



September 23, 2015

TO: THE DISTRICT BOARD OF TRUSTEES
of Valencia College

FROM: SANFORD C. SHUGART
President

RE: SUBMISSION OF GRANT PROPOSALS

RECOMMENDED ACTION:

The President recommends that the District Board of Trustees of Valencia College approve the Submission of Grant Proposals as presented.

A handwritten signature in black ink, reading "Sanford C. Shugart", is written over a horizontal line.

President

**RESOURCE DEVELOPMENT
GRANT SUBMISSIONS PENDING
August 1- August 31, 2015**

GRANT	DESCRIPTION	AMOUNT REQUESTED	MATCH
<p>Name of Project: QRT - Square Trade, Inc.</p> <p>Accountable Administrator: Joe Battista</p> <p>Project Director: Joe Battista</p> <p>Campus Department: Continuing Education</p> <p>Funding Source: State</p> <p>Funding Agency: CareerSource Florida</p> <p>Date Application Submitted: 8/13/15</p>	<p>Funding will support economic development in Valencia's service district by serving as a fiscal agent for a Quick Response Training (QRT) application for Square Trade, Inc. The company provides Customer Service Operation for extended warranty insurance provider for electronic equipment and devices such as computers, phones, tablets, etc. The business was started in 1999 and has experienced tremendous growth that requires new capacity outside of Silicon Valley. The proposed Orlando operation will create 31 jobs that meet QRT eligibility. These 31 jobs are part of a total of 177 new full-time jobs to be created within 3 to 4 years.</p>	<p>\$181,597</p>	<p>None</p>

**RESOURCE DEVELOPMENT
GRANT SUBMISSIONS PENDING
August 1- August 31, 2015**

GRANT	DESCRIPTION	AMOUNT REQUESTED	MATCH
<p>Name of Project: QRT - Web Benefits Design</p> <p>Accountable Administrator: Joe Battista</p> <p>Project Director: Joe Battista</p> <p>Campus Department: Continuing Education</p> <p>Funding Source: State</p> <p>Funding Agency: CareerSource Florida</p> <p>Date Application Submitted: 8/25/2015</p>	<p>Funding will support economic development in Valencia’s service district by serving as a fiscal agent for a Quick Response Training (QRT) application for Web Benefits Design Corporation.</p> <p>Company background as provided in the application:</p> <p>The company developed the first cloud based employee benefits platform in the industry. Our initial product line included a full service software for employee benefits education and communication by consolidating employee benefit information into a single location on the internet. We quickly added our Online Enrollment Wizard that allowed employees to enroll in multiple carrier product lines within multiple benefit categories from within a single system in a single reason. Data from our system was sent to payroll systems and carrier eligibility systems for complete benefits administration management. Our Online Enrollment Wizard evolved into our Total Access Exchange that further assists employers with a wide range of services, preferred, private exchange vendors, more robust employee communication management, and, finally, ACA Compliance.</p> <p>Today, we are the largest provider of employer benefit services and software in the country and house over 6,000 employee benefit plans, support over 500 employee benefit providers, and assist more than 280 employee benefit consultants nationwide. The Web Benefits Design Technology Center is dedicated to expanding our employee benefit technology footprint and scalability. Our state of the art 70,000 square foot technology center is the new national headquarters for our company and it opened its doors on March 1st 2015. We currently have 45 employees and our goal is over three years to fill the building with up to 300 employees.</p>	<p>\$50,000</p>	<p>No</p>