master Credentials List):

#### Workforce Discipline Specific

- NATEX002 – Air Conditioning Installation Specialization
- NATEX001 – Air Conditioning Service Technician
- NATEX003 – Air to Air Heat Pump Installation Technician

- NATEX004 – Air to Air Heat Pump Service Technician
- ADESK034 – Autodesk Certified Associate in CAM 2.5 Axis Milling for Machinists
- ADESK035 – Autodesk Certified Associate in CAM for Turning
- ADESK036 – Autodesk Certified Expert in CAM for Multi-Axis Milling
- ADESK021 – Autodesk Certified Professional – AutoCAD
- ADESK023 – Autodesk Certified Professional – AutoCAD Civil 3D
- ADESK024 – Autodesk Certified Professional – Inventor
- ADESK025 – Autodesk Certified Professional – Revit Architecture
- ADESK038 – Autodesk Certified Professional in CAM for 3 Axis Milling
- ADESK031 – Autodesk Certified User – 3ds Max
- ADESK002 – Autodesk Certified User – AutoCAD
- ADESK011 – Autodesk Certified User – Inventor
- ADESK030 – Autodesk Certified User – Maya
- ADESK008 – Autodesk Certified User – Revit Architecture
- ETAIN006 – Avionics Electronics Technician
- HVACE004 – HVAC Excellence Employment Ready – Electric Heat
- SMACA001 – Industry 4.0 Electrical Systems Specialist
- SMACA002 – Industry 4.0 Electrical Systems Specialist
- SMACA003 – Industry 4.0 Electro-fluid Power Systems Specialist
- SMACA004 – Industry 4.0 Instrumentation Specialist
- SMACA005 – Industry 4.0 Mechanical Systems Specialist
- SMACA007 – Industry 4.0 Operations Specialist
- SMACA008 – Industry 4.0 Robotics Specialist
- NATHA008 – Certified Billing & Coding Specialist (CBCS)
- AAMIN001 – Certified Biomedical Equipment Technician
- AHIMA001 – Certified Coding Associate (CCA)
- AHIMA003 – Certified Coding Specialist -Physician-based (CCS-P)
- AHIMA002 – Certified Coding Specialist (CCS)
- (No FDOE Certification Code) – C-103 Certified Industry 4.0 Associate III Robotic System Operations
- (No FDOE Certification Code) – C-104 Certified Industry 4.0 Associate IV – IIoT Networking & Data Analytics
- IISSC004 – Certified in Production and Inventory Management (CPIM)
- NATHA003 – Certified Medical Administrative Assistant (CMAA)
- ACOPC007 – Certified Professional Biller (CPB)
- ACOPC006 – Certified Professional Coder (CPC)
- SOLID003 – Certified Solidworks Associate – Academic (CSWA-Academic)
- INTUT003 – Master Entrepreneurship Certification
- MSSCN001 – MSSC Certified Production Technician (CPT)
- NIFMS021 – NIMS Industrial Technology Maintenance Level 1 Bundle (9 exams)
- NIFMS002 – NIMS Machining – CNC Lathe Programming Setup & Operations
- NIFMS014 – NIMS Machining Level 1 – CNC Milling: Operations

- NIFMS001 – NIMS Machining Level 1 – CNC Milling: Programming Setup & Operations
- SALES001 – Salesforce Certified Administrator
- AMSFQ011 – Six Sigma Black Belt (CSSBB)
- AMSFQ012 – Six Sigma Green Belt (CSSGB)

### Digital Tools

- ADOBE024 – Adobe Certified Professional in Visual Design
- ADOBE025 – Adobe Certified Professional in Web Design
- APPLE022 – Apple App Development with Swift Associate
- APPLE021 – Apple App Development with Swift Certified User
- AMAZN002 – AWS Certified Cloud Practitioner
- AMAZN004 – AWS Certified Data Analytics – Specialty
- AMAZN005 – AWS Certified Database – Specialty
- AMAZN003 – AWS Certified Developer – Associate
- AMAZN006 – AWS Certified Machine Learning – Specialty
- AMAZN007 – AWS Certified Security – Specialty
- AMAZN001 – AWS Certified Solutions Architect – Associate
- AMAZN008 – AWS Certified SysOps Administrator – Associate
- KNOWL006 – C# Coding Apprentice
- KNOWL005 – C# Coding Specialist
- (No FDOE Certification Code) – C-102 Certified Industry 4.0 Associate II – Advanced Operations
- IISSC004 – Certified Information Systems Security Professional (CISSP)
- PROSO027 – Certified Internet Web (CIW) Advanced HTML5 & CSS3 Specialist
- PROSO034 – Certified Internet Web (CIW) Artificial Intelligence Associate
- PROSO035 – Certified Internet Web (CIW) Artificial Intelligence Data Science Specialist
- PROSO030 – Certified Internet Web (CIW) Data Analyst Specialist
- PROSO006 – Certified Internet Web (CIW) Database Design Specialist
- PROSO017 – Certified Internet Web (CIW) JavaScript Specialist
- PROSO033 – Certified Internet Web (CIW) Multimedia Specialist
- PROSO031 – Certified Internet Web (CIW) Social Media Strategist
- PROSO032 – Certified Internet Web (CIW) User Interface Designer
- PROSO023 – Certified Internet Web (CIW) Web Development Professional
- PROSO024 – Certified Internet Web (CIW) Web Foundations Associate
- PROSO025 – Certified Internet Web (CIW) Web Security Associate
- PROSO010 – Certified Internet Web (CIW) Web Security Professional
- PROSO026 – Certified Internet Web (CIW) Web Security Specialist
- CWNPT001 – Certified Wireless Network Administrator (CWNA)
- CISCO010 – Cisco Certified Design Expert (CCDE)
- CISCO026 – Cisco Certified Network Associate (CCNA)
- CISCO028 – Cisco Certified Support Technician (CCST) Cybersecurity

- CISCO029 – Cisco Certified Support Technician (CCST) Networking
- COMPT001 – CompTIA A+
- KNOWL003 – HTML/CSS Coding Specialist
- CERTI016 – Information Technology Specialist (ITS) – Artificial Intelligence
- CERTI014 – Information Technology Specialist (ITS) – Cloud Computing
- CERTI017 – Information Technology Specialist (ITS) – Computational Thinking
- CERTI018 – Information Technology Specialist (ITS) – Data Analytics
- CERTI003 – Information Technology Specialist (ITS) – Databases
- CERTI009 – Information Technology Specialist (ITS) – Device Configuration and Management
- CERTI011 – Information Technology Specialist (ITS) – HTML and CSS
- CERTI008 – Information Technology Specialist (ITS) – HTML5 Application Development
- CERTI013 – Information Technology Specialist (ITS) – Java
- CERTI010 – Information Technology Specialist (ITS) – Java Script
- CERTI006 – Information Technology Specialist (ITS) – Network Security
- CERTI007 – Information Technology Specialist (ITS) – Networking
- CERTI012 – Information Technology Specialist (ITS) – Python
- CERTI004 – Information Technology Specialist (ITS) – Software Development
- INTUT004 – Intuit Certified Bookkeeping Professional
- KNOWL004 – JavaScript Coding Specialist
- INPI001 – Linux Essentials 010
- MICRO117 – Microsoft 365 Certified Enterprise Administrator Expert
- MICRO123 – Microsoft 365 Certified Fundamentals
- MICRO111 – Microsoft Certified Solutions Developer (MCSD) – App Builder
- MICRO120 – Microsoft Certified: Azure Administrator Associate
- MICRO121 – Microsoft Certified: Azure AI Engineer Associate
- MICRO124 – Microsoft Certified: Azure AI Fundamentals
- MICRO125 – Microsoft Azure Data Fundamentals
- MICRO129 – Microsoft Certified Azure Developer Associate
- MICRO126 – Microsoft Certified: Azure Fundamentals
- MICRO131 – Microsoft Certified: Microsoft Security, Compliance and Identity Fundamentals
- MICRO122 – Microsoft Certified: Power Platform Developer Associate
- MICRO128 – Microsoft Certified: Power Platform Fundamentals
- ORACL003 – Oracle Certified Master (OCM): Database
- ORACL002 – Oracle Certified Professional (OCP): Database
- ORACL005 – Oracle Certified Professional (OCP): Java Programmer
- ORACL001 – Oracle Foundations Associate: Database
- INTUT001 – Quickbooks Certified User
- ISOGR001 – TOSA Autodesk AutoCAD Certified User – Advanced or Higher (Secondary)
- ISOGR007 – TOSA Autodesk AutoCAD Certified User – Expert Level (Postsecondary)
- ISOGR008 – TOSA Graphics Certified User – Expert Level (Postsecondary)

- ISOGR012 – TOSA Graphics Certified User for Adobe – Visual Design (Advanced Level or Higher)
- ISOGR002 – TOSA JavaScript Certified User – Advanced or Higher (Secondary)
- ISOGR010 – TOSA JavaScript Certified User – Expert Level (Postsecondary)
- ISOGR011 – TOSA Python Certified User – Expert Level (Postsecondary)
- ISOGR004 – TOSA Web Developer Certified User – Advanced or Higher (Secondary)
- ISOGR009 – TOSA Web Developer Certified User – Expert Level (Postsecondary)
- ISOGR005 – TOSA WordPress Certified User – Advanced or Higher (secondary)
- KNOWL010 – T-SQL Coding Specialist
- UNITY0003 – Unity Certified User: Artist
- UNITY002 – Unity Certified User: Programmer
- UNITY004 – Unity Certified User: VR Developer
- KNOWL014 – WordPress Certified Administrator
- KNOWL013 – Word Press Certified Developer
- KNOWL002 – WordPress Certified Editor
- KNOWL011 – WordPress Elementor Specialist
- KNOWL012 – WordPress Woo Commerce Specialist

Thank you,



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Grants & Federal Programs  
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Exhibit A  
353 Pensacola State College - Training Center  
Budget  
Estimated construction start date if applicable  
Estimated education component start date if applicable

	Category #1 - Compliance	Category #2 - Renovation	Category #3 - Supplies, Fee Waviers, & Recruiting Supplies,	Category #4 - Equipment/ Furniture	Total
Project Total					
Preaward		189,339.00			189,339.00
2026	20,035.00	3,620,023.00	32,500.00	1,284,500.00	4,957,058.00
2027	20,034.00		45,000.00	-	65,034.00
2028	20,034.00	-	45,000.00	-	65,034.00
Project Total	60,103.00	3,809,362.00	122,500.00	1,284,500.00	5,276,465.00
Triumph					
2026	20,035.00	1,910,236.00	32,500.00	1,284,500.00	3,247,271.00
2027	20,034.00		45,000.00		65,034.00
2028	20,034.00		45,000.00		65,034.00
Triumph Total	60,103.00	1,910,236.00	122,500.00	1,284,500.00	3,377,339.00
Grantee					
Preaward		189,339.00			189,339.00
2026		1,709,787.00			1,709,787.00
2027					-
2028					-
Grantee Total	-	1,899,126.00	-	-	1,899,126.00