



**WE EMPOWER YOUNG PEOPLE
TO BECOME CONFIDENT,
SUCCESSFUL ADULTS.**

January 6, 2025

Triumph Gulf Coast, Inc.
Attn: Cori Henderson
P. O. Box 12007
Tallahassee, FL 32317

Re: Pre-Application Submittal

Dear Ms. Henderson:

The letter forwards AMIkids Pensacola's Pre-Application to start the process of seeking a grant from Triumph Gulf Coast, as described in the Pre-Application. Our Executive Director is Monti Sommer, but I will be your primary contact as this application moves forward. I am the Treasurer of the Board of Trustees of AMIkids Pensacola. I will be working closely with Monti, but he has a full plate of work ensuring that our YouthBuild students receive the best education and support AMIkids Pensacola can provide. Monti has a great staff, with all but two members carrying over from our last federal YouthBuild grant.

We invite you and any member of the Triumph Gulf Coast team to visit our Workforce Development Program. The invitation extends to Triumph Board Members, if such a visit is appropriate.

Please let me know if you need additional information. We look forward to Triumph's response to our Pre-Application submittal.

Respectfully submitted,

Jesse W. Rigby
Treasurer, Board of Trustees
(850) 602-4883

AMIkids Pensacola, Inc.
501(c)3

(850) 453-1910

3685 Muldoon Road
Pensacola, Florida 32526

FL REGISTRATION # CH12905. A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE DIVISION OF CONSUMER SERVICES BY CALLING TOLL-FREE (800-435-7352) WITHIN THE STATE. REGISTRATION DOES NOT IMPLY ENDORSEMENT, APPROVAL, OR RECOMMENDATION BY THE STATE.

TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM

Triumph Gulf Coast, Inc. (“Triumph Gulf Coast”) has created a pre-application process to provide initial consideration of eligibility for potential ideas of projects or programs that may seek an award of funding. Applicants are required to participate in the pre-application process. Notwithstanding the response from Triumph Gulf Coast on the pre-application form, an Applicant may still elect to submit an Application.

APPLICANT INFORMATION

Name of Individual/Entity/Organization: **AMIkids Pensacola, Inc.**

Proposal Title: **Workforce Development; in support of Disadvantaged Youth**

Amount of Triumph Funds Requested: **\$750,000 for 60 months**

Total Estimated Project Cost: **\$2,749,950 for 60 months**

Brief Description of Individual/Entity/Organization:

AMIkids Pensacola, Inc. is a 501(c)3 not-for-profit that has served at-risk and disadvantaged young men and women in Escambia County continuously since 1991. During earlier years, AMIkids Pensacola served youth 14 - 18 years old under contracts with the Florida Department of Juvenile Justice. In approximately 2015, after DJJ signaled its intent to stop serving youth in the Panhandle using programs similar to the Pensacola program, AMIkids Pensacola began to shift its focus to providing vocational and educational (GED) services to young men and women between the ages of 16 and 24. In 2016, AMIkids Pensacola received its first grant from the U. S. Department of Labor (DOL) under the DOL Face Forward 3 program. This grant was followed by a DOL grant under its Re-entry Program, focusing on 16 to 24 year olds with a history of juvenile and adult probation and incarceration. In June 2021, AMIkids Pensacola received a DOL grant under the federal YouthBuild program. This grant was followed by our second 40 month YouthBuild grant awarded in June 2024 (effective July 1). AMIkids Pensacola is now serving the first of three cohorts (each of 8 month duration) under the federal YouthBuild grant.

Contact Information

Primary Contact: **Monti Sommer**

Title: **Executive Director**

Mailing Address: **3685 Muldoon Road**

City: **Pensacola** State: **Florida** Zip Code: **32506**

Telephone Number: **(863) 412-0039**

Email Address: msommer@amikids.org and/or jrigby@jesserigby.com

Website: <https://amikids.org/location/amikids-pensacola/>

Names of co-applicants, partners or other entities, organizations that will have a role in the proposed project or program: **U. S. Department of Labor (YouthBuild Grant); AMIkids, Inc. (back office support); Pensacola Habitat for Humanity, Inc. (off-site construction partner); Ascension Florida (Sacred Heart Hospital, support for Construction Plus medical**

certification option); Pensacola State College (certifications relating to Construction Plus medical technician options); Goodwill Gulf Coast (off-site OSHA Forklift certification training)

REQUIRED EXECUTIVE SUMMARY

In a maximum of two (2) pages, please describe the proposed project or program and anticipated outcomes including (i) the amount of funds being sought from Triumph Gulf Coast; (ii) the amount and identity of other sources of funds for the proposed project or program; (iii) the location of the project or program; (iv) summary description of the proposed program, including how the program will be transformational and promote economic recovery, diversification, and enhancement of the disproportionately affected counties, and (v) a summary timeline for the proposed project or program.

EXECUTIVE SUMMARY FOR AMIKIDS PENSACOLA, INC.

AMIkids Pensacola seeks a maximum of \$750,000 over a 5 year program duration in support of its Workforce Development (WFD) Program. Our WFD program is a stand-alone program operated at our facility at 3685 Muldoon Road, Pensacola. This property is owned by AMIkids Pensacola, Inc.

A Triumph grant would be used primarily to cover the salary and benefits of two employees not covered by any other funding, and specifically not covered by the U. S. Department of Labor (DOL). If allowed by Triumph, we would also appreciate having the option to use Triumph funding to help cover other costs that cannot be paid by the cost-reimbursement DOL grant.

The primary funding source for our WFD program is a 40-month grant from DOL to operate a YouthBuild vocational education program for youth (coed) who meet eligibility criteria specified in the YouthBuild grant. The primary eligibility criteria are: (1) a high school dropout; (2) proof of low income status, including (i) aging out of foster care, (ii) prior criminal offender–juvenile or adult, (iii) incarcerated parents, and (iv) participant with a disability.

Over the course of the 40-month grant, DOL will provide cost-reimbursement funding in the maximum amount of \$1,358,000. Most of the DOL funding is designated to reimburse the salary of specified mandatory local employees: Program Manager/Executive Director, GED Instructor, Case Manager, Job Developer, and a part-time Administrative Assistant. DOL also reimburses a portion of the salary of certain specified back-office support personnel, located in Tampa: Director, Workforce Development (10% of salary); Grant Administrator (12% of salary), and Data Analyst (12% of salary). A remaining portion of the maximum DOL funding is then spread between a variety of operational costs, including insurance, training, administrative costs, instructional materials, and utility costs. However, the DOL YouthBuild grant mandates that AMIkids Pensacola must provide a minimum of 25% of the funding required to operate the

program. Local funding includes the requirement to pay the salary of the Career & Technical Instructor, i.e., the Vocational Instructor. The annual salary (including fringe benefits) of this employee is \$58,441.

Based on our experience operating two previous DOL vocational education grants, we know we need an additional employee to operate efficiently and effectively. The employee would serve part-time as a Participant/Student Recruiter and part-time as an Assistant Vocational Instructor. The current annual salary with fringe benefits is \$50,814. Our primary Vocational Instructor is qualified to teach NCCER Core Curriculum and OSHA-30. The secondary instructor is qualified to teach NCCER Core.

While the DOL mandates that AMikids Pensacola must provide a minimum of 25% of the funding, in our experience the actual amount of non-federal funding needed to cover reasonable and necessary expenses is approximately 35% of the total program cost. For this fiscal year, in order to reach a net asset balance of neither gain nor loss, we must raise \$214,997.

We are requesting a maximum annual sum of \$150,000 over 5 years for a total maximum Triumph commitment of \$750,000. This sum would cover the two salaries noted above, and provide a maximum of \$40,745 annually to cover other operational expenses related directly to the provision of vocational certifications and not reimbursed by DOL.

During each cohort session of 8 months, our students can earn the following certifications that we believe should be acceptable to Triumph: NCCER Core Curriculum; OSHA-30; Forklift Operator Certification; CDL Certification; and certain medical technician certificates. Our third cohort under the previous YouthBuild grant graduated on May 25, 2024. Each cohort under the previous grant was 6 months in duration. The May 2024 graduates earned 29 NCCER Core Curriculum certificates, 8 Forklift Operator Certificates, and 18 OSHA-10 certificates. The current YouthBuild grant extends each cohort to 8 months, and we will be providing OSHA-30 training in lieu of OSHA-10. For each cohort, our students should be earning between 50 and 70 Triumph qualifying certificates.

How does our program transform the lives of our students, thereby enhancing the economy of Escambia County and enhancing the lives of the most economically vulnerable and disproportionately affected young men and women in our community? Our students are high school dropouts coming to us from families living in poverty. Their prospect of a meaningful and economically stable future is almost non-existent. While Triumph does not fund high school completion programs—and we are not asking Triumph to do so—13 of our students in the last cohort earned and received high school diplomas. The current cohort should do even better because they have 2 additional months to earn a high school diploma. In a few short months, our students will have doors opened for their future that would not have been opened without our

help. In addition to vocational education, the YouthBuild grant requires that we help students find jobs. We help them become job ready with additional training and education. Ten percent of our YouthBuild program must be devoted to developing job soft skills—skills that our students are lacking when they enroll in our WFD program.

Our current DOL YouthBuild grant runs through October 2027. If we continue operating the YouthBuild programs successfully—complying with DOL mandates and meeting their performance standards—there is no good reason why another YouthBuild grant should not be awarded to AMIkids Pensacola in June 2027.

IMPORTANT NOTICE

This pre-application process will not result in an award of funding by Triumph Gulf Coast. Rather, this process is designed to facilitate submission of ideas for potential projects or programs before the Applicant expends time and/or resources to complete a full Application. All Applicants for funding are required to complete an Application, which will be reviewed and then considered for award at the discretion of Triumph Gulf Coast Board.

Please Select the Proposal’s Eligibility Category(s)

Pursuant to Section 288.8017, Triumph Gulf Coast, Inc. was created to make awards from available funds to projects or programs that meet the priorities for economic recovery, diversification, and enhancement of the disproportionately affected counties. The disproportionately affected counties are: Bay County, Escambia County, Franklin County, Gulf County, Okaloosa County, Santa Rosa County, Walton County, or Wakulla County. See, Section 288.08012.

1. From the choices below, please check the box that describes the purpose of the proposed project or program (check all that apply):
 - Ad valorem tax rate reduction within disproportionately affected counties;
 - Local match requirements of s. 288.0655 for projects in the disproportionately affected counties;
 - Public infrastructure projects for construction, expansion, or maintenance which are shown to enhance economic recovery, diversification, and enhancement of the disproportionately affected counties;
 - Grants to local governments in the disproportionately affected counties to establish and maintain equipment and trained personnel for local action plans of response to respond to disasters, such as plans created for the Coastal Impacts Assistance Program;
 - Grants to support programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected

counties. Eligible programs include those that increase students' technology skills and knowledge; encourage industry certifications; provide rigorous, alternative pathways for students to meet high school graduation requirements; strengthen career readiness initiatives; fund high-demand programs of emphasis at the bachelor's and master's level designated by the Board of Governors; and, similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission of Education, encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties;

- Grants to support programs that provide participants in the disproportionately affected counties with transferable, sustainable workforce skills that are not confined to a single employer; and
- Grants to the tourism entity created under s. 288.1226 for the purpose of advertising and promoting tourism and Fresh From Florida, and grants to promote workforce and infrastructure, on behalf of all of the disproportionately affected counties.

Please Select the Priorities this Proposal's Outcomes will Achieve

1. Please check the box if the proposed project or program will meet any of the following priorities (check all that apply):
 - Generate maximum estimated economic benefits, based on tools and models not generally employed by economic input-output analyses, including cost-benefit, return-on-investment, or dynamic scoring techniques to determine how the long-term economic growth potential of the disproportionately affected counties may be enhanced by the investment.
 - Increase household income in the disproportionately affected counties above national average household income.
 - Leverage or further enhance key regional assets, including educational institutions, research facilities, and military bases.
 - Partner with local governments to provide funds, infrastructure, land, or other assistance for the project.
 - Benefit the environment, in addition to the economy.
 - Provide outcome measures.
 - Partner with K-20 educational institutions or school districts located within the disproportionately affected counties as of January 1, 2017.
 - Are recommended by the board of county commissioners of the county in which the project or program will be located.
 - Partner with convention and visitor bureaus, tourist development councils, or chambers of commerce located within the disproportionately affected counties.