

Grant Overview and Application



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INTRODUCTION

This initiative is in response to the Florida Chamber Foundation's Florida Trade and Logistics Study (http://www.flfoundation.org/) released December 2010. The Study reveals several major opportunities to increase Florida's role as an international trade hub: 1) Expand export markets for Florida businesses by filling these containers with Florida goods and using more efficient logistics patterns to attract advanced manufacturing; 2) Emerge as a global hub for trade investments and; 3) Expand vocational, associate degree, and workforce training programs to support skill requirements for trade, logistics, and manufacturing industries. This grant will focus on educational opportunities noted in the study.

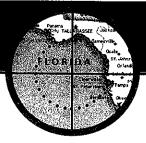
The purpose of this grant is to create a pipleline of talent that will bolster international trade and export expansion opportunities for job creation. This project will:

- 1) Create twelve (12) Florida International Trade and Logistics Career Academies throughout the state with a geographic focus on the deepwater seaports, inland ports and air cargo transportation hubs of the state;
- 2) Create three (3) Florida Integrated Logistics and Advanced Manufacturing Career Academies that specifically prepare students for international trade opportunities for integrated logistics;
- 3) Provide support for student internships and teacher externships within the career academies;
- 4) Provide oversight and technical support to the new district secondary school career academies during the time of the implementation;
- 5) Implementation of service agreements with secondary schools and Employ Florida Banner Center for Global Logistics and Advanced Manufacturing;
- 6) Provide analysis of students attending and preparing for industry-recognized certifications and the impact the academies will have on the state's talent development;
- 7) Create a mentoring partnership similar to WorkSource (Regional Workforce Board
- 8) And JAXPORT, partnering subject matter experts from the industry to achieve the goal of building relationships with their ports/hubs and the workforce board.

Each Florida International Trade and Logistics Career Academy (FIT&L) in Logistics and Advanced Manufacturing will be customized to meet the training needs of each port (inland and sea) and/or hub and the long term workforce talent needs of the geographic region and tied to national certifications and work experience such as internships and externships.

Training within the academies should include but are not limited to, foreign language, international culture, safety, finance, international trade regulations, the how-to of exporting, entrepreneurship, marketing, manufacturing processes, supply chain management, and other offerings, depending on the needs of the geographic region and its port/hub and businesses. Each Academy will be aligned with the Florida Department of Education (FLDOE), Career and Professional Education (CAPE) funding list of approved national certifications.





PARTNERSHIPS

Founding partners supporting this initiative are:

American Society of Transportation and Logistics (ASTL) www.astl.org

Employ Florida Global Logistics Banner Center www.logisticsbannercenter.com

Employ Florida Advanced
Manufacturing Banner Center
www.banner-mfg.org

Florida Airports Council www.floridaairports.org

Florida Association of District School Superintendents (FADSS) www.fadss.org

Florida Department of Transportation (FDOT) www.dot.state.fl.us

Florida Department of Education (FLDOE) www.fldoe.org

Florida Ports Council www.flaports.org

Florida State College (FSCJ) www.fscj.edu

ICS Logistics www.icslogistics.com

Jacksonville Port Authority (JAXPORT) www.jaxport.com

Manufacturers Association of Florida (MAF) www.maf.org

PenserSC www.pensersc.com

Polk State College (PSC) www.polk.edu

Southeast Toyota/JM Family Ent. www.jmfamily.com

The Florida Senate www.flsenate.gov

Walmart www.walmart.com









What is Logistics?

Logistics is the management of the flow of goods and services between the point of origin and the point of consumption in order to meet the requirements of customers. Logistics involves the integration of information, transportation, inventory, warehousing, material handling, and packaging, and often security. There are many suppliers and service providers within the logistics industry. Quite often logistics is global and includes many governmental regulatory agencies.

What is Advanced Manufacturing?

Advanced Manufacturing involves the use of technology to improve products and/or processes, with the relevant technology being described as "advanced," "innovative," or "cutting edge." For example, one organization defines advanced manufacturing as industries that "increasingly integrate new innovative technologies in both products and processes. The rate of technology adoption and the ability to use that technology to remain competitive and add value define the advanced manufacturing sector."

What are Career and Professional Academies (CAPE)?

Career and professional academies are public high school career and technical education programs that lead to a high school diploma, industry certification, and opportunities for students to simultaneously earn postsecondary credit. 1) Academies are an important component of state and national efforts to increase high school graduation rates and better prepare students for employment in the modern workforce. 2) The academy concept was developed using national standards such as the Career Academy National Standards of Practice and the States Career Clusters Initiative. 3) Okaloosa County School District's CHOICE Institutes program was an influential model in expanding the academy concept statewide. Florida's academies utilize the following essential components to deliver a rigorous and relevant curriculum that prepares the student for both postsecondary education and employment:

- ♦ Small learning environments;
- ◆ A college preparatory curriculum with a career theme;
- ♦ Integration of core academic content into relevant career courses;
- Personalized student advisement; and
- Partnerships with higher education, employers, and the community.

Florida law requires each district school board to operate at least one academy, which may be academy programs with local workforce needs. Please see the CAPE Fact Sheet link below for additional information. http://www.myfloridahouse.gov/FileStores/Web/HouseContent/Approved/Web%20Site/education_fact_sheets/2011/documents/2010-11%20Career%20and%20Professional%20Academies.3.pdf

Are Courses offered by Career and Professional Academies Required to Lead to Industry Certification?

Yes. All courses offered in an academy must lead to industry certification or postsecondary credit linked directly to the career theme of the course. At least 50 percent of students enrolled in an academy course must achieve industry certifications or college credits during the second year the course is offered in order for the course to be offered in a third year. Furthermore, at least 66 percent of students enrolled in such a course must achieve industry certifications or college credits during the third year the course is offered for it to be offered a fourth year or thereafter.





School districts must take measures to ensure that academy courses are academically rigorous, meet or exceed appropriate state academic standards, and result in industry certification. The rigor and relevance of proposed academy courses is reviewed by a curriculum review committee approved by Workforce Florida, Inc. in accordance with a review process established by the State Board of Education.

FLORIDA INTERNATIONAL TRADE & LOGISTICS PROJECT GOALS

The Florida International Trade and Logistics (FIT&L) grant will provide funds and support for up to 15 CAPE Academies in high schools throughout the state of Florida focused on international trade and logistics and advanced manufacturing for international trade opportunities. These CAPE academies will develop a pipeline talent for international trade jobs and forge stronger partnerships between local workforce boards, Florida's deep water seaports, and the logistics and manufacturing industry partners.

The FIT&L grant will enable high schools and students' direct access to business and industry partners through International Trade and Logistics summer camps, job shadowing experiences, tours, internships and direct contact with experts in the classrooms or at career fairs that support CAPE Academy program development.

Workforce Florida, Inc. has awarded this grant to the American Society of Transportation and Logistics (ASTL). To accomplish the grant goals, ASTL will::

- ♦ Identify high schools in logistics and manufacturing hubs around the state in accordance with grant specifications and Advisory Council recommendations
- ♦ Secure the required Memorandums of Understanding (MOUs) signed by the school board committed to the initiative and delivery of the agreement the recommendations of a statewide Advisory Council that will support this grant's initiatives and goals.
- ♦ Provide agreed upon funding and support of ASTL approved testing centers, classroom curricula and teacher certification to stimulate the CAPE Academy development
- ♦ Assist in the development of partners from workforce boards, business and industry that will enable advisory committees to be established
- ♦ Request that academies to be structured to meet the National Career Academy Coalition National Standards of Practice (NCAC)
- ♦ The grant recipient will offer the Global Logistics and Supply Chain Technology Program Number 9503100 for FIT&L CAPE Academies, or the Automation and Production Technology 9200100 or Engineering Technology Frameworks 8607000 for CAPE Advanced Manufacturing Academies during the year in which the grant is awarded and register the CAPE Academy with the Florida Department of Education (FLDOE) https://www.fldoe.org/workforce/pdf/1112CAPE-Registration.pdf
- **♦** Establish CAPE Academy sustainability initiatives





SUSTAINABILITY

CAPE Academy sustainability is vital to the success of the FIT&L initiative. Sustainability includes research for future funding opportunities beyond this grant and plans for business partner development. Potential funding streams to explore:

- ◆ FTE Funds through FLDOE
- Business, industry, chambers, professional organizations or workforce boards
- ♦ National Science Foundation non-profit partners SMART and FLATE
- In-school or School Board funding

Other Sustainability Initiatives to Consider:

- Articulation agreements with local colleges and universities solid development of career pathways for students
- ♦ Ongoing curriculum and certification funding
- Development of a strong advisory committee
- ♦ Registration of the CAPE Academy on the Florida Department of Education (DOE) Web site

GRANT PARTNERS

STEMflorida is a collaborative partnership program established in June 2009. Workforce Florida and Enterprise Florida announced plans to create a statewide council to strengthen the Science, Technology, Engineering, and Math (STEM) skills of Florida's students as a way to address the increasing demand for jobs requiring strong foundations in these areas.

www.STEMflorida.net

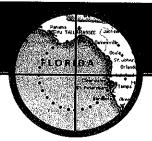
Workforce Florida Inc. is the statewide workforce investment board led by business and government leaders and charged with overseeing Florida's workforce system, which includes the Agency for Workforce Innovation and 24 Regional Workforce Boards. Its mission is to develop strategies that help Floridians enter, remain and advance in the workforce while supporting economic development priorities and strengthening the state's business climate. Learn more about Florida's workforce resources and solutions at www.EmployFlorida.com.

www.workforceflorida.com

American Society of Transportation and Logistics (ASTL) is a professional organization founded in 1946 by industry leaders to insure a high level of professionalism and promote continuing education in the field of transportation and logistics. ASTL's mission is to facilitate education and certification in the fields of transportation, logistics, and supply chain management. ASTL's membership of shippers, carriers, educators, students, consultants and third-party logistics individuals are dedicated to continuing education and are committed to raising the professional standards in the individuals are dedicated to continuing education and are committed to raising the professional standards in the industry.

www.astl.org





EMPLOY FLORIDA BANNER CENTERS

Employ Florida Banner Centers are sector specific statewide resource centers, partially funded by Workforce Florida, tasked with creating the talent development solutions for Florida's targeted industries. These Centers identify employer talent needs and then align statewide educational and training programs, industry certifications, and outreach initiatives to close the talent gap. http://www.workforceflorida.com/PrioritiesInitiatives/BannerCenters/BannerCenters.php

PROJECT SCOPE

Phase I

ASTL working closely with the FIT&L Advisory Council, and Workforce Florida, Inc. will identify logistics and manufacturing hubs and regions (see page 13) throughout the state. Potential applicants will submit an application and go through a selection process to become a partner in this grant.

Memorandum of Understanding (MOU)

ASTL will work with School Boards that complete the application approval process. The MOU includes a commitment to develop, implement and sustain the chosen career academy and another MOU that addresses the financial, curricula support and industry partner support.

Phase II

The FIT&L awarded CAPE Academies will receive designated grant funds for the project. Within this process, schools register or provide the time line for registration with the recommended Florida Department of Education (FLDOE) Frameworks and Certifications as outlined below:

♦ LOGISTICS

Global Logistics and Supply Chain Technology Framework Program Number 9503100 And the Global Logistics Associate (GLA) Certification

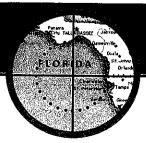
♦ ADVANCED MANUFACTURING

Automation and Production Technology Program Number 9200100 or Engineering Technology Frameworks Program Number 8607000, and the Manufacturing Skill Standards Council (MSSC) CPT Certification or the Global Logistics Associate (GLA) Certification

Workforce, business and industry advisory committees

ASTL will work with each high school to establish an industry advisory committee. An advisory committee ensures sustainability and the students will have direct access to workforce, business and industry through summer camps, job shadowing experiences, tours, internships and direct contact with experts in the classrooms or at career fairs. Schools will receive templates for business partner engagement, student internship programs and teacher externship opportunities. Strong advisory committees aide in developing sustainability for academies.

National Career Academy Coalition (NCAC) National Standards of Practice The ten (10) requirements are listed below and the web address below will provide STEM requirements within each standard. Each school will be required as part of the process to complete a proposed plan of how they will meet these requirements.



In addition to the NCAC Standards, http://ncacinc.com/index.php?option=com_content&view=article&i d=15<emid=10, schools will be asked to register their career academies on the STEM Florida website. www.STEMflorida.net

Phase III

The final stages of the initiative will provide Workforce Florida with information to monitor the effectiveness of the project. School Boards will provide reports that will enable ASTL to accomplish this by:

- ♦ Establishing a written sustainability plan within 90 days of the award
- ◆ Registering the CAPE Academy with the Florida Department of Education NCAC Academy List

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♦ Providing a list of Industry Partners for Advisory Committee participation

Project Contact Information

Grant Director

American Society of Transportation and Logistics (ASTL)

Elaine Puri, CTL
Director of Education and Communications
American Society of Transportation and Logistics (ASTL)
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Project Team

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Project Advisor
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MEMORANDUM OF UNDERSTANDING

Between
AMERICAN SOCIETY OF TRANSPORTATION AND LOGISTICS
And

And
COUNTY SCHOOL BOARD
THIS MOU IS MADE AND ENTERED INTO on this 18 day of October 2011, BY AND BETWEEN the American Society of Transportation and Logistics (ASTL), a professional organization that facilitates education and certification in the fields of transportation, logistics, and supply chain management, (hereinafter "ASTL") and Clay County School Board, a public corporation of the State of Florida (hereinafter "CCSB"), for support to the grant entitled, "Florida's International Trade and Logistics, (FIT&L)", The said parties do agree as follows:
ASTL and the <u>Clay Co</u> School Board have reached agreement in principle to cooperatively develop a Global Logistics and Supply Chain or Advanced Manufacturing Career Academy for the grant Florida International Trade and Logistic (FIT&L) synergistic outreach program for the logistics and supply chain management disciples in <u>Clay</u> County, Florida.
The objective of this grant is for the following:
1) Establishment, expansion and sustainability of International Trade and Logistics and Integrated Logistics and Advanced Manufacturing Career Academies throughout the state with a geographic focus on the deepwater seaports, inland ports and air cargo transportation hubs of the state;
2) To provide technical assistance and support to the newly established district secondary school career academies;
3) To expand efficient, effective, relevant International Trade and Logistics and Advanced Manufacturing Career Academies within Florida's secondary schools;
4) Provide analysis of students attending and preparing for industry-recognized certifications and the impact the academies will have on the state's talent development;
5) Develop service agreements with secondary schools should be implemented with Employ Florida Global Logistics Banner Center and the Employ Florida Banner Center for Advanced Manufacturing; and
6) Create a mentoring partnership with subject matter experts from the industry to achieve the

Each Florida International Logistics Career Academy and Integrated Logistics Advanced Manufacturing Career Academy will be customized to meet the training needs of each port (inland and sea) and/or hub and the long term workforce talent needs of the geographic region and tied to national certifications and work experience such as internships and externships. Training within the academies should include

goal of building relationships with their ports, manufacturers, and the workforce board.

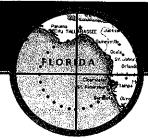


but are not limited to, foreign language, international culture, safety, finance, international trade regulations, the how-to of exporting, entrepreneurship, marketing, manufacturing processes, supply chain management, and other offerings, depending on the needs of the geographic region and its port/hub and businesses.

This MOU is to serve as a foundation for the relationship of the parties established hereby and as a point of entry to further discussions on the matters of substance identified by the parties hereinafter or as may be later identified as follows:

The American Society of Transportation and Logistics and the <u>Clay County</u> School Board agree to:

- ♦ Develop a supporting Advisory Committee, or integrate the Academy's Advisory Committee into the regional Advisory Committee structure
- ♦ Attend the Statewide FIT&L Advisory Council meetings (teleconference if available)
- ♦ Attend Statewide the FIT&L Education Consortium Meetings (teleconference if available)
- ♦ Provide curriculum resources for career academy start up that may include foreign language components, culture, finance, trade, entrepreneurship, marketing, and manufacturing/supply chain learning
- ♦ Align the CAPE Academy with the approved Florida Department of Education program for the Global Logistics and Supply Chain Technology framework number 9503100 and the Automation and Production Technology number 9200100 or Engineering Technology Frameworks number 8607000, during the year in which the grant is awarded
- ♦ Provide the School Board approval documentation of the Global Logistics and Supply Chain Technology FLDOE framework or either the Automation and Production Technology or Engineering Technology framework and Technology or Engineering Technology framework and time line for first classes including start dates for the new CAPE Career Academy
- ♦ Align program with the national Global Logistics Associate (GLA) certification or the MSSC CPT certification
- Utilization of the Florida Department of Education student tracking system
- Develop a plan for student internships
- ♦ Develop a proposed plan for adhering to the ten (10) requirements that are contained within the NCAC National Standards of Practice and register the CAPE Academy on the STEM Florida website and integrate STEM requirements within their academies.
- ♦ And teacher externships for each career academy (The internships and externships will be posted and identified through Employ Florida Marketplace (www.employflorida.com) and/or STEMflorida (www.STEMflorida.net.)



Each party agrees to continue discussions in good faith intending to further refine and develop the areas of agreement for subsequent enlargement and definition of the relationship created by this MOU. Any other agreements, projects and documents developed will be under the purview of this agreement and shall be attached hereto and made a part hereto.

The parties agree that the administrators who will manage this MOU are Elaine Puri, Director of Education and Communications, ASTL and Paul Parker for Clay County School Board

MOU STANDARD TERMS AND CONDITIONS:

- 1. Neither party shall use the other party's name, trademarks or logos without the express written consent of that party.
- 2. The terms and conditions of this MOU, as well as the information about one another's business and business practices constitute confidential and proprietary information, shall not be disclosed except to persons charged with implementing this MOU, to treat all such information as confidential/proprietary, and to take all reasonable precautions against disclosure of such information to third parties during and after the term of this MOU. Furthermore, neither party shall use any information, knowledge or skills gained from the relationship to compete with or to the disadvantage of the other party.
- 3. Each party shall indemnify the other and hold it safe and harmless from and against any and all claims, demands, suits, proceedings, prosecutions, and other legal actions and causes of action of any kind (and any resulting loss, liability, cost, expense, damage, assessment, settlement, judgment, interest, or penalty, including legal expenses and reasonable attorneys' fees) asserted or instituted against a party by any third party(s) (including, without being limited to, by any employee, agent, or representative of the other party) by reason of or as a result of: any breach or alleged breach of any contract between a party and any other person; any breach or alleged breach of any of the representations and warranties made by a party in this MOU; any claim based upon personal or bodily injury (including death) or property damage arising out of the performance by or for a party of the obligations and responsibilities assumed by the party under this MOU; and any negligent or intentional acts or omissions of a party, its agents, servants, or employees. The reference to a party in this provision shall include and shall inure to the benefit of a party's employees, agents, and representatives. This provision shall survive the termination, expiration, or cancellation of this MOU.
- 4. Nothing contained in this MOU shall grant, imply, or intend that either party shall have any right or authority to create any obligation or responsibility, express or implied, on behalf of or in the name of the other party, or to bind the other party contractually in any manner whatsoever absent the other party's joinder in writing.
- 5. Notice shall be effective if delivered by U.S. Certified Mail, Return Receipt Requested, or by recognized overnight courier delivery to the respective Administrators identified by each party.
- 6. Any amendment or modification of this MOU must be in writing and signed by an authorized representative of the parties.





- 7. Each party and the person signing this MOU represents and warrants that they are authorized to sign this MOU on behalf of their respective organization as the act and deed of that organization.
- 8. Funds will be distributed within sixty (60) days of acceptance of the Memorandum of Understanding agreement by Workforce Florida, Inc. ASTL.

Acknowledged and agreed to:

For <u>Clay County</u> School Board:	For American Society of Transportation & Logistics:
Ву:	Ву:
Name: Frank Farrell	Name: Elaine Puri, CTL
Title: Chairman	Title: ASTL Director of Education & Communications
Date: 10/18/11	Date:
For Florida International Trade & Logistics	
Ву:	
Name: Claude Revels, M. Ed.	
Title: Advisory Council Chair/SE Toyota:	
Date:	



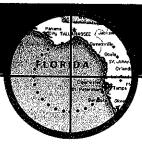






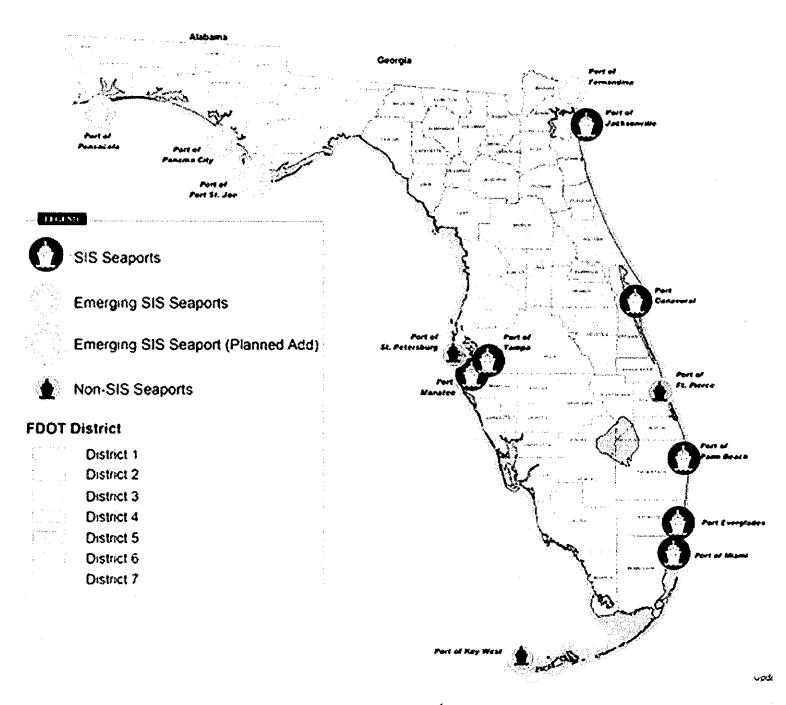
GRANT APPLICATION FORM

Date_10/18/11
Name of School Board Clay County School Board
Name of Contact Person Paul Parker Name of Superintendent Ben Wortham
Street Address 23 S. Green Street Green Cove Springs, FL 32043
Mailing Address same
City <u>Green Cove Springs</u> County <u>Clay</u>
Phone 904-284-6574 Fax 904-284-6546 Email Address peparker@mail.clay.kl2.fl.us
Regional Workforce Board <u>Region 8</u> Nearest Inland port/ Seaport <u>JaxPort</u>
Please use the space below to descibe the Florida International Trade and Logistics CAPE Career Academy time- line for implementation and CAPE registration (attach additional sheets if necessary)
The Logistics Career Academy went through a planning year in school year 2010-11 and is currently in its first year of operation in school year 2011-12. The
academy will be registered as a CAPE Academy in school year 2012-13.
The Logistics Career Academy will include STEM How will you implement STEM in the Academy? <u>initiatives</u> . <u>Technology is embedded throughout</u> the curriculum through the use of digital tracking and communication equipment as well as through the use of computers and practices that require proficiency with the internet. Math skills will be taught in context to develop necessary skills set for
success in the logistics industry. How will you implement National Career Academy standards in the Academy? The Logistics Career Academy will incorporate all ten National Standards of Operating Procedures included in the
National Career Academy Coalition guidelines. Typically, the most difficult standard
to meet is integrated curriculum which we will meet through cohort scheduling. The Logistics Career Academy, just as all Clay County academies, has set a standard of
a minimum of 80% of the students will be cohort enrolled in a minimum of 2 academic classes and the career class. The Clay County academies have a history of exceeding
the NCAC standards and the Logistics Career Academy exceeds the Clay County minimum standards in its first year of operation. The academy will have an on-sight Career Specialist to ensure the academy will meet the NCAC standards.



FLORIDA SEAPORTS

2011

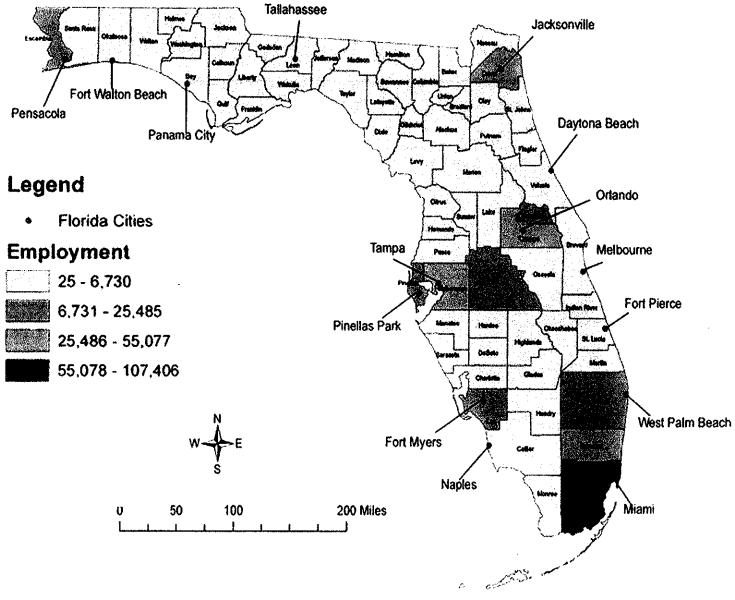








CONCENTRATION OF LOGISTICS & DISTRIBUTION EMPLOYMENT



Source: Florida Agency for Workforce Innovation, Labor Market Statistics Center, Quarterly Census of Employment and Wages, Prepared May 2010.



Timeline

The Logistics Career Academy went through a planning year in school year 2010-11 and is currently in its first year of operation in school year 2011-12. The academy will be registered as a CAPE Academy in school year 2012-13.

Implement STEM

The Logistics Career Academy will include STEM initiatives. Technology is embedded throughout the curriculum through the use of digital tracking and communication equipment as well as through the use of computers and practices that require proficiency with the internet. Math skills will be taught in context to develop the necessary skill set for success in the logistics industry.

NCAC standards

The Logistics Career Academy will incorporate all ten National Standards of Operating Procedures included in the National Career Academy Coalition guidelines. Typically, the most difficult standard to meet is integrated curriculum which we will meet through cohort scheduling. The Logistics Career Academy, just as all Clay County academies, has set a standard of a minimum of 80% of the students will be cohort enrolled in a minimum of two academic classes and the career class. The Clay County academies have a history of exceeding the NCAC standards and the Logistics Academy exceeds the Clay County minimum standards in its first year of operation. The academy will have an on-sight Career Specialist to ensure the academy will meet the NCAC standards.