

## **Application Score Sheet**

Proposed Project: Pensacola State College, Workforce Development Training Center (#353)

Proposed Project/Program County: Escambia

Board of County Commission Support:

Rural County:

Opportunity Zone:

Total Projected Project Cost: \$5,149,126

Match Provided: \$1,899,126

Triumph Funds Requested: \$3,250,000 (63%)

Triumph Funds Recommended by Staff: \$3,377,339

Score: A

ROI: \$24.9 in additional labor income per dollar of Triumph spending

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### **Economic Analysis, Impact and Score**

Pensacola State College (PSC) has requested \$3,250,000 in Triumph Gulf Coast funding to establish the Workforce Development Training Center on its main campus in Escambia County. The total project budget is \$5,149,126, with \$1,899,126 (36.9%) committed from a combination of institutional and private matching funds, and Triumph bearing the remaining 63.1 percent of project cost. This proposal aims to comprehensively expand PSC short-term, industry-responsive training capacity and provide residents of Escambia and Santa Rosa counties with expedited pathways to high-skill, high-wage credentials in critical occupations.

Triumph Gulf Coast funding will be invested primarily in the renovation of Building 21, a 22,686-square-foot facility formerly housing the Academic Computer Center, to create new classrooms, shop areas, training labs, and support facilities for non-credit and credit workforce programs. Grant dollars will fund architectural and construction costs, procurement of state-of-the-art training equipment, classroom and office furnishings, instructional technology, and key startup supplies. In addition, Triumph funds are budgeted to provide for initial faculty and compliance staffing, instructional materials, student fee waivers, professional development, and targeted outreach during the project's ramp-up period. These expenditures will allow PSC to rapidly scale both the volume and breadth of workforce certification offerings needed by regional employers.

Completion of the facility will allow PSC to address the region's "skills gap," and meet employer demand and move residents to economic self-sufficiency. The Center intends to have flexible, employer-aligned programs ranging from HVAC and logistics to advanced manufacturing, IT, and health care technology. The project aligns with regional strategies for economic diversification and Opportunity Zone revitalization, and leverages industry advisory input to maintain updated offerings in response to market needs. It will support PSC's commitment to ongoing partnerships with local entities such as CareerSource Escarosa, Santa

Rosa Economic Development, and multiple industry employers, to ensure job placement and long-term sustainability beyond the life of the grant.

Based on application updates (July 2025), PSC projects awarding a total of 970 industry-recognized certifications over the funded period, with Triumph's \$3,250,000 contribution equating to a cost per certification of \$3,351 yielding an expected \$24.9 in additional labor income per dollar of Triumph spending. This figure is competitive with prior Triumph workforce awards, particularly given the capital-intensive nature of the facility renewal and the breadth of industry-aligned certifications. For these reasons, Triumph staff score the project as an "A."

### **Project Summary (based on information provided by the applicant)**

Pensacola State College is requesting a \$3,250,000 Triumph Grant to establish a Workforce Development Training Center focused on non-credit workforce training. The Triumph funds would be used for renovations, equipment, supplies, student tuition waivers, student recruitment, faculty, and staff. Once renovated, Building 21, the 22,686 square foot former Academic Computer Center will have classrooms/training rooms, shop areas, storage rooms, offices, faculty work/break room and restroom facilities.

The proposed project will increase the number of individuals earning industry-recognized certifications in the region through expedited non-credit training opportunities, which can play a crucial role in addressing skill gaps, improving workforce readiness, and promoting economic growth in the local region. The project will result in at least 970 industry recognized certifications.

Employers lament the lack of skilled workers while individuals desiring employment lament their inability to meet position requirements. Rapid technological advancements and constantly evolving job demands requires constant upskilling and reskilling in order for employees and potential employees to adapt to changing workplaces and skills gaps.

Traditional training resulting in degrees usually takes more time, time that may be particularly difficult for un/underemployed and low-wage employees. Short term training can be accomplished quicker and is usually accomplished at a much lower cost. 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.

Examples of how even 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 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.

The list of proposed courses is long and intended to be adapted to employer needs. A sample of the industry certificates to be earned by students include Air Conditioning Installation and Technician, Autodesk Milling for Machinists, AutoCAD, Electrical Systems Specialist, Electro-fluid Systems Specialist, Robotics Specialist, Robotics System Operations, CNC Milling Operations, Digital Tools, IT Specialist – Artificial Intelligence, IT Specialist -Cloud Computing, IT Specialist - Python, Microsoft Power Platform Developer Associate, Oracle Database, and TOSA Web Developer Advanced.

The training opportunities included in this project will enhance efforts to move under- and unemployed individuals into high-wage jobs, providing opportunities for them to achieve economic self-sufficiency for themselves and their families while at the same time supporting multiple employers from several industry sectors.

Funds included for instructors will allow the College to “start-up” new courses without the necessity of reaching specific enrollment targets for a course to “make” during the implementation phase of the project.

In research supported by the Bill & Melinda Gates Foundation and the Association for Institutional Research, it was determined that, due to lower cost, wide selection of covered topics, and flexibility in how offerings are managed and delivered, non-credit courses attract many non-traditional students, especially adult learners and low- income students (Xu & Ran, 2015). According to the American Association of Community Colleges the headcount enrollment for noncredit learning during the 2023- 2024 academic year was more than 4.1 million (AACC Fast Facts, 2025). Because non- credit training programs usually cost less and take less time to complete, they are ideal for individuals who are looking to quickly gain new skills for either their current career path or to transition into new careers.

Non-credit programs focus on specific skills that are currently in demand by local employers. These programs are designed to accommodate working adults, providing flexibility to individuals juggling work and family responsibilities.

The revenue generated by the noncredit offerings will provide a sustainable funding stream. PSC will work with agencies such as CareerSource Escarosa and Community Action Program Committee to identify clients who may be eligible for their financial assistance. A concentrated effort will be made to determine if any local employers are in need of customized expedited training that would be eligible for participation in the State of Florida’s Quick Response Training Grants and application assistance will be provided where needed.

The College 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 needed to participate in these course offerings.

Noncredit enrollments will be tracked through the 3rd-party Flywire registration system. The project will also be supported by the PSC Office of Institutional Research which will facilitate formal formative and summative evaluations assessing the overall impact of course persistence and graduation rates in credit courses utilizing the training spaces.

Each of the non-credit courses taught will enable students to earn industry-recognized certifications resulting in living wage jobs with significant potential for growth in order to provide economic self-sufficiency for themselves and their families. The proposed program meets a number of Pensacola State College's priorities/goals to provide career ready graduates to the regional workforce, meeting both the needs of individuals striving for economic self-sufficiency for themselves and their families, and for employers facing critical labor shortages.

**Budget and Funding**

See Attached

**Letter of Support**

CareerSource Escarosa  
Florida West Economic Development Alliance  
Emerald Coast Regional Council  
Santa Rosa Economic Development Office

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
<b>Project Total</b>					
Preaward		189,339.00			189,339.00
2026	20,035.00	3,600,023.00	17,500.00	1,222,161.00	4,859,719.00
2027	20,034.00		30,000.00	-	50,034.00
2028	20,034.00	-	30,000.00	-	50,034.00
<b>Project Total</b>	<b>60,103.00</b>	<b>3,789,362.00</b>	<b>77,500.00</b>	<b>1,222,161.00</b>	<b>5,149,126.00</b>
<b>Triumph</b>					
2026	20,035.00	1,890,236.00	17,500.00	1,222,161.00	3,149,932.00
2027	20,034.00		30,000.00		50,034.00
2028	20,034.00		30,000.00		50,034.00
<b>Triumph Total</b>	<b>60,103.00</b>	<b>1,890,236.00</b>	<b>77,500.00</b>	<b>1,222,161.00</b>	<b>3,250,000.00</b>
<b>Grantee</b>					
Preaward		189,339.00			189,339.00
2026		1,709,787.00			1,709,787.00
2027					-
2028					-
<b>Grantee Total</b>	<b>-</b>	<b>1,899,126.00</b>	<b>-</b>	<b>-</b>	<b>1,899,126.00</b>