

## 2023 ADULT CAREER DISCOVERY BOOTCAMP & YOUTH PUBLIC WORKS BOOTCAMP/INTERNSHIP

**Prepared by:** Tom Mudano, AmSkills Inc. President / CEO – [TMudano@AmSkills.org](mailto:TMudano@AmSkills.org) 727.331.2917

### SPONSORSHIP PROPOSAL CREATED FOR:



Attention: Jerome Salatino

Revised: September 12, 2023

Project: 2023 CSPH Sponsorship Request for AmSkills Career Discovery Bootcamps

Thank you for your recent sponsorship of the AmSkills Career Discovery Bootcamp for Adults held on July 24<sup>th</sup> through August 2, 2023, our first program conducted in our new AmSkills Workforce Training Center in Holiday, and the AmSkills/Pasco County Utilities High School Summer Bootcamp & Internship. We had a great success with both programs including 19 adults participating and 12 youth, with (8) 57% eligible candidates hired from the Bootcamp thus far and Pasco County Utilities hired (3) 75% of eligible high school graduates were hired by the County into permanent positions. Due to the success of these programs, we are requested continued sponsorships of our AmSkills Career Discovery Bootcamps in the amount of \$30,000. This will help us cover recruitment and operational costs upcoming Bootcamps.

### Background of AmSkills and History of Programs

Since 2015, AmSkills has created a successful manufacturing recruitment, skills training, and job placement program that is not only helping manufacturers fill vacant jobs but, more importantly, helping to transform people's lives. AmSkills offers a variety of entry-level up to advanced level programs. Our entry level programs help candidates prepare and secure new careers and Apprenticeship opportunities with manufacturers within the Tampa Bay Region.

AmSkills is a Florida Department of Education Registered Apprenticeship and Pre-Apprenticeship program. Students receive hands-on training in a Manufacturing production environment, with highly skilled industry leaders and instructors. AmSkills recently purchased 13,600 Sq. Ft. building on 4.5 acres, located in Holiday, FL, a low income, economically depressed area of Pasco County, which is experiencing increased community investments. The location is centrally located and easily accessible to four surrounding Counties. Renovations are expected to be completed by Summer 2023.

In 2019, AmSkills was selected by the Tampa Bay Works Manufacturing Collaborative to provide a fast-track program to recruit entry-level candidates. AmSkills launched the Career Discovery Bootcamp program in January 2020 as a solution to fill entry-level jobs for the manufacturing industry. Utilizing the AmSkills Mobile Workshop, AmSkills sets up temporary training centers at multiple locations, for the purpose of recruiting, training and placing candidates into entry-level jobs. The AmSkills Career Discovery Bootcamp brings real-world job training and placements to Tampa Bay residents, thus reducing transportation issues and educates local residents of careers they may have never considered before. This is a free program that incorporates career exploration using virtual reality, tours to manufacturers, interview and résumé preparation, Safety Certification, interview preparation and hands-on projects. Upon completion of the Bootcamp, ALL CANDIDATES GUARANTEED JOB INTERVIEWS WITH MULTIPLE EMPLOYERS.



### AmSkills Career Discovery Bootcamp Program Sponsorship Request - \$30,000

AmSkills has scheduled our next Workshop on October 14, followed by a Bootcamp from Oct. 16 – 25<sup>th</sup>. We currently have 12 registered and are expecting to fill the program with a maximum of 20. CSPH also can present a lunch and learn during the bootcamp, and we require candidates to register on [EmployFlorida.com](https://www.employflorida.com). We are in the process of designing an evening program to meet the needs of working adults looking to increase their skills and launch a career in manufacturing.



**CAREERSOURCE PASCO HERNANDO  
TRAINING PROVIDER AGREEMENT  
WORKFORCE INNOVATION & OPPORTUNITY ACT (WIOA)**

This Agreement is made and executed in duplicate by and between Pasco Hernando Workforce Board, Inc., dba CareerSource Pasco Hernando whose address is P.O. Box 6589 Spring Hill, FL 34611, hereinafter called CSPH, and the Eligible Training Provider whose name is AmSkills, Inc. and whose address is 4606 Darlington Road, Holiday, FL 34690 hereinafter called the Training Institution.

**I. PROVISIONS OF THE AGREEMENT**

The two parties to this Agreement do hereby agree:

1. This Agreement requires training providers to complete the “Initial Eligibility” period of at least one year, or successfully applied under the initial implementation of this Policy as a training provider. All eligible training providers must submit applications for “Continued Eligibility” every year to maintain their eligibility.
2. This Agreement requires providers for “Continued Eligibility” must be submitted before eligibility expires. Once a provider is on the Eligible Training Provider List, the “Continued Eligibility” application is required. Entities that carry out apprenticeship and OJT training are exempt.
3. This Agreement requires that each “Continued Eligibility” applicant shall supply the following information.
  - a. Verification the provider is licensed, certified, or otherwise authorized under Florida law to provide training services/programs. This applies to in-state and out-of-state providers.
  - b. The total number of persons enrolled in the program.
  - c. The total number of WIOA participants enrolled in the program.
  - d. The total number of persons completing in the program.
  - e. The total number of WIOA participants completing the program.
  - f. The total number of persons awarded a Recognized Postsecondary Credential (or other credential, if applicable.)
  - g. The total number of WIOA participants awarded a Recognized Postsecondary Credential (or other credential, if applicable.)
  - h. The total number of persons employed after completing the program.
  - i. The total number of WIOA participants employed after completing the program.
  - j. Information regarding the cost of attendance, including costs of tuition and fees, for participants completing the program.
  - k. Information regarding Recognized Postsecondary Credentials (or other credential, if applicable) received by such participants.
  - l. Whether the credential can be stacked with other credentials as part of a sequence to move an individual along a career pathway or up a career ladder.
  - m. Whether the provider has developed the training in partnership or collaboration with a business or industry (identifying the business or industry).

- n. Identify the in-demand industry sectors and occupations which best fit with the training program.
  - o. A description of the prerequisites of skills and knowledge required prior to the commencement of training.
  - p. Verification the training program is for an occupation on the Local Area TOL.
- 4. The Training Institution agrees to honor an approved Individual Training Account (ITA) Voucher issued by or on behalf of the CSPH. The Training Institution agrees to provide the education and training services as indicated on the ITA and to invoice CSPH for the training and services delivered. CSPH will make payment for the invoiced costs for all ITAs issued by its designated Service Provider in accordance with the agreed upon ITA amount. Payment will be made to the Training Institution within 30 days of receipt of invoice.
- 5. Issuance of an ITA will be based upon eligibility of the participant, customer choice, and appropriateness of training based on a comprehensive assessment of the participant. All services are contingent upon funding availability.
- 6. An ITA will specify the name of the CSPH approved participant and the specific occupational skills training (OST) program for which enrollment is authorized. The ITA will itemize the ITA, and other financial caps and balances; indicate semester/term tuition costs and estimate other training-related expenses.
- 7. Eligible individuals referred to the Training Institution may only be enrolled in the approved OST program specified on the ITA. The Training Institution shall deliver OST in accordance with the approved training program as included in the vendor application. The Training Institution shall notify CSPH of any changes in the required courses, costs of the program, length of the training program, or licensing requirements within 10 working days of said changes.
- 8. All applicable add/drop deadlines and requirements of the Training Institution will also apply to the ITA. The Training Institution shall, in conformity with the general Refund policies of the institution, refund any tuition and fees which have been paid for Individuals who drop out of courses prior to the deadline before drops and withdrawals. Refunds will be made directly to CareerSource Pasco Hernando.
- 9. If the CSPH participant is eligible for PELL grant funds, PELL grant funds may be paid to the participant to assist him/her with everyday expenses so that the participant's ability to attend training is enhanced. CSPH will provide a 30 day notice to the Training Institution prior to changing this special provision regarding the use of PELL grant funds. In addition, the Training Institution shall evaluate the individual for other financial aid normally available to other students, in a manner consistent with all other students. Students eligible under Workforce Investment Act (WIA) or the Workforce Innovation and Opportunity Act (WIOA) may not be discriminated against based solely on their eligibility for WIA/WIOA when being considered for other financial assistance. This shall include financial assistance programs under Title IV of the Higher Education Act (HEA). The Training Institution shall ensure that WIA/WIOA funds provided are in addition to other funds. It is the responsibility of the Training Institution to provide internal controls to prevent any duplicative payments of tuition with federal funds.

10. ITA's will be issued for a specific time period (normally one semester, or quarter) and are currently capped at up to \$5,000 per program. Each ITA will specify the cap amount for the specific program in which the individual will enroll. **The cap for a program is the cost advertised to the public and submitted with the training provider application. Any increase must be approved in writing by Operations staff of the PHWB.**

**The ITA Cap can change as funding availability shifts – contact  
CSPH WIOA staff for the current amount.**

11. Each WIA/WIOA applicant interested in an OST program that costs more than CSPH's ITA financial cap will be referred to the training institution for financial information, advice, and assistance. The training provider and applicant will jointly develop and sign a financial plan that covers the full cost of the training – especially that portion exceeding the ITA's \$5,000 per program cap. All possible funding sources (e.g., PELL Grant, other federal/state educational grants, scholarships, etc.) should be considered. Student loans should be the exception to the rule and then applied only as a last resort. The training provider must ensure that each CSPH participant is fully advised of his/her obligations towards all grants, scholarships, loans, etc. and the impact of his/her not meeting those obligations. The CSPH participant will then provide a copy of the financial plan to his/her WIA/WIOA career manager for final approval prior to an ITA being issued.
12. The Training Institution shall refer any individual who is unable to continue the training specified back to CSPH for other services.
13. The Training Institution shall ensure meaningful access for individuals with disabilities, including physical accessibility. The Training Institution shall work with CSPH to develop accommodation for individuals with disabilities.
14. The Training Institution agrees to make available for review during normal business hours. Any records pertaining to this agreement to any duly authorized monitor, auditor, or other representative of USDOL, Workforce Florida, The Department of Economic Opportunity and CSPH.
15. CareerSource Pasco Hernando will notify the Training Institution of any changes in legislation, regulations or state directives that may impact this Agreement.

## **II. PERFORMANCE**

**All approved Private for Profit or Private Non-Profit Eligible Training Providers are required to be licensed by the Commission for Independent Education (CIE). CIE can be contacted at (850) 245-3200 or online at <http://www.fldoe.org/cie/>. This requirement does not apply to public educational institutions such as universities, state colleges, junior colleges, technical education centers operated by public educational districts.**

**In addition, all Training Institutions must agree to provide student-based information on performance and student's outcomes to the Florida Education Training and Placement Information Program (FETPIP), through CIE. Failure to do so will result in the Training**

**Institution being removed from the Eligible Training Provider List (ETPL) for CareerSource Pasco Hernando. Performance reports as required by FETPIP must also be provided to CareerSource Pasco Hernando annually (no later than June 30 of any year).**

**Out of State Public Educational Institutions (e.g., Universities, Community/State Colleges, Vocational/Technical Centers) are not required to report performance to FETPIP. They are however, required to provide performance information within 45 days at the end of CSPH's Fiscal Year (June 30) which stipulates the number of students (both WIA/WIOA and non-sponsored WIA/WIOA students) enrolled in each approved program; the number of completers, and the number of placements for each approved training program.**

**II. SIGNATURE**

**IN WITNESS WHEREOF, the agents of the Training Institution and CareerSource Pasco Hernando hereby certify that they have full authority to, and in accordance therewith on behalf of their respective principals, have executed this Training Provider Agreement.**

**CAREERSOURCE PASCO HERNANDO**

**By:** Charles Gibbons  
Charles Gibbons (Jun 29, 2023 10:51 EDT)

**Title:** Charles Gibbons/Board Chair

**Date:** Jun 29, 2023

**Provider**

**By:** Tom Madsen

**Title:** President &. CEO

**Date:** June 28, 2023