



The Florida Senate

Local Funding Initiative Request - Fiscal Year 2018-2019

1. **Title of Project:** Creating Careers for Non-College Bound Floridians – Florida Automobile Dealers Association

2. **Senate Sponsor:** George Gainer

3. **Date of Submission:** 12/06/2017

4. **Project/Program Description:**

The intended purpose of Creating Outstanding Careers for Non-College Bound Floridians is to expand FADA’s public-private partnership by increasing career opportunities for Floridians by offering advanced training opportunities for instructors of existing automotive programs; expanding the current numbers of certified automotive programs; and offering new educational programming to provide skilled employees for Florida’s retail automotive industry. Florida’s new car dealerships offer great technical careers with above average compensation. Currently the job openings far exceed the number of qualified candidates. New car dealers alone would easily absorb 1,500 to 2,000 trained entry level techs and 800-1,200 service advisor trainees if they were offered for employment today. Even though we are leveraging our resources and expanding our reach we are not meeting the demand. FADA is a statewide trade association serving 843 new car, franchised automobile dealerships with \$77 billion in 2016

5. **State Agency Contacted?** No

a. If yes, which state agency?

b. If no, which is the most appropriate state agency to place an appropriation for the issue being requested?

Department of Education

6. **Amount of Non-recurring Requested for fiscal year 2018-19:**

Amount Requested for Operations	Amount Requested for Fixed Capital Outlay	Total Amount of Requested State Funds
400,000		400,000

7. **Type, amount and percent of matching funds available for this project for fiscal year 2018-19:**

Type	Amount	Percent
Federal	0	0.0%
State (excluding the amount of this request)	35,000	1.5%
Local	0	0.0%
Other	1,850,000	81.0%
TOTAL	1,885,000	82.5 %

8. **Total Project Cost for fiscal year 2018-19 (including the Total Amount of Requested State Funds):** 2,285,000



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9. Previous Year Funding Details:

- a. Has funding been provided in a previous state budget for this activity? Yes
- b. In the previous 5 fiscal years, how many years was funding provided? (Optional) 1
- c. What is the most recent fiscal year the project was funded? 2017-18
- d. Were the funds provided in the most recent fiscal year subsequently vetoed? Yes
- e. Complete the following Worksheet.

FY:	Input Prior FY Appropriation for this project for FY 2017-18		
	(If appropriated in FY 2017-18 enter the appropriated amount, even if vetoed.)		
Column:	A	B	C
Funds Description:	Prior Year Recurring Funds *	Prior Year Nonrecurring Funds *	Total Funds Appropriated (Column A + Column B)
Input Amounts:		200,000	200,000

10. Is future-year funding likely to be requested?

Yes

- a. If yes, indicate non-recurring amount per year.

\$75,000

11. Program Performance:

- a. What is the specific purpose or goal that will be achieved by the funds requested?

To expand FADA's public--private partnership by increasing career opportunities for Floridians by offering advanced training opportunities for instructors of existing automotive programs; expanding the current numbers of certified automotive programs; and offering new educational programming to provide skilled employees for Florida's retail automotive industry.

- b. What are the activities and services that will be provided to meet the intended purpose of these funds?

Increase AYES affiliated schools; Launch Service advisor Training Program; Increase training opportunities to automotive instructors; Increase student inflows to automotive training programs.

- c. How will the funds be expended?

Spending Category	Description	Amount
Administrative Costs		



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<input type="checkbox"/> Executive Director/Project Head Salary and Benefits		
<input type="checkbox"/> Other Salary and Benefits		
<input checked="" type="checkbox"/> Expense/Equipment/Travel/Supplies/Other	Travel to schools/programs across State.	25,000
<input checked="" type="checkbox"/> Consultants/Contracted Services/Study	Working with school administrators	15,000
Operational Costs		
<input type="checkbox"/> Salary and Benefits		
<input checked="" type="checkbox"/> Expense/Equipment/Travel/Supplies/Other	Instructor training, program expansion, marketing collateral, advisory groups.	168,750
<input checked="" type="checkbox"/> Consultants/Contracted Services/Study	Marketing creation, website, study & launch expansion into diesel & auto body programs; launch service advisor program.	191,250
Fixed Capital Construction/Major Renovation		
<input type="checkbox"/> Construction/Renovation/Land/Planning Engineering		
TOTAL		400,000

d. What are the direct services to be provided to citizens by the appropriations project?

Citizens will receive through our affiliated certified automotive programs training, tools, mentoring & job opportunities in the automotive industry.

e. Who is the target population served by this project? How many individuals are expected to be served?

High school students; University/college students -- >800

f. What is the expected benefit or outcome of this project? What is the methodology by which this outcome will be measured?

The expected benefit or outcome is to improve quality of education; increase or improve economic activity; create specific immediate job opportunities; and enhance specific individual's economic self-sufficiency. The



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method used to measure outcomes will be increased numbers of qualified students to fill available internships and job positions.

- g. What are the suggested penalties that the contracting agency may consider in addition to its standard penalties for failing to meet deliverables or performance measures provided for in the contract?**

None.

- 12. The owner(s) of the facility to receive, directly or indirectly, any fixed capital outlay funding. Include the relationship between the owner(s) of the facility and the entity.**

N/A

- 13. Requestor Contact Information:**

- a. **Name:** Alan Wildstein
- b. **Organization:** Florida Automobile Dealers Association
- c. **Email:** alan.widstein@alanjay.com
- d. **Phone Number:** (863)402-4270

- 14. Recipient Contact Information:**

- a. **Organization:** Florida Automobile Dealers Association/Automotive Youth Ed.
- b. **County:** Statewide
- c. **Organization Type:**
 - For Profit
 - Non Profit 501(c) (3)
 - Non Profit 501(c) (4)
 - Local Entity
 - University or College
 - Other (Please specify) Non Profit 501 (c)(6)
- d. **Contact Name:** Ted Smith
- e. **E-mail Address:** teds@flada.org
- f. **Phone Number:** (850)224-1466

- 15. If there is a registered lobbyist, fill out the lobbyist information below.**

- a. **Name:** David Ramba
- b. **Firm:** Ramba Consulting Group
- c. **Email:** david@rambaconsulting.com
- d. **Phone Number:** (850)727-7086