

Application Score Sheet

Proposed Project: Franklin School Board, Career and Technical Training Phase II (#200)

Proposed Project/Program County: Franklin

Board of County Commission Support: Yes

Total Projected Project Cost: \$1,867,000.00

Match Provided: \$652,000.00

Triumph Funds Requested: \$1,215,000.00 (65%)

Triumph Funds Recommended by Staff:

Score: A

ROI: A ratio of \$23 dollars in projected personal income gain to student certificate completers for every dollar of Triumph cost.

Economic Impact Analysis and Score

The Franklin County School District (FCSD) proposal describes a set of CTE initiatives and expansions in aviation certificates in unmanned aerial systems and visual sight operations and health certificates in EKG, CNA, and EMR to be offered by FCSD at their existing Franklin County facilities. The Triumph request of \$1,215,000 represents 65 percent of total multi-year project cost of \$1,867,000.

FCSD projects that over the six years of ramp-up and maintenance of the credentialing programs, local residents will earn a total of 410 certificates in health or aviation industry-recognized certificates in support of regional labor market needs.

The average per certificate cost to Triumph is thus \$2,963, with the School District funding the remaining \$1,591 per certificate. This cost is competitive with other education awards made by Triumph, particularly for counties without large student populations, and will prepare students for jobs in an industry sector important to the local economy.

Assuming relatively conservative average annual increments to completers, and modest increments to completion rates, the program will likely drive substantial increases in net new wages, both initially and over the students' worklife window. Further, the program is projected to be self-sustaining based on the per-full time equivalent (FTE) increment to funding provided by the state.

Return on Investment

Staff suggest that the Triumph Board adopt an ROI metric that is based on increased personal incomes in the region that are expected to result from Triumph funding expended in support of a given project. Specifically, staff propose that our measure of ROI be constructed as the ratio of gains in personal income to Triumph cost. The numerator would be the appropriately discounted

value of the increment to inflation-adjusted personal income (per student completer) due to the project (including direct, indirect, and induced increases in personal income) measured over a 20-year period, while the denominator would be the appropriately discounted value of Triumph costs (per student completer) for the project over the period of expenditure.

For this project, the gain in projected discounted personal income over the 2019 – 2038 period divided by projected cost to Triumph yields a ratio of \$23 dollars in projected personal income gain to student certificate completers for every dollar of Triumph cost.

For these reasons, staff rate this program “A” in terms of economic impact.

Project Summary (based on information provided by the applicant)

Franklin County School Board (FCSB) is requesting \$1,215,000.00 in Triumph Gulf Coast funds for the second phase of their Environmental, Career and Technical Training plan. Phase II will add digital tool certifications for 4th and 5th grade students, Small Unmanned Aerial Systems (UAS) Safety certifications and Visual Line of Site System Operator certifications in a state designated Rural Area of Opportunity.

All segments of the proposed programs will occur during the school day, on school campus, with teachers from multiple career pathways providing instruction. Two years ago, students in Franklin County schools earned a total of 17 industry certifications. As of the summer of 2019, Franklin County school students have earned approximately 400 certifications. It is the goal of FCSB to become a leader in industry certifications earned, and they are committed to implementing programs and pathways to success for students which meet their interests and future career needs.

As FCSB expands its offering of career and college pathways, they recognize the importance of grabbing the interest of our students at an early age and preparing students for jobs, many of which do not even exist now. Enhancing problem solving, communication, and technological skills will produce a better and more qualified graduate entering the workforce.

FCSB recently implemented Phase I including digital tool certificates for middle school students. Phase II will allow upper elementary students to gain digital tool certificates. Students will develop skills in areas such as CyberSecurity, Communication, Computing, and Coding. Participating in these pathways will afford students new opportunities for success in secondary school. It will also broaden their awareness of college and career pathways. The earning potential for these students will be increased due to their knowledge and increased skills.

The UAS and Visual Line of Sight certificate programs will provide students with a skill set that is in demand and surpasses the wages of most of the hospitality related jobs currently found in the community. Funds from a Triumph grant would allow the FCSB to hire professionals currently employed in this job market to assist teachers in providing instruction and would also cover fees and needs associated with the program.

Students will train for drone operations to support targeted industries such as forestry, real estate, and search and rescue. This will provide job opportunities for graduates above and beyond any that have ever been available to them. Each time a student completes a certification in the UAS program they will participate in a career exploration exercise to make sure that the pathway they are on is truly meeting their needs.

Franklin County has potential for the use of drones on land, over the water, and in unrestricted air space. It is the hope of both the FCSB and the Franklin County Board of County Commissioners that this will allow Franklin County to attract a large percent of the 50,000 drone related jobs that are predicted to be located in the Panhandle area of Florida.

While the drone industry is relatively new, it has found firm footing in a large array of industries and is allowing everything from the military to real estate agents to perform their business as never before. FCSB is excited for their students to have the opportunity to be on the ground floor of this expanding industry.

Students will begin attaining skills in technology beginning in upper elementary grades and will continue to add to these skills throughout their middle school years. The aviation aspect of this program will add a new dimension to their employability skills. These new skills that are being sought out by a variety of regional employers.

Education is the gateway to increase the earning potential for residents in Franklin County and in the Northwest Florida region. The Unmanned Safety Institute, and through them, Gulf State College are partnering with FCSB to guarantee student success.

Funding and Budget (as provided by the applicant)

5. Please provide a Project/Program Budget. Include all applicable costs and other funding sources available to support the proposal.

A. Project/Program Costs:

Example Costs (Note: Not exhaustive list of possible Cost categories.)

Construction	\$
Reconstruction	\$
Design & Engineering	\$
Land Acquisition	\$
Land Improvement	\$
Equipment	\$150,000
Supplies	\$ 135,000
Salaries	\$1,502,000
Other (specify)	\$80,000 (Training, fees/dues)

Total Project Costs: \$1,867,000.00

B. Other Project Funding Sources:

Example Funding Sources (Note: Not an exhaustive list of possible Funding Sources.)

City/County	\$
Private Sources	\$
Other (e.g., grants, etc.)	\$652,000.00

Total Other Funding \$652,000.00

Total Amount Requested: \$1,215,000.00

Letter of Support

Franklin County Board of County Commissioners
Unmanned Safety Institute