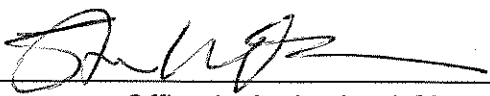


RFP:	ESC-0486-07	ISSUE DATE:	
RFP TITLE:	Florida Community College at Jacksonville: Job Opportunity Bank		
RFP OPENING DATE & TIME:	August 01, 2007 at 2:00pm		
PURCHASING AGENT:	Marilyn Laidler		
<p style="text-align: center;">Duval County Job Bank</p> <p style="text-align: center;">FAX Submissions Not Allowed</p>		<p style="text-align: center;">REQUEST FOR PROPOSAL</p> <p style="text-align: center;">For: Duval County Job Bank</p>	

VENDOR INFORMATION			
COMPANY SUBMITTING RFP:	Florida Community College at Jacksonville		
MAILING ADDRESS:	Resource Development Office 501 W. State Street		
FEDERAL ID #	591149317		
CITY:	Jacksonville		
STATE:	Florida	ZIP: 32202	TEL: 904-632-3327
FAX:	904-356-5681	EMAIL: prennig@fccj.edu	

IMPORTANT!! SIGNATURE BLOCK

<p><i>I certify that this RFP is made without prior understanding, agreement, or connection with any other company or person and is in all respects have independently determined prices that are fair and without collusion or fraud. I agree to abide by all conditions of this RFP and certify that I am authorized to sign this RFP for the company submitting it.</i></p>	
 Officer's Authorized Signature	Dr. Steven R. Wallace, President Florida Community College Officer's Typed Name & Title

TO BE RESPONSIVE, SIGNATURE OF OFFICER AUTHORIZED TO BIND THE COMPANY SUBMITTING THIS RFP IS REQUIRED

POST DATE:	xx/xx/xx	REMOVE DATE:	xx/xx/xx
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ATTACHMENT "B" (1 of 1)

CONFLICT OF INTEREST CERTIFICATE

RFP/APPLICATION NO. _____

Bidder must execute either Section I or Section II hereunder relative to Florida Statute 112.313(12). Failure to execute either Section may result in rejection of this bid proposal.

SECTION I

I hereby certify that no official or employee of the City or independent agency requiring the goods or services described in these specifications has a material financial interest in this company.



Signature

Florida Community College

Company Name

Dr. Steven R. Wallace, President

Name of Official (Type or Print)

501 W. State Street

Business Address

Jacksonville, FL 32202

City, State, Zip Code

SECTION II

I hereby certify that the following named City official(s) and employee(s) having material financial interest(s) (in excess of 5%) in this Company have filed Conflict of Interest Statements with the Supervisor of Elections, 105 East Monroe Street, Jacksonville, Duval County Florida, prior to bid opening.

Name	Title or Position	Date of Filing
------	-------------------	----------------

_____	_____	_____
-------	-------	-------

_____	_____	_____
-------	-------	-------

_____	_____	_____
-------	-------	-------

Signature

Company Name

Print Name of Certifying Official

Business Address

City, State, Zip Code

PUBLIC OFFICIAL DISCLOSURE

Section 126.112 of the Purchasing Code requires that a public official who has a financial interest in a bid or contract make a disclosure at the time that the bid or contract is submitted or at the time that the public official acquires a financial interest in the bid or contract. Please provide disclosure, if applicable, with bid.

Public Official _____ N/A _____

Position Held _____

Position or Relationship with Bidder: _____

W9 Form

**Request for Taxpayer
 Identification Number and Certification**

Give form to the
 requester. Do not
 send to the IRS.

Name (as shown on your income tax return)
Florida Community College at Jacksonville

Business name, if different from above

Check appropriate box: Individual/Sole proprietor Corporation Partnership Other educational institutions Exempt from backup withholding

Address (number, street, and apt. or suite no.)
501 West State Street

City, state, and ZIP code
Jacksonville FL 32202-4030

List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Social security number								
OR								
Employer identification number								
5	9	1	1	4	9	3	1	7

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. person (including a U.S. resident alien).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. (See the instructions on page 4.)

Sign Here Signature of U.S. person 

Date **4/11/2007**

Purpose of Form

A person who is required to file an information return with the IRS, must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

U.S. person. Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued).
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee.

In 3 above, if applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

For federal tax purposes, you are considered a person if you are:

- An individual who is a citizen or resident of the United States,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States, or
- Any estate (other than a foreign estate) or trust. See Regulations sections 301.7701-8(a) and 7(a) for additional information.

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity.

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Proposal

Florida Community College at Jacksonville: Job Opportunity Bank

1.00 Overview

In the past 10 years, there have been more than 380 business relocations and expansions in the Jacksonville region, creating more than 53,000 new direct jobs. Jacksonville is consistently rated as one of the top “Hottest Cities in America” for business expansions and relocations by site consultants in Expansion Management Magazine’s annual poll. Jacksonville has been in the top 10 for six straight years and is the only city to be ranked Number 1 three times.

In response to that growing need, Florida Community College serves over 60,000 students per year in more than 200 career training, university transfer, and college preparatory programs through five campuses and six major educational centers. It is the second-largest community college in the state of Florida and is fourth in the nation in the number of students who earn associate degrees in liberal arts and sciences. Florida Community College’s 2006-07 operating budget is \$128 million and the College has successfully secured and effectively utilized over \$55 million in local, state, and federal grant funds over the last five years. The College’s goals include preparing students for success in the global knowledge economy, optimizing access to College programs and services, ensuring a positive College experience, contributing to the area’s ongoing economic development, and enhancing institutional performance and accountability and investment capital.

Florida Community College’s application for the Duval County Job Opportunities Grant focuses on providing training and job placement for targeted populations (ages 18 to 24, unemployed or underemployed, veterans, and dislocated workers). Job placement will concentrate on high wage positions earning \$15 or more per hour. The College will offer scholarships to 100 – 150 individuals in targeted industries. Each of the participants must complete the training program and be placed in a job by the end of the project contract.

CHART 1 – PROPOSED PROJECT				
Targeted Industry	Company	Program Area	Salary	# of Participants
Aviation	FlightStar	Aircraft Mechanics & Service Technicians	\$14-15	4-5
Aviation	Patriot Aviation	Aircraft Mechanics & Service Technicians	\$16-17	4-7
Financial & Insurance	Fidelity Investments	Customer Service	\$15-\$17	30-50
Financial & Insurance	Merrill Lynch	Information Technology/Office Administration	\$16.00	8-10
Information Technology	City of Jacksonville	Information Technology	\$14-\$16	2-4
Information Technology	Electronic Data Systems Corp. (EDS)	Information Technology	\$14-\$16	2-4
Logistics & Distribution	Grainger	Logistics and Distribution	\$13.04 (starting)	7
Logistics & Distribution	JaxPort	Shipyard workers in Logistics & Distribution	\$16.00 and up	50-70
Manufacturing	Colomer USA	Manufacturing	\$13-\$15	6-11

CHART 1 – PROPOSED PROJECT				
Targeted Industry	Company	Program Area	Salary	# of Participants
Manufacturing	Swisher	Manufacturing	\$13-\$15	5-8
Manufacturing	Armor Holdings	Manufacturing	\$13-\$15	4-8
Ophthalmology	University of Florida/Shands Medical Center	Ophthalmic Technician	\$15-20	10-15
Rehabilitation	Brooks Rehabilitation	Physical Therapist Assistant	\$20-25	10-15
Transportation	Werner Enterprises	Commercial Motor Vehicle Drivers – Class A and B	\$37K/yr *	15-20

*Drivers paid by the load or mile, not by salary

Each of the targeted positions is listed as one of the **Northeast Florida Targeted Industries**. The Northeast Florida targeted industries include:

- Aviation
- Transportation/Commercial Motor Vehicle Operators (Truck Driving)
- Financial and Insurance Services
- Headquarters
- Information Technology
- Life Sciences (including Health Care)
- Logistics and Distribution
- Manufacturing

The \$150,000 scholarship request from the Job Opportunities Grant will provide funds to train 50 – 75 participants. These funds will be matched through the FCCJ Foundation, enabling the project to train 100 – 150 participants in the targeted industries. This will allow the College to maximize the generous funds provided by the City of Jacksonville in order to place twice the number of participants into the Jacksonville workforce. To support this project, each of the College’s campuses and their partners will pledge additional support to ensure the success of the program.

CHART 2: PROJECT SUPPORT			
Campus	Industry	Campus Resources	Industry Partner Resources
Downtown Campus	Logistics and Distribution, Information Technology, or Manufacturing	<ul style="list-style-type: none"> • Personnel support and participation of the campus Dean of Workforce Development; • Facilities Usage to include Classroom, computer labs, testing center, and open lab; • Equipment Usage particular to each industry; and • Advisory Council Membership and Support 	<ul style="list-style-type: none"> • Participation in Advisory Committees • Job Shadowing • Field trips and Speakers • Internships • Curriculum development input
Kent Campus	Aviation Transportation		
North Campus	Physical Therapy or Ophthalmic		
Open Campus	Financial and Insurance services		

2.00 **Problem Statement:**

The City of Jacksonville and the First Coast region continue to experience exponential growth both in population and new businesses. Future job growth forecasts for the state of Florida and the region are positive. Due to the location of JAXPORT as a major Southeastern U.S. seaport, several companies have recently moved their distribution centers to Jacksonville and are constructing warehouses. In addition, the port recently signed a 30-year lease with Mitsui O.S.K. Lines Ltd, a major commercial ocean cargo carrier that serves the U.S., Asia, Europe and Latin America. Mitsui is constructing a 158-acre container-handling facility at JAXPORT. The new facility is projected to generate 2,400 transportation, logistics, and distribution jobs annually. Other new businesses and expansion of current businesses will increase jobs as follows:

- Mayo Clinic is projecting 220 allied health jobs
- Fidelity Investments is projecting 1,200 new finance jobs

In addition, the Cecil Commerce Center is a significant, long-term economic development asset to the City of Jacksonville, representing more than 3 percent of the land area in Duval County (17,000 acres). It is one of the most sought after locations in the Southeastern U.S. for manufacturing supply chain logistics and industrial end users. These businesses enjoy the convenience of education on-site to enhance their workers' skills and allow them to earn college degrees. The Florida Community College center, located at the Cecil Commerce Center, is adding truck driving training to their repertoire of workforce programs. This program is slated to begin in the fall of 2007. Businesses expansion will increase jobs as follows:

- Flightstar Aviation Aerospace Commerce Center business is projecting an additional 150 jobs
- Truck driving companies along with the distribution and logistics efforts will create 600 truck driving jobs in the Florida First Coast region

To address this type of exciting growth in Jacksonville, Florida Community College is poised and ready to provide training for program participants through the Duval County Job Opportunity Board program. The College will work with industry partners for job placement that will target unemployed and/or underemployed individuals. These jobs will be in high-wage and high-demand career areas that include Aviation, Commercial Motor Vehicle, Financial and Insurance Services, Headquarters, Information Technology, Life Sciences (including Health Care), Logistics and Distribution, and Manufacturing.

These areas were identified as Northeast Florida targeted industries. The first study used to identify these industries was the *Duval County Target Market Report*, prepared by Whitaker in 2002 and conducted to determine the targeted industries for the region. In 2006, an update to that study, *Duval County Target Market Report Part 2*, was completed by Angelou Economics. This study was prepared under contract with the State of Florida with financial support from the Office of Economic Adjustment, Department of Defense. The report was in part completed as a result of Base Realignment and Closure (BRAC). The study concentrated its efforts on Duval County where Cecil Field, a Navy Master Jet Base, was located. Due to the proximity of the region and the commuting patterns of workers in northeast Florida, this information is valuable to the workforce of our entire region and is the basis for determining our targeted industries.

3.00 Proposal Guidelines/Scope of Services

The College shall be prepared to begin full scale operations on within 30 days of the executed agreement (Criteria 3.30 Scope of Service). As an institution of higher education and one of the largest workforce training colleges, FCCJ is familiar with all Federal, State of Florida, and local laws. Ordinances, rules and regulations that affect the training offered in this proposal (Criterion 3.50 Familiarity with Laws).

The Scope of Service will be that the College will offer training for over 100 – 150 participants in the targeted industries.

CHART 3: TARGET INDUSTRIES AND NUMBER OF PARTICIPANTS		
Targeted Industry	Program Area	Participants
Aviation	Aircraft Mechanics & Service Technicians	4-5
Aviation	Aircraft Mechanics & Service Technicians	4-7
Financial & Insurance	Customer Service	30-50
Financial & Insurance	Information Technology/Office Administration	8-10
Information Technology	Information Technology	2-4
Information Technology	Information Technology	2-4
Logistics & Distribution	Logistics and Distribution	15–20
Logistics & Distribution	Crane, Handlers, Fork lift, Heavy Equipment Mechanics	50-70
Manufacturing	Manufacturing	6-11
Manufacturing	Manufacturing	5-8
Manufacturing	Manufacturing	4-8
Ophthalmology	Ophthalmic Technician	10-15
Rehabilitation	Physical Therapist Assistant	10-15
Transportation	Commercial Vehicle Drivers	15 - 20

This training will result in national and state certifications as follows:

Aviation - Aircraft Mechanics & Service Technicians offers two different National Workforce Certificate Programs all certified by the FAA. The FAA certified maintenance technicians have the important responsibility of keeping aircraft and their equipment working safely and efficiently. Instruction is comprised of academic as well as laboratory training designed to prepare students for the written, oral and practical testing process required for certification as an FAA mechanic. With this rating students will be qualified for positions as an Aviation Maintenance Technician with the FAA Airframe Rating or the FAA Powerplant rating. In addition, the avionics program offers Associate in Science degrees in several field areas as well as a workforce program that prepares students for the FCC General Radiotelephone Operator’s License examination (Elements 1, 3 and 8).

Commercial Motor Vehicle Operators - Trucking companies have emphasized the need for intensive, hands-on training with extensive driving and backing experience, which for-profit training firms typically do not provide. Florida Community College’s demonstrated expertise in a wide range of technical training programs makes us the provider of choice for a truck driving program in Northeast Florida. Our program will train qualified truck drivers and will provide ongoing skill upgrading and training for specialized certifications. Graduates of our program will possess the Class A Combination Vehicles commercial drivers license with Air Brakes endorsement, and will have accumulated 1000 miles of behind the wheel driving time, 200 miles of it having been driven at night. This is in addition to extensive training in backing and maneuvering on our two driving ranges, and comprehensive training in our state-of-the-art high fidelity truck driving simulator.

Finance – Finance has two national areas of certification. The Technical Certificate, Financial Para-planner, and the Industry Certification with the CFP board, Certified Financial Planner. Both certificates prepare students to take the national exam to become board-certified. Several financial programs also are available for an Associate in Science degree.

Insurance – Insurance has seven workforce state recognized certificate programs that either provide certification upon the successful completion of the course or prepare students to take the required exam. The Insurance Claims Adjuster program allows students who successfully complete the program and pass the final exam to obtain their state certified license without taking the state exam. The Insurance Customer Service Representative program allows students who successfully complete the program to obtain their state approved 4-40 CSR insurance licenses. The Insurance General Lines Agent program is a state-approved program that prepares students to take the 2-20 Property and Casualty All Lines Insurance test for licensure. The Personal Lines Insurance program prepares students to take the 20-44 Personal Lines Property and Casualty Sales Agent licensing exam. Upon completion of the Life Insurance Marketing program, students are prepared to take the Life, Health, and Variable Annuities Agent’s Qualification State License Examination.

Information Technology – There are a vast number of Technical certificates, workforce certificates as well as several degree programs in Information Technology. The training includes preparation for various industry certifications as well as on-the-job internships. The Information Technology Support Specialist is a technical certificate program. This program is recognized by industry partners such as Cisco Systems, Dell, IBM, Microsoft, Oracle and Sun Microsystems to provide career connections. Training in the Computer Electronics Technology Workforce Credit Certificate Program includes preparation for various industry certifications as well as on-the-job internships.

Logistic & Distribution – Logistics and Distribution is a new workforce certificate program that Florida Community College developed with the help of 40 leading transportation companies — companies that will be looking for qualified job candidates in the future. In addition, with large companies such as Mitsui setting up operations at the JaxPort Tallyrand site, logistics and distribution job opportunities will continue to grow in our region. New programs will continuously be offered to include certification such as Mobile Crane Operator, Tower Crane Operator, and Overhead Crane Operator, Forklift Truck Operator and Heavy Equipment Mechanics. All programs offered at the College will meet or exceed the required industry certification in Florida, by aligning the College’s certification with national standards.

Manufacturing –Industrial Maintenance Technology, a Workforce Certificate Program, is designed to prepare students for entry-level positions relating to industrial maintenance. This program does not provide a Florida state workforce certificate but does provide a Florida Community College certificate. After completing the courses in this program, students can articulate to the certificate or college credit degree programs.

3.40 Reports

The College will provide quarterly reports to the City of Jacksonville Director of Purchasing, Mr. Devin Reed. Those reports shall include, at a minimum, the following:

1. number of people currently enrolled
2. number who have completed training with the type of credential earned

3. number placed in job, where employed, and hourly wage
4. budget spent to date

The College is very familiar with all federal, State of Florida and local laws, ordinances, rules and regulations that in any manner affect the work (Criteria 3.50 Familiarity with Laws).

4.00 **Proposal Interrogatories**

4.01 **Company Qualifications**

In 1955 the Florida Legislature established the Community College Council, whose report was published in 1957 under the title *The Community Junior College in Florida's Future*. This report was approved by the State Board of Education.

The Legislature authorized the creation of the Division of Community Colleges in the State Department of Education in 1957 and appropriated funds to begin implementation of a two-year college in Jacksonville, Florida Junior College, later renamed Florida Community College at Jacksonville.

Florida Community College was reaccredited with the highest possible evaluation in December 2004. The Southern Association of Colleges and Schools (SACS) Commission on Colleges in Atlanta reaffirmed the accreditation of Florida Community College at Jacksonville for the maximum allowable period of 10 years with no conditions or requirements.

The College ranked fifth in the nation of top 10 on the national list for degrees and certificates awarded. This information, based on its analysis of U.S. Department of Education data for 2002-03, also ranks Florida Community College at Jacksonville 10th for its One-Year Certificate Programs. Florida Community College offers over 200 workforce education programs.

In addition, there are 10 Employ Florida Banner Centers throughout Florida. These statewide programs are awarded for industry-focused networking, training, and job placement. Florida Community College was awarded the Aviation/Aerospace Banner Center and is also a partner in the Manufacturing and Biotechnology Banner Centers.

CHART 4: PROPOSAL INTERROGATORIES				
4.011	Name: <u>Florida Community College at Jacksonville</u>			
4.014	Year the College was started: 1957			
4.015	Year the College began providing services: 1963			
4.012 Contact Person	Role	4.013 Address	4.012 Phone Number	4.012 Fax Number
Simpson, James	College-wide contact information for workforce programs and training	501 W. State St. Suite 00370 Jacksonville, FL 32202	632-5049	633-8396
Abdullah, Edythe	Downtown Campus contact for Logistics and Distribution, Information Technology, or Manufacturing training and partnerships	101 W. State St. Suite 5094 Jacksonville, FL 32202	632-5094	632-8350

Cabral-Maly, Margarita	Kent Campus contact for Aviation	3939 Roosevelt Blvd. Suite A0100F Jacksonville, FL 32205	381-3534	381-3462
Darby, Barbara	North Campus contact for Rehabilitation or Ophthalmic training and partnerships	4501 Capper Rd. Suite C0410 Jacksonville, FL 32218	766-6552	713-4855
Spalding, Carol	Open Campus contact for Financial & Insurance services training and partnerships	601 W. State St. Suite U0409 Jacksonville, FL 32202	633-8322	633-8468

4.016 *To be responsive, proposers shall list below 3-5 related references of your providing similar services as defined in this RFP:*

Florida Community College has an excellent working relationship with the industry partners in this proposal (samples listed in the chart below) along with many other industries. The partners in the following chart are samples of the types of working relationships the College has with all of its business partners. These partners are working with the College on the Job Opportunities proposal.

CHART 5: RELATED REFERENCES					
Company Name	Contact Name	Phone #	# Employees	# Years of Contractual Relationship w FCCJ	# of Clients Served
Brooks Rehabilitation	Charles A. Schauer	(904) 858-7473	NE Fl <u>750</u> Florida <u>800</u> USA <u>850</u>	20	27,500
Fidelity Investments	varies	(800) 873-4819	NE Fl <u>400</u> Fla <u>1,000</u> USA <u>32,000</u>	<1	>100
Flightstar	Matt Easton	(904) 741-0300	NE Fl <u>400</u> Florida <u>400</u> USA <u>400</u>	6	17
Grainger Industrial Supply	Tina L. Nugent	(904) 781-8350	NE Fl <u>175</u> Fla <u>1,000</u> USA <u>16,000</u>	<1	>100
Patriot Aviation	Scott Fletcher	(954) 462-6040	NE Fl <u>17</u> Florida <u>29</u> USA <u>57</u>	½	18
University of Florida/Shands Medical Center	Dianne Lindorff	(904) 244-9361	NE Fl <u>1,300</u> Florida <u>—</u> USA <u>—</u>	2	350,000

4.017 College's Unique Qualifications

National Ranking:

- For the second year in a row, **Florida Community College at Jacksonville was ranked first in the nation** by the Center for Digital Education's April 2004 survey of community colleges with outstanding information technology services.
- Florida Community College is **one of only six centers in the world** designated by Cisco Systems, Inc. as a **Cisco Academy Training Center**, which trains instructors from as far away as Argentina and Sweden, as well as from all over the United States, for all eight levels of Cisco instruction, including network engineer and network security training.

Florida Community College:

- serves more veterans than any other college in the nation
- ranks third in the nation in associates degrees in liberal arts and sciences, general studies and humanities
- ranks fourth in the nation in associate degrees in nursing and associate degrees earned by non-minorities

State Rankings:

- Second-largest community college in Florida
- Number One in workforce training, etc.
- Largest distance learning program
- Highest rate of program development
- Largest provider of education and training to the military
- Banner Center for state-wide aerospace programs
- Member of two other state-wide Banner Centers: Manufacturing and Biotechnology

4.18 Number of Employees

a. Northeast Florida – The College employs 1,072 faculty members and 1,365 staff members. As a community college in Florida, the College employees can be found at the five campuses, six education centers, and administration buildings in Duval and Nassau Counties.

b. Florida – The College's employees are involved and active in educational efforts throughout Florida. Some examples are: (a) Open Campus provides classes at Pensacola. Faculty members from the College's Military Institute offer basic education courses for active duty personnel. (b) The college operated the statewide Aerospace Banner Centers for aviation and space training and Network. In addition, they are partners in the Manufacturing Banner Center out of Hillsborough County and the Biotechnology Center out of the University of Florida in Gainesville. These centers are industry-education-government partnership providing networking and training efforts in the focus industries. (c) Florida Community College is a member of the Florida –Georgia Louis Stokes Alliance for Minority Participation, a coalition of nine universities (led by Florida A&M University) and two other community colleges. (d) The College partners with the public school systems of Nassau and Duval counties in programs that encourage at-risk teenagers to continue studies at the postsecondary level and in programs that help high school students transition to college-level coursework. These are but a few examples of the many statewide education partnership efforts involving the College.

c. United States – The College's Open Campus provides distance learning to students across the United States. In addition, the College is the largest provider of education for the Military, including contracts with the Army, Navy and Coast Guard to provide classes for military service members. The College has contracts with the U.S. Navy to provide Homeport Training courses at bases in Orlando, Pensacola, and Great Lakes, Ill. Through the Open Campus, the boundaries of

Florida do not restrict the College's educational partnerships, training, and networking to a local area.

d. International – In addition to the USA, the College training under U.S. Department of Defense auspices is accessible to servicemen stationed overseas via the Internet. International partnerships are currently being formed with other countries such as India and Korea. In the India partnership, for example, the College faculty will provide classes to students in India, working with trained paraprofessionals at the campus site in India. It is partnerships such as these that enable the College to positively affect education across the seas.

4.02 Company Financial Strength

Chart 6 includes a two-year financial summary statement for the College's last two (2) fiscal years (criteria 4.021). The College's fiscal year runs July 1 to June 30 each year. The attached summary shows that for the period ending June 30, 2005, revenue on unrestricted funds was at \$117 million, expenses were \$116.6 million and the unallocated fund balance was \$12.7 million. For the period ending June 30, 2006 revenue on unrestricted funds was at \$121.5 million (a 3.3 percent increase over 2005), expenses were \$118.8 million (a 1.8 percent increase over 2005) and the unallocated fund balance was \$12.6 million. Restricted (grants and contracts) funds were \$8.7 million for the period ending June 30, 2005 and expenditures were \$9.6 million. Restricted funds for the period ending June 30 2006 were \$9.0 million and expenditures were \$8.9 million. Revenue from the auxiliary fund (vending, food service, and bookstore commissions) was \$1.0 and \$1.4 respectively, for the two fiscal reporting periods. Unexpended plant funds (funds roll over to the next year's budget, as approved by the Board) were \$25.8 and \$56.8 for the two fiscal periods, respectively. The balance for cash and investments was \$43.7 million and \$49.9 million for the two fiscal periods, respectively (an increase of \$14.3%).

CHART 6: TWO-YEAR FINANCIAL SUMMARY	2005	2006	% Increase/ Decrease
<p>Current Fund -Unrestricted</p> <p>Revenues for the fiscal year ended June 30, 2005 were \$117.6 million, an increase of 8.3% from the prior year and over budget. Increased student fees' revenue of \$4.5 million is attributable to accounting changes made for contracted instruction and enrollment growth of 1.4% in tuition paying programs.</p> <p>Revenues for the fiscal year ended June 30, 2006 were \$121.5 million, an increase of 3.3% from the prior year and over budget. The increase is attributable to an additional \$2.5 million from student fees and \$1.0 million from State Appropriations.</p>	\$117	\$121.5	3.3%
<p>2005 expenses were \$116.6 million, an increase of 7.1 % over the prior year and under budget. Employees on payroll continue under budget reflecting the usual turnover. Equipment and facilities expenses at \$6.3 million were down \$0.3 million or 4.5% from prior year. Expenses included a provision of \$2.6 million for the Energy Conservation Plan.</p> <p>2006 expenses were \$118.8 million, an increase of 1.8% over the prior year and under budget. Employees on payroll continue under budget reflecting the usual turnover. Equipment expense at \$2.7</p>	\$116.6	\$118.8	1.8%

million is down \$1.0 million, or 27.6% below prior year.			
The 2005 estimated Unallocated Fund Balance at year-end was \$12.7 million or 9.6% of available funds. The 2006 estimated Unallocated Fund Balance at year-end was \$12.6 million, or 9.4% of available funds.	\$12.7	\$12.6	-1%
Current Fund -Restricted 2005 revenue in grants and contracts totaled \$8.7 million, a decrease of 19.4% over prior year. 2006 revenue in grants and contracts totaled \$9.0 million, an increase of 4.0% over prior year. 2006 expenditures in the restricted fund were \$9.6 million, a decrease of 3.2% from last year, reflecting the accounting changes made for recording contracted instruction. 2006 expenditures in the restricted fund were \$8.9 million, a decrease of 1.1% from last year.	\$8.7	\$9.0	
Auxiliary Fund 2005 revenue at \$1.0 million is flat. Vending, food service, and bookstore commissions remain the same as prior year reflecting the enrollment trend. 2006 revenue at \$1.4 million is a 44% increase over previous year, attributable to an increase of \$0.4 million from bookstore commissions.	\$1.0	\$1.4	
Unexpended Plant Fund 2005 expenditures were \$13.3 million and Encumbered and Committed funds for facilities projects were \$12.5 million for a total of \$25.8 million. Unexpended funds will roll over to next year's budget, as approved by the Board. 2006 expenditures were \$33.4 million and Encumbered and Committed funds for facilities projects were \$23.4 million for a total of \$56.8 million. Unexpended funds will roll over to next year's budget, as approved by the Board.	\$25.8	\$56.8	
Balance Sheet (All Funds) 2005 cash and investments balance was \$43.7 million at June 30, 2005, an increase of 3.9% from last year. 2006 cash and investments balance was \$49.9 million as of June 30, 2006, an increase of 14.3% from last year.	\$43.7	\$49.9	14.3% increase

4.03 **Staff Qualifications and Experience**

a. On-site management/organizational chart and regional and national support – The staffing Chart 7 shows the management and organizational structure for the Florida Community College Job Opportunities program. The central staff members of the College President, Budget office, and Workforce Department serve as support for the Campus-based industry-driven training. The campus presidents oversee all activities and each campus has a Workforce Dean to assist in the implementation of specific workforce programs on that campus. Center Directors, Managers, and staff members work closely with industry partners to deliver needed training and certifications for employment.

b. Specific qualifications, educational background, and experience of staff proposed to operate and manage the account

Chart 7 provides a summary of the staff qualifications of the College personnel involved in operation and management of the program. In addition, resumes of the Campus Presidents are included in the attachments; delineating specific qualifications, educational backgrounds, and experience.

CHART 7: STAFF QUALIFICATIONS							
Name	Highest Degree	College or University	Experience/ Specialization Areas	4.31		Project Role	
				Full time	Part Time	Operate	Manage
Simpson, James	Masters	Austin State University	Central office Workforce support and coordination	X			X
Abdullah, Edythe	Juris Doctorate	University of Florida	Campus president	X		X	X
Beck, Sandra	Masters	Jacksonville University	Workforce Dean for Automotive, Logistics & Distribution, Manufacturing, Architectural Design and Construction Technology, Business, Office Administration, Information Technology, Construction and Building Trades	X			X
Friend, Ernie	Bachelors	S Illinois University	Information Technology, Cisco Certification	X		X	
Friend, Ernie	Bachelors	S Illinois University	Manufacturing	X		X	
High, Lili L.	Masters	Central Michigan University	Logistics & Distribution	X		X	
Cabral-Maly, Margarita	Ed.D.	Fordham University	Campus president	X		X	X

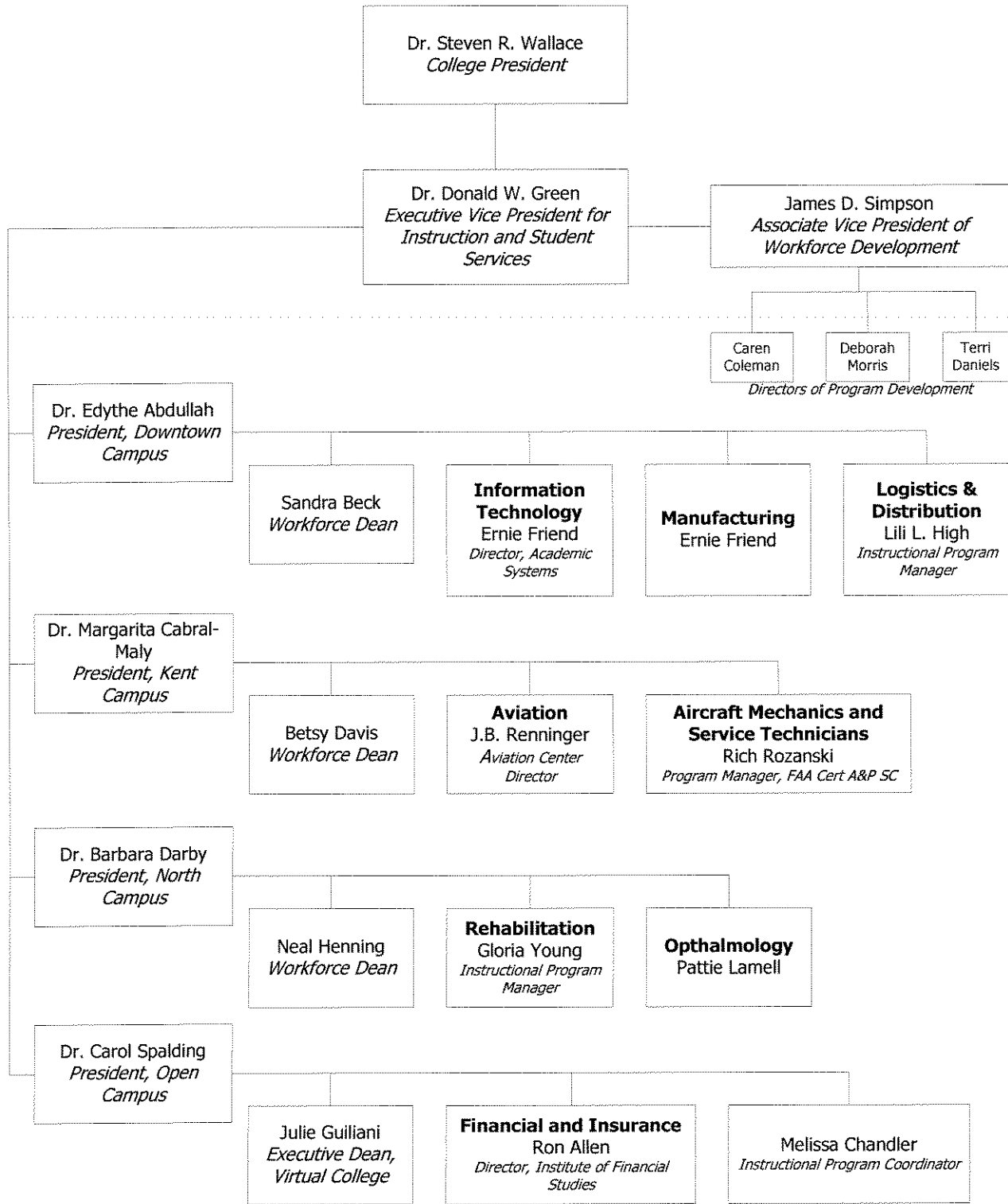
	Davis, Betsy	Masters	Webster University	Workforce Dean – Insurance, Aerospace, Truck Driving, Business Accounting, Interior Design, Paralegal Studies, Computer Information Systems, Adult Studies, Office Administration	X			X
	Renninger, JB	Masters	Webster University	Aerospace Programs, Director of Aviation Center, Navy Pilot-retired	X		X	
	Rozanski, Rich	Masters	Fl. Atlantic University	Aircraft Mechanics and Service, Power Plant, Avionics, Truck Driving	X		X	
	Darby, Barbara	Ed.D.	University of N Florida	Campus president	X		X	X
	Henning, Neal	Ph.D.	University of Nebraska	Dean of Workforce Development	X			X
	Young, Gloria	Ed.D.	University of Alabama	Rehabilitation	X		X	
	Lamell, Pattie	Masters	University of N Florida	Ophthalmology	X		X	
	Spalding, Carol	Ed.D.	Columbia University	Campus President, Open Campus	X		X	X
	Guiliani, Julie	Ed.D.	N Illinois University	Executive Dean of Virtual College	X			X
	Allen, Ron	Masters	The American College	Director, Institute for Financial Studies	X		X	X
	Chandler, Melissa	Bachelors	S Illinois University	Instructional Program Coordinator, IFS				

4.032 Employees Involved in Providing Services Under this Contract

CHART 8: EMPLOYEE INVOLVEMENT			
Employee's Name	Current Title	# of Years with FCCJ	Role
Abdullah, Edythe	Campus President, Downtown Campus	21 years	Campus oversight over distribution & logistics, manufacturing, and Information Technology programs
Cabral-Maly, Margarita	Campus President, Kent Campus	7.5 years	Campus oversight over Aviation and Mechanics & Service Technicians
Darby, Barbara	Campus President, North Campus	28 years	Campus oversight over Allied Health and Life Science programs
Spalding, Carol	Campus President, Open Campus	28 years	Campus oversight over Financial and Insurance service programs
Simpson, James	Associate Vice President, Workforce Education	6 years	College-wide workforce oversight for training, curriculum, and compliance. Overall-project contact
Blackmon, Cassandra	Project Accounting Officer, College Budget Office	12 years	College-wide budget management and grant compliance

4.31 College Staffing Pattern

Staffing Pattern



4.04 Finalist (Optional) Interview Demonstration: Any of the College personnel listed in 4.03 would be able to meet with the Job Opportunities Board for an interview or to demonstrate the proposed solutions, if needed.

4.05 Finalist (Optional Client Site Visit(s)) The College will be more than happy to host a site visit by the Job Opportunities Board. This visit would be designed to offer first hand observations of how the College currently supports the client and the level of customer service provided.

5.00 Evaluation Criteria:

CHART 9: EVALUATION CRITERIA	
Criterion	Explanation
Demand for the job as defined by Department of Labor	Each of the targeted positions is listed as one of the Northeast Florida Targeted Industries.
Wage—the target should be \$15.00 or more an hour after training	Up to 46 participants in Manufacturing, Logistics & Distribution, and Information Technology industries with starting wages between \$13/hr and \$15/hr. and extending beyond the \$15.00 an hour with experience. Up to 73 participants in Finance & Insurance, Aviation, and Information Technology industries with starting salaries above \$15/hr. (see Chart 1)
Training/certification—the complexity and certification value (state and/or nationally credential)	(1) Aviation - two National Workforce Certificate programs, all certified by the FAA. (2) Finance - two national areas of certification and several financial programs that are available for an Associate in Science degree. (3) Insurance - seven workforce state-recognized certificate programs. (4) Information Technology - Technical certificates, workforce certificates, and several degree programs. (5) Logistic & Distribution - certificate program developed by Florida Community College. (6) Manufacturing - Workforce Certificate Program Industrial Maintenance Technology - Florida Community College certificate -articulation to credit degree programs.
Number of people to be trained by targeted population	The Florida Community College program will train 100 – 150 participants with \$150,000 of grant funds and \$150,000 of matching funds in a scholarship program. Participants will be placed in high-skills and high-wage position by the end of this training. This will include Aviation (8-12), Financial and Insurance (38-60), Information Technology (4-8), Logistics and Distribution (15-20) , Manufacturing (15-27), Ophthalmology (10-15), and Rehabilitation (10-15)
Matching dollars and/or in-kind being donated by all entities involved in project	Florida Community College will make a minimum in-kind contribution to the project of \$337,593. That total includes salary and benefits for a full-time Senior Support Specialist, use of classrooms, and related utility expenses for courses and training. An in-kind value has also been assessed on equipment, including computers, printers and audio-visual display projectors. In addition, the \$150,000 grant award in the form of scholarships will be matched by the

CHART 9: EVALUATION CRITERIA	
	College's Foundation, enabling the College to double the number of participants in this project.
Cost per person	
	The cost per person is estimated at \$3,000 per participant. This will be paid by scholarship and will vary according to the program and training required for certification and job placement.
Timeline for project	
	The timeline for this project is July 1, 2007 through June 30, 2008. In this one-year period, the College will work with 13 employer partners, provide scholarships for 100 – 150 participants, and place all 100 – 150 participants in employment opportunities with a salary \$15.00+.
Employer partners and their contributions (include specifics per partner with letters of support)	
	<p>Each employer partner has pledged their collaboration for this project in the number of participants they intend to employ (Chart 1).</p> <p>Each partner has pledged resources they will provide (Chart 2).</p> <p>Each partner has confirmed this support in their letters of collaboration (Attachments).</p>
Experience of applicant as explained in number 4 above	
	The College has the largest workforce development program in the state, offering more than 200 workforce programs. Our relationship with Jacksonville workforce organizations has been recognized by the U.S. Department of Labor as a model for how community colleges and Workforce Education Boards should work together to improve a region's economic development. Through partnerships such as this, the College provided training to 1,065 workers in 2004. In addition, the College is well known for its ability to provide custom designed programs, certification, and degree programs to meet the regional workforce needs.
Targeted Industry as identified by local economic development authority	
	The Targeted industries in this applications will include the following high-need, high-salary position in Jacksonville: Aviation, Financial and Insurance, Information Technology, Logistics and Distribution, Manufacturing, Ophthalmology, and Rehabilitation

6.00 Budget Chart

CHART 10: BUDGET BREAKDOWN

<u>Category</u>	<u>College In-Kind*</u>	<u>Job Opportunities Grant</u>	<u>College Foundation</u>
Personnel	\$72,108.00	\$0.00	\$0.00
Benefits	\$25,485.00	\$0.00	\$0.00
Operating Costs	\$150,000.00	\$0.00	\$0.00
Travel	\$0.00	\$0.00	\$0.00

Materials	\$0.00	\$0.00	\$0.00
Marketing	\$0.00	\$0.00	\$0.00
Equipment	\$90,000.00	\$0.00	\$0.00
Scholarships	\$0.00	\$150,000.00	\$150,000.00
Subtotal	\$337,593.00	\$150,000.00	\$150,000.00
Total Project			\$637,593.00
Grant Request		\$150,000.00	

*Salaries/benefits for the instructors teaching courses attended by project participants will be an additional in-kind contribution by the College

6.00 Budget Summary

The project is requesting a grant of \$150,000, to be used for student scholarships. The College Foundation will match grant funds, making a total of \$300,000 available for scholarships. The College will provide in-kind support in the form of instructor salaries and benefits, support staff salary and benefits, use of facilities and equipment, and utilities.

Personnel

Personnel will be an in-kind contribution by the College with an approximate value of \$72,108. The personnel amount includes the salary for a full-time Senior Support Specialist, who will be provided by Open Campus to provide administrative support. Other personnel expenses to be covered by the College include a portion of the salary for the Dean of Workforce Development, who will devote 10 percent of time to the project; a portion of the salary for the Dean of Academic Systems, who will devote 10 percent of time to the project; and a portion of the salary for the Director of the Institute for Financial Services, who will devote 10 percent of time to the project.

Benefits

The in-kind amount for benefits, \$25,485, is determined by calculating the personnel amount on the College spreadsheet for full-time benefits, which include the College's contribution to the medical and dental insurance premiums and the contribution to the Florida Retirement System.

Operating Costs

Operating costs, valued at \$150,000, include use of classrooms and related expenses at each campus by program participants, including their use of the College's learning laboratories.

Equipment

The in-kind equipment contribution, valued at \$90,000, is for the use of computers and other instructional equipment in courses attended by program participants.

The College's total in-kind contribution is valued at \$337,593.

Scholarships

The project is requesting \$150,000 from the funding source, to be used solely for scholarships. The Florida Community College Foundation will match the grant award, making a total of \$300,000 available in scholarships¹. Tuition for a full-time student at Florida Community College is \$1,160 per semester. Using this amount as a baseline, the scholarships for the one-year training was estimated at \$1,500 from the grant with matching funds up to \$3,000 per participant x 100 – 150 participants. The scholarship fund of \$300,000+ is expected to benefit 100 – 150 vocational students who will then be placed in a high-wage job with our industry partners.

7.00 Schedule

CHART 11: PROJECT TIMELINE	
RFP issue date	July 2, 2007
Deadline to submit a proposal	August 1, 2007
Board review of responsive proposals	September 11, 2007 (12pm to 5pm)
Optional interview/demonstration of finalist, time and location	TBA
Optional site visit to finalist clients(s) site	TBA
Posting of award	September 2007
Planned date to sign satisfactory contract (upon receipt of specified certificate of insurance and performance bond)	TBA
Date contract will commence	30-days from signed contract
Meeting of Advisory Council for orientation and implementation	October 2007
Job training and placement – ongoing and through project	October 2007 – October 2008
1 st Quarterly Report	January 2008
2 nd Quarterly Report	May 2008
Mid-project meeting of Advisory Council for review of progress and setting of adjustments, if needed	May 2008
3rd Quarterly Report	August, 2008
4th Quarterly Report	November 2008
100 Scholarship participants successful trained and placed in jobs	November 2008
Date contract will terminate	November 2008
Final Fiscal report and amendments to 4 th Quarterly Report	December 2008
Note: Dates in this timeline are estimated and will be determined by the City of Jacksonville Procurement Office and the College	

¹ Upon awarding of the \$150,000 Job Opportunities Bank project in scholarships funds, the state will allow a 1-1 cash match. This will be facilitated through the College Foundation.

Attachments

4.03 **Proposed Project Staff Qualifications and Experience**

Resumes of Key Personnel

Dr. Steven R. Wallace, College President

Dr. Donald W. Green, Executive Vice President, Instruction and Student Services

Dr. Edythe Abdullah, Campus President, Downtown Campus

Dr. Margarita Cabral-Maly, Campus President, Kent Campus

Dr. Barbara Darby, Campus President, North Campus

Dr. Carol Spalding, Campus President, Open Campus

Mr. James Simpson, Associate Vice President, Workforce Education

Dr. Steven R. Wallace

Professional Preparation

Chaffey Community College, Alta Loma, Calif.	General Education	A.A., 1972
California State University at San Bernardino	Psychology	B.A., 1974
California State University at San Bernardino	Psychology	M.A., 1977
Claremont Graduate University, Claremont, Calif.	Higher Education Administration	Ph.D., 1989

Appointments

July 1997 – Present	College President, Florida Community College at Jacksonville
1992 – 1997	President, Inver Hills Community College, Inver Grove Heights, Minn.
1990 – 1992	President, Austin Community College, Austin, Minn.
1981 – 1992	Vice-President for Administrative Services, Lakeland Community College, Kirtland, Ohio
1979 – 1981	Director of Marketing and Legislative Affairs, Chaffey Community College, Alta Loma, Calif.
1977 – 1979	District Director of Learning Disabilities, Chaffey Community College
1975 – 1977	Faculty, Chaffey Community College

Synergistic Activities

2000 – Present	Council of Presidents of the Florida Community Colleges, Chair
2000 – Present	Florida Business and Higher Education Partnership Board
2000 – Present	WJCT Public Broadcasting Board
1999 – Present	YMCA of Jacksonville Board
1999 – Present	Florida Distance Learning Consortium
1999 – Present	Florida Virtual Campus Board
1999 – Present	Enterprise North Florida Corporation Board
1999 – Present	North Florida Technology Alliance
1998 – Present	Jacksonville Community Council Inc. Quality of Life Indicator Oversight Committee and Vision Workgroup Chair
1998 – Present	Jacksonville Information Technology Exposition and Conference Steering Committee
1997 – Present	Florida Community College at Jacksonville Foundation Board
1997 – Present	First Coast Workforce Development Board
1997 – Present	Florida Community Colleges Council of Presidents
1997 – Present	Jacksonville Chamber of Commerce Board
1997 – Present	Jacksonville Economic Development Commission (Resource Member)
1997 – Present	Jacksonville Symphony Association Board

Dr. Donald W. Green

Professional Preparation

University of Southern Mississippi, Hattiesburg	Sociology	B.S., 1976
University of South Alabama, Mobile	Sociology	M.A., 1978
University of Southern Mississippi	Social Work	M.S.W., 1983
University of Texas, Austin	Community College Leadership	Ph.D., 1985

Appointments

1998–Present	Florida Community College at Jacksonville Executive Vice President for Instruction and Student Services
1997–1998	Genesee Community College, Batavia, N.Y. Interim College President
1989–1997	Genesee Community College Vice President for Academic Affairs
1986–1989	Kirkwood Community College, Cedar Rapids, Iowa Assistant Dean of Social Sciences
1979–1986	Mississippi Gulf Coast Community College, Gulfport, Miss. Instructor of Physiology and Sociology

Synergistic Activities

- Member, Xerox Higher Education Council
- Board Member, National Alliance of Community and Technical Colleges
- Member, Association of Former Intelligence Officers
- Board Member, Institute for Applied Technology for Construction Excellence, State of Florida
- Member, Advisory Board, Accelerated Information Technology Training Council of Presidents, Florida

Edythe M. Abdullah

Professional Preparation

Valparaiso University Valparaiso, Ind.	Religious Studies	B.A., 1974
University of Florida Gainesville	Holland Law Center	J.D., 1978

Appointments

2001 – Present	Florida Community College at Jacksonville President, Downtown Campus
1999 – 2001	Florida Community College at Jacksonville Associate Vice President of Workforce Development and Adult Education
1998 – 1999	Florida Community College at Jacksonville Interim Associate Vice President of Community Development and Support
1994 – 1998	Florida Community College at Jacksonville Dean of Instruction for Program Development
1989 – 1994	Florida Community College at Jacksonville Assistant Instructional Dean, Adult Instruction and Program Development, Adult Studies
1986 – 1989	Florida Community College at Jacksonville Assistant Instructional Dean, Open Campus
1985 – 1986	Florida Community College at Jacksonville Advisor II, Office of Admissions and Student Aid
1984 – 1985	Internal Revenue Service Taxpayer Service Representative
1980 – 1984	Proprietor Abdullah and Associates

Synergistic Activities

- District Board of Trustees, University of North Florida
- Chairperson, Jacksonville Community Council Inc. Regional Adult Literacy Study
- College Liaison, National Alliance of Business
- College Liaison, National Council of Instructional Administrators
- Member, American Bar Association
- Member, Florida Bar Association

Margarita Cabral-Maly

Professional Preparation

University of Bridgeport	Dental Hygiene	A.S., 1970
University of Bridgeport	Dental Hygiene Education	B.S., 1972
University of Bridgeport	Instructional Technology	M.S., 1975
Fordham University	Executive Leadership	Ed.D., 1997

Appointments

2006–Present	Florida Community College at Jacksonville Campus President, Kent Campus
2000-2006	Florida Community College at Jacksonville Associate Vice President for Liberal Arts and Student Success
1997-2000	New York University, School of Continuing and Professional Studies Director of Professional Studies Program
1995-1997	New York University, School of Continuing and Professional Studies Associate Director for Professional Studies Program
1994-1995	New York University, School of Continuing and Professional Studies Assistant Director for Professional Studies Program
1991-1994	Bermuda Biological Station for Research Manager/Administrator, Education Program
1974-1991	Western Wisconsin Technical College Educational Services Supervisor
1984-1989	Allied Health Chairman, Human Services Division

Synergistic Activities

- “Coaching, Conversations and Renewed Commitments,” presentation to the Association of Schools of Allied Health Professions, 1999.
- “Race, Gender and Class: Diversity in the Classroom,” presentation to the New York University Faculty Group, 1999.
- “Foundations of Health Care Studies,” presentation to the Association of Schools of Allied Health Professions, 1998.
- Instructor of 3-credit course, “Inquires I: Theories of Knowing and Learning,” New York University School of Education, 1997.

Barbara A. Darby

Professional Preparation:

Hunter College, New York, N.Y.	Nursing	B.S., 1970
Florida A&M University, Tallahassee	Adult Education	M.Ed., 1979
University of Florida, Gainesville	Nursing	M.S., 1988
University of North Florida, Jacksonville	Educational Leadership	Ed.D., 1995

Appointments:

1998–Present	Florida Community College at Jacksonville President, North Campus
1994–1998	Florida Community College at Jacksonville Dean of Instruction/Campus Dean, North Campus Health Services Programs
1989–1994	Florida Community College at Jacksonville Assistant Instructional Dean, Nursing/Nursing-Related Programs
1988–1989	Florida Community College at Jacksonville Instructional Program Manager, Nursing/Nursing-Related Programs
1979–1988	Florida Community College at Jacksonville Professor of Nursing (<i>adjunct from 1979–1981</i>)
1974–1979	Florida Community College at Jacksonville Agency Supervisor/Family Planning Nurse Practitioner
1973–1974	Family Health Services Inc., Jacksonville, Fla. Health Educator
1972–1973	Baptist Medical Center, Jacksonville, Fla. Staff Nurse
1970–1972	Veterans Administration Hospital, New York, N.Y. Staff Nurse

Dr. Carol Spalding

Professional Preparation

University of Louisville Louisville, Ky.	International Studies	Bachelor's, 1971
Pepperdine University Irvine, Calif.	Human Resource Management	Master's, 1976
Columbia University New York, N.Y.	Education	Ed.D., 2003

Appointments

1998 – Present	Florida Community College at Jacksonville President, Open Campus
1997	Florida Community College at Jacksonville Interim College President
1986 – 1997	Florida Community College at Jacksonville Dean, Open Campus
1981 – 1986	Florida Community College at Jacksonville Director, Continuing Education
1975 – 1977	Florida Community College at Jacksonville Program Coordinator/Counselor
1972 – 1987	Florida Community College at Jacksonville Adjunct Instructor, Management
1977 – 1981	Jacksonville Community Council Inc. (JCCI), Jacksonville, Fla. Associate Director

Synergistic Activities

- Board of Directors, American Association of Community Colleges, 2005-2008
- Governor's appointment, PRIDE statewide board, 2000-Present
- Governor's appointment, Jacksonville Transportation Authority, 1991-1999 (Chair 1995-1996)
- WJCT Channel 7 Community Advisory Board Chair, Board of Trustees member, 1995-1996
- Graduate, Leadership Florida Class VII, 1988-1989

James D. Simpson

Professional Preparation

Stephen F. Austin State University Nacogdoches, Texas	Social Service	B.A., 1978
Stephen F. Austin State University	Management	M.B.A., 1979

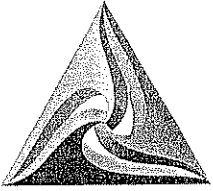
Appointments

2001 – Present	Florida Community College at Jacksonville Associate Vice President of Workforce Development
1996 – 2001	North Harris Montgomery Community College District, Tomball, Texas Associate Dean of Business and Physical Education
1986 – 1996	Thomson Learning, Belmont, Calif. Senior Sales Representative/Technology Specialist
1984 – 1986	Dresser Industries, Guiberson Division, Houston Management Specialist
1980 – 1984	College of the Mainland, Texas City, Texas Business Instructor
1978 – 1980	Stephen F. Austin State University, School of Business Management Instructor

Synergistic Activities

- The Chair Academy, Exemplary Leader Award (2005)
- The Chair Academy, Outstanding Leadership Team Award (2001 and 2003)
- The University of Florida and National Council for Workforce Education, Bellwether Award Finalist (2001, 2002 and 2004)
- The University of Florida and National Council for Instructional Administrators, Bellwether Award Finalist (2001 and 2002)
- The University of Florida and Community College Business Officers, Bellwether Award Finalist (2001)
- International Thomson Publishing, Publishers Circle (1994)
- Texas Association of School Boards, Recognition Award (1989)
- Association of Computer Educators of Texas, Recognition Award (1989)

Letters of Support



FLORIDA
COMMUNITY
COLLEGE
*
AT JACKSONVILLE

Dr. Steven R. Wallace
College President

April 10, 2007

Mr. Devin Reed, Director
Department of Procurement
City of Jacksonville
117 West Duval Street, Suite 335
Jacksonville FL 32202

Dear Mr. Reed:

Florida Community College is pleased to apply for the Duval County Job Opportunity Bank project. The College has the largest workforce development program in the state, offering more than 200 programs. In addition, the College is well known for its ability to provide custom designed programs, certification, and degree programs to meet the Jacksonville workforce needs. With the Job Opportunity Bank program, the College will train for and assist in placement for high-wage and highly skilled jobs.

In this proposal, scholarship funds will provide training for youth between 18-21, unemployed and underemployed, veterans, and dislocated workers. This training will enable Jacksonville participants to find long-term job opportunities in one of seven designated job categories. The College campuses offer support of this endeavor by providing both physical and instructional support. Along with this educational support, industry partners will offer mentoring, job specific support, and job placement.

The College is proud to lead this project, which will help workers obtain employment in areas needed by Jacksonville employers.

Sincerely,

Dr. Steven R. Wallace
College President



Atlantic Marine Florida, LLC

April 10, 2007

Dr. Steven R. Wallace
College President
Florida Community College at Jacksonville
501 West State Street
Jacksonville FL 32202-4030

Dear Dr. Wallace:

Atlantic Marine is pleased to support the Duval County Job Opportunity Bank proposal. We have a 15+ year relationship with Florida Community College Jacksonville.

Atlantic Marine is particularly interested in working with FCCJ through their proposed Duval County Job Opportunity Bank as we believe it will offer support for incumbent employee training and recruitment of better qualified applicants from our community. We employ up to 900 employees locally and many of these workers are currently being recruited from out of state and we believe this proposal will better support local residents.

Atlantic Marine will employ local residents who complete manufacturing related training through this program. Atlantic Marine can also assist in job shadowing and internships through this program. Atlantic Marine is very interested in providing input into the development of the manufacturing curriculum. Please do not hesitate to contact me for additional information.

Respectfully,

Lawrence M. Hickey
Director, Human Resources

BROOKSSM
Health System

April 11, 2007

Dr. Steven R. Wallace
College President
Florida Community College at Jacksonville
501 West State Street
Jacksonville FL 32202-4030

Dear Dr. Wallace:

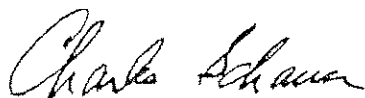
Brooks Rehabilitation is pleased to support the Duval County Job Opportunity Bank proposal. We have more than a 20-year relationship with Florida Community College at Jacksonville and are very interested in efforts to stabilize and expand its programs.

Brooks is particularly suited to assist in meeting the objectives of this proposal in that we are the largest provider of comprehensive medical rehabilitative services in the Southeast United States. Our company has approximately 750 employees in the Jacksonville area, 800 employees in Florida, and we employ 850 employees in the entire United States. In 2006, our customer base numbered approximately 27,500 clients through our inpatient and outpatient settings.

Depending on available job openings, Brooks Rehabilitation will certainly consider employment of the 15 students who complete Physical Therapist Assistant training through this project. In addition, a representative of Brooks will serve on the project's advisory committees. As feasible, Brooks will host field trips and related speakers for the Physical Therapist Assistant students and also provide them with job shadowing and internships arrangements. And finally, we very much want to continue to provide input into the Physical Therapist Assistant curriculum and development issues.

If more information is needed, please do not hesitate to call me at 858-7993.

Sincerely,



Charles A. Schauer, Ph.D.
Vice President, Clinical Research and External Affairs



April 10, 2007

Dr. Steven R. Wallace
College President
Florida Community College at Jacksonville
501 West State Street
Jacksonville FL 32202-4030

Dear Dr. Wallace:

Colomer USA Jacksonville, is a manufacturing, distribution and support function based operation of The Colomer Group. We are pleased to support the Duval County Job Opportunity Bank proposal. We have a 3 year relationship with Florida Community College.

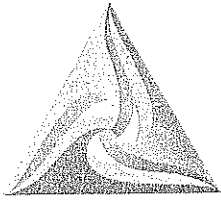
Colomer USA Jacksonville is particularly suited to assist in meeting the objectives of this proposal in that the company is making significant capital improvements in our equipment including robotics which will require a significant talent upgrade for our mechanic and operator positions. Our company has 464 employees in the Jacksonville area, and we employ 703 employees in the entire United States. Our customer base is worldwide.

The Colomer USA production center in Jacksonville intends to offer employment to as many as 10 students who complete manufacturing-related training through this program. Colomer USA will serve on the project's advisory councils, and we will provide input into the development of the manufacturing curriculum.

Sincerely,

A handwritten signature in black ink, appearing to read "Gary Bowers", is written over the word "Sincerely,".

Gary Bowers
Director, Human Resources



FLORIDA
COMMUNITY
COLLEGE
*
AT JACKSONVILLE

April 10, 2007

Dr. Steven R. Wallace
College President
Florida Community College at Jacksonville
501 West State Street
Jacksonville FL 32202-4030

Dear Dr. Wallace:

The Institute for Financial Studies has been working with Fidelity Investments to design a training program that will assist them in hiring qualified employees to work in their Financial Services Center here in Jacksonville. A Memorandum of Understanding has been prepared and forwarded to Fidelity Investments corporate legal department for review and approval.

Fidelity Investments, one of the largest investment firms in the world, recently expanded their company to include a new Financial Services Center in Jacksonville. They are particularly suited to assist in meeting the objectives of this proposal in that they have an immediate and ongoing need to hire a large number of new employees.

Fidelity Investments intends to hire up to 50 students who receive customer service training through this program. Fidelity also will be represented on the project's advisory councils and provide input into the curriculum development process.

Sincerely,

Ronald W. Allen, MSFS, CAP™, AEP, CFP®
Director
Institute for Financial Studies



6025 Flightline Rd.
Jacksonville, FL 32221
Tel: 904-741-0300
Fax: 904-741-9930
Meaton@flightstarjax.com

Matt Eaton
VP Corporate Development

February 15, 2007

Dr. Stephen R. Wallace
College President
Florida Community College at Jacksonville
501 West State St.
Jacksonville, FL 32202

Dear Dr. Wallace:

Flightstar Aircraft Services is pleased to support the Duval County Job Opportunity Bank proposal. We have a 6-year relationship with Florida Community College.

Flightstar Aircraft Services is particularly suited to assist in meeting the objectives of this proposal in that we provide a wide variety of aircraft maintenance and modifications to the commercial aviation industry. Our company has 400 employees in the Jacksonville area, 400 employees in Florida, and we employ 400 in the entire United States. Our customer base numbers approximately twelve clients.

Flightstar intends to employ five program participants who complete training as an aircraft mechanic or service technician. A representative of Flightstar Aircraft Services will be present at meetings of the advisory committees. We will also host field trips and speakers for our targeted students, sponsor internships, provide job shadowing for aspiring aircraft technicians and mechanics in the program, and provide input in the aviation curriculum.

Respectfully yours,

Matt Eaton



W.W. Grainger, Inc.
Industrial Supply Division
8001 Forchuck Drive
Jacksonville, FL 32219
www.grainger.com

April 13, 2007

Dr. Steven R. Wallace
College President
Florida Community College at Jacksonville
501 West State Street
Jacksonville FL 32202-4030

Dear Dr. Wallace:

Grainger Industrial Supply, a subsidiary of W. W. Grainger, Inc., is pleased to support the Duval County Job Opportunity Bank proposal. It is our intention to develop a long standing relationship with Florida Community College.

Grainger is particularly suited to assist in meeting the objectives of this proposal in that our company is the largest maintenance, repair and operating distributors. Grainger is comprised of approximately 425 branches, Grainger.com and FindMRO.com. In addition our supply chain network encompasses nine (9) Distribution Centers, 4 Master Branches and Product Sourcing. Our company has approximately 175 employees in the Jacksonville area, approximately 1,000 employees in Florida, and we employ over 16,000 in the entire United States. Grainger has a diverse customer base which is comprised of facilities maintenance professionals from businesses and institutions of varying size.

Grainger will consider for hire up to 7 students who complete training in Logistics and Distribution through this program. The company will provide representatives to serve on project advisory committees. We also will sponsor field trips for those students and relevant speakers and provide input in the curriculum development process.

Sincerely,

A handwritten signature in black ink, appearing to read "Tina L. Nugent".

Tina L. Nugent
HR Manager



April 10, 2007

Dr. Steven R. Wallace
College President
Florida Community College at Jacksonville
501 West State Street
Jacksonville FL 32202-4030

Dear Dr. Wallace:

Patriot Aerospace, Inc. is pleased to support the Duval County Job Opportunity Bank proposal. We have a 6-month relationship with Florida Community College.

Patriot Aerospace, Inc. is particularly suited to assist in meeting the objectives of this proposal in that we perform modifications to a wide variety of aircraft, both civilian and military. Our company has 17 employees in the Jacksonville area, 29 employees in Florida, and we employ 57 in the entire United States. Our customer base numbers approximately 18 clients with a combined total of 1345 aircraft.

Patriot Aerospace, Inc. intends to employ seven participants in the project who complete training as aircraft mechanics or aircraft service technicians. In addition, the company will have representatives serving on advisory committees, host field trips and provide speakers for aviation students, sponsor internships for those students, provide job shadowing services, and provide input in development of curriculum for aviation maintenance courses.

Sincerely,

A handwritten signature in black ink, appearing to read "Scott Fletcher", with a long horizontal line extending to the right.

Scott Fletcher
Director of Engineering



SWISHER INTERNATIONAL, INC.

April 10, 2007

Dr. Steven R. Wallace
College President
Florida Community College at Jacksonville
501 West State Street
Jacksonville FL 32202-4030

Dear Dr. Wallace:

Swisher International, Inc. is pleased to support the Duval County Job Opportunity Bank proposal. We have a 15 plus-years relationship with Florida Community College.

Swisher is particularly suited to assist in meeting the objectives of this proposal in that we are a major manufacturer in the Jacksonville area. Our company has 1150 employees in the Jacksonville area, 1170 employees in Florida, and we employ 1600 in the entire United States. Our customer base numbers approximately 1200 clients.

Swisher intends to offer employment in its Jacksonville plant to as many as six students who complete training in the manufacturing segment of this program. The company also will have representatives on the project's advisory councils and will provide input in developing the manufacturing curriculum. We also will sponsor field trips and internships for students, host relevant speakers, and provide job shadowing.

Sincerely,



Glenn Goodroe

Vice President Manufacturing



College of Medicine - *Jacksonville*
Department of Ophthalmology

580 West 8th Street
3rd Floor, Tower II
Jacksonville, FL 32209
904-244-9361
904-244-9391 Fax

April 10, 2007

Dr. Steven R. Wallace
College President
Florida Community College at Jacksonville
501 West State Street
Jacksonville, FL 32202-4030

Dear Dr. Wallace:

The Department of Ophthalmology at the University of Florida - Jacksonville is pleased to support the Duval County Job Opportunity Bank proposal. The department, which is a part of the University of Florida Jacksonville Healthcare System, has had a 2-year relationship with Florida Community College.

The Department of Ophthalmology is affiliated with the University of Florida's Health Science Center in Jacksonville. It is particularly suited to assist in meeting the objectives of this proposal in that our organization is dedicated to education. Our company has approximately 1300 hundred employees in the Jacksonville area. We serve approximately 350,000 patients a year.

The Department of Ophthalmology intends to offer employment to 15 students who complete Ophthalmic Technician training via this program. We will also send representatives to serve on advisory committees and will host field trips and speakers for the for the Ophthalmic Technician students. We also intend to provide job shadowing and sponsor internships for those students.

Sincerely,

Dianne L. Lindorff
Ambulatory Administrator
Department of Ophthalmology

/dll



FIRST COAST
MANUFACTURERS
ASSOCIATION

April 10, 2007

Dr. Steven R. Wallace
College President
Florida Community College at Jacksonville
501 West State Street
Jacksonville FL 32202-4030

Dear Dr. Wallace:

FCMA, is pleased to support the Duval County Job Opportunity Bank proposal. We have had a relationship with Florida Community College for several years.

FCMA is particularly suited to assist in meeting the objectives of this proposal in that our members will gain awareness of careers and improve their skills in the manufacturing industry. Our organization works closely with our 300 members, who employ more than 50% of the 45,000 manufacturing workers in the First Coast region.

We appreciate the efforts of the faculty in making Florida Community College a stronger institution. This serves our organization well. FCMA will be glad to provide input into the development of the manufacturing curriculum through our members and their specific needs.

Sincerely,

Lad Daniels
President

4215 Southpoint Blvd., Suite 140
Jacksonville, FL 32216
904/296-9664
904/296-9644 FAX
www.fcmaaweb.com