

Application Score Sheet

Proposed Project: Pensacola State College, Diesel Maintenance Training (#299)

Proposed Project/Program County: Santa Rosa

Board of County Commission Support: Yes

Rural County: No

Opportunity Zone: PSC's two-county service area is also home to eight (8) certified Opportunity Zones

Total Projected Project Cost: \$13,127,873

Match Provided: \$5,500,00

Triumph Funds Requested: \$7,627,873 (58%)

Triumph Funds Recommended by Staff: \$7,627,873

Score: A

ROI: \$21.9 per dollar of Triumph cost

Economic Analysis, Impact and Score

Pensacola State College (PSC) is requesting \$7,627,873 in Triumph funding to be used to make infrastructure improvements that will allow it to deliver 2,002 National Institute for Automotive Service Excellence (ASE) certifications in a Diesel Maintenance Technician curriculum over a ten-year project. The funding that Triumph provides would go to building construction (\$4,000,000), equipment (\$1,139,408), and staffing (\$895,348 over four years). PSC has committed to provide \$5,500,000 in match over the life of the project. These dollar values mean that Triumph provides 58.1% percent of the \$12,127,873 cost of the project.

The building for Diesel Mechanic Technician training will be located adjacent to the PSC Commercial Vehicle Training Facility in the Santa Rosa County Industrial Park East, providing complementary training opportunities. Santa Rosa County has leased property located at the Santa Rosa County Industrial Park East to Pensacola State College for a term of forty (40) years, beginning in August 2019 as the location for educational facilities to provide technical education programs.

The new building will be similar to the existing adjacent building and will tentatively include: 2 classrooms, computer lab, shop area, faculty offices, storage, restroom facilities, electrical/mechanical rooms, and adjacent parking. Analysis presented by the College shows wages in this field in this geographic area to average \$43,800 at the entry level, and \$65,100 for experienced workers, with average annual openings of 150 positions across the three primary occupational titles.

At a reimbursement rate of \$3,810 per net new certification, the discounted total increase in household incomes expected from the program will be \$21.9 per dollar of Triumph cost, which is

slightly above the average return to programs in the Triumph portfolio. For these reasons, staff rate this program “A” in terms of economic impact.

Project Summary (based on information provided by the applicant)

Pensacola State College (PSC) is requesting a \$7,627,873 grant to locate a new Diesel Maintenance Technician industry certification training program at the Santa Rosa Industrial Park East. The new program will be located adjacent to the Triumph and Economic Development Administration (EDA) funded PSC Commercial Vehicle Driving Facility resulting in 2002 new industry certifications and complementary training opportunities. Grant funds will be used toward the construction of a metal building (similar to the recently constructed Commercial Vehicle Driving training facility), for equipment, tools, furniture, technology, and programming costs to start up a new program (such as student fee waivers, personnel, and professional development for faculty.)

Santa Rosa County leased the industrial park property to PSC for a term of forty (40) years, beginning in August 2019, for the sum of One Dollar (\$1.00) per year as the location for educational facilities to provide technical education programs such as Diesel Systems and Maintenance Technicians.

Workforce talent development is often the most important factor for current business and industry in our region to consider before expanding, or for site selectors looking for locations to open new businesses. Diesel Systems and Maintenance Technicians support growing industry sectors throughout the region and the state, including Logistics and Distribution Operations, one of the major industries as identified by SelectFlorida, the public-private partnership advancing economic development in the state.

This grant addresses the needs of employers from a number of occupations within the industry sector of Logistics & Distribution as identified by CareerSource Escarosa (Region 1 Workforce Board). Support for this program from local employers with significant Logistics/Transportation labor needs over the next couple of years include commitments for student scholarships, internships, guest speakers and career fair participation.

A sample of industries that hire diesel systems and maintenance technicians in the College’s two-county service area includes:

- Automotive repair and maintenance
- General and specialized freight trucking
- Motor vehicle and motor vehicle parts and supplies merchant wholesalers
- Waste collection
- Commercial and industrial machinery and equipment repair and maintenance
- Highway, street, and bridge construction
- Electric power generation, transmission, and distribution

According to the U.S. Bureau of Labor approximately 24,300 openings for diesel service technicians and mechanics are projected each year, on average, over the decade.” Most openings

will be the result of the need to replace an aging population exiting the labor force through retirement or workers who transfer to different occupations. In a 2022 research report, The State of Diesel Technicians (sponsored by Randall Reilly and Shell Lubricant Solutions), more than 50% of national survey respondents indicated that they had been in trucking maintenance for more than 20 years. In an Uptake post (May 2022), it was estimated that freight carriers lose up to \$1,200/day in lost revenue with each unfilled technician position.

One of the objectives of this project will be to increase the diversity of the individuals entering the workforce as trained Diesel Mechanics. According to the U.S. Bureau of Labor Statistics, just over 1% of all people employed as diesel technicians were women in 2021.

The academic program aspects of the project will be guided by the Dean, Workforce Education, Program Coordinator, and Advisory Committees for the program. Advisory Committees are established for all PSC Associate of Science, College Credit Certificate, Vocational Certificate, and Applied Technology Diploma programs. A vocational education advisory committee includes employers and community members from outside the field of education that advises vocational educators on the design, development, implementation, evaluation, maintenance, and revision of vocational education programs. Advisory members provide an informed viewpoint that is invaluable to the educational process.

Program completers will be eligible to receive the following industry recognized certifications, as appropriate for the program in which they are enrolled:

- ASE Medium/Heavy Truck Technician: Diesel Engines (T2)
- ASE Medium/Heavy Truck Technician: Drive Train (T3)
- ASE Medium/Heavy Truck Technician: Brakes (T4)
- ASE Medium/Heavy Truck Technician: Suspension and Steering (T5)
- ASE Medium/Heavy Truck Technician: Electrical/Electronic Systems (T6)
- ASE Medium/Heavy Truck Technician: Heating, Ventilation, and A/C (HVAC) (T7)
- ASE Medium/Heavy Truck Technician: Preventive Maintenance Inspection (PMI) (T8)

This is a new program for the College and the service area. It is ambitious, yet attainable, and seamlessly integrates into the current operation of Pensacola State College. George Stone Technical College in Escambia County and Locklin Technical College in Santa Rosa County currently offer the Automotive Service Technology training but not a Diesel Mechanic program. The closest postsecondary Florida Diesel Mechanic Technician programs are offered at Northwest Florida State College, 62 miles to the east, and at Big Bend Technical College (Perry, FL), Gadsden Technical College (Quincy), and Lively Technical College (Tallahassee), which are a two to three-hour drive from the College's service area.

Budget and Funding

See attached

Letters of Support

CareerSource Escarosa

Empire Truck Sales, LLC

H.T. Hackney

The Lewis Bear Company

McElroy Truck Lines, Inc.

Santa Rosa County Economic Development Office

Exhibit A
299 Pensacola State College Diesel Mechanics
Budget

	Category #1 - Salaries & Fringe	Category #2 - Construction	Category #3 - Supplies, Cert & Student Fee Waivers, Recruiting, Program costs, Repairs	Category #4 - Furniture, Equipment, Fixtures	Total
Project Total					
2025	272,730.00	9,500,000.00	201,808.00	1,270,607.00	11,245,145.00
2026	267,963.00		281,845.00	555,187.00	1,104,995.00
2027	203,151.00		202,845.00	8,694.00	414,690.00
2028	151,504.00		202,845.00	8,694.00	363,043.00
Project Total	895,348.00	9,500,000.00	889,343.00	1,843,182.00	13,127,873.00
Triumph					
2025	272,730.00	4,000,000.00	201,808.00	1,270,607.00	5,745,145.00
2026	267,963.00		281,845.00	555,187.00	1,104,995.00
2027	203,151.00		202,845.00	8,694.00	414,690.00
2028	151,504.00		202,845.00	8,694.00	363,043.00
Triumph Total	895,348.00	4,000,000.00	889,343.00	1,843,182.00	7,627,873.00
Grantee-Match					
2025		5,500,000.00			5,500,000.00
Grantee Total	-	5,500,000.00	-	-	5,500,000.00