



The Florida Senate

Local Funding Initiative Request - Fiscal Year 2018-2019

1. **Title of Project:** Business & Leadership Institute for Early Learning, Inc.

2. **Senate Sponsor:** Keith Perry

3. **Date of Submission:** 01/23/2018

4. **Project/Program Description:**

The Business & Leadership Institute empowers and provides imperative business resources and support to early learning center owners, directors and administrators. Our business/leadership trainings and mentoring model helps existing and new business owners determine their capacity to deliver quality education and care while maintaining a sustainable and profitable business model. We educate participants on sound fiscal management, understanding licensin, ordinances, the financial impact of not being in compliance, how to predict and build enrollment based on demographics, how to negotiate for better terms with landlords and vendors, and build good employee experiences that will help off-set minimum wage employment. Our workshops are conducted by the corporate sector who deliver specially designed curriculum in their areas of expertise.

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)	0	0.0%
Local	0	0.0%
Other	0	0.0%
TOTAL	0	0.0 %

8. **Total Project Cost for fiscal year 2018-19 (including the Total Amount of Requested State Funds):** 400,000

9. **Previous Year Funding Details:**



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- 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) 2
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? No
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
Funds Description:		Prior Year Recurring Funds *	Prior Year Nonrecurring Funds *
Input Amounts:			

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

No

11. Program Performance:

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

To create a more stable small business environment led by a cadre of early learning owners and operators who have the business education and acumen in the early learning industry to successfully operate child care businesses given socio economic realities. Low – moderate centers and home-based businesses that accept school readiness subsidies will be better able to manage their available financial resources because they understand cash flow; how to use their square footage; get better pricing from vendors, and better landlord concessions. Upon entering the industry they will have obtained the business acumen to run a sustainable profitable center. They will maximize their resources and not rely solely on subsidies or fees so that additional funds will be available to ensure quality learning. This will create a more cohesive business structure for the early learning industry.

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

Program 1 – Expanding and marketing our early learning childcare industry training program for early learning center and home-based business owners, operators, administrators and those who would like to enter into the industry. These regional trainings would be based on our South Florida model, run by The Business and Leadership Institute for Early Learning and offered for the State of Florida Early Learning Industry. Program 2: The on-line curriculum and on-line education program including a platform for business planning regarding all the basic essentials necessary to open and operate a quality childcare center or home-based childcare business in the State of Florida. The on-line platform will help individuals to develop their business acumen and offer



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them an opportunity to develop and write a business plan for their existing or new location as related to the population and geographic location they intend to serve.

c. How will the funds be expended?

Spending Category	Description	Amount
Administrative Costs		
<input checked="" type="checkbox"/> Executive Director/Project Head Salary and Benefits	Oversight of program design and implementation; community partnerships; assessment and reporting	54,000
<input checked="" type="checkbox"/> Other Salary and Benefits	Payroll expense; health insurance	13,513
<input checked="" type="checkbox"/> Expense/Equipment/Travel/Supplies/Other	Supplies; pre-program travel; airfare, hotel, meals, car rental	15,000
<input checked="" type="checkbox"/> Consultants/Contracted Services/Study	Recruitment of business facilitators, workshop participants, marketing, communications, development on-line instructional materials and on-line platform	65,000
Operational Costs		
<input type="checkbox"/> Salary and Benefits		
<input checked="" type="checkbox"/> Expense/Equipment/Travel/Supplies/Other	Workspace and food for 3 regional business workshop sites, implementation of program, on-line and program marketing, CEU administration and processing, travel for workshops including airfare, car rental, meals	67,330
<input checked="" type="checkbox"/> Consultants/Contracted Services/Study	Program coordinator for on-site regional workshops and on-line platform development; mentors for workshops; professional service fees;	185,157



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	curriculum content translation and design to on-line format; hosting of courses on-line learning platform; course facilitators	
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?

Learning opportunities through Business & Leadership Institute for Early Learning Business curriculum available on-line; Regional workshops conducted by Business Leadership Institute for Early Learning to support on-line program; business mentorship opportunities where program graduates mentor new participants in developing business plans and strategies. Continue business consultation for program participants with our partnering agencies such as SCORE, Prospera and Small Business Development Centers throughout the State.

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

Owners, operators, administrators and those entering the early learning industry as small business owners and operators of centers and home-based businesses including those persons in low income geographic areas or more remote . Children and families who are placed in low – moderate income independent child care centers and home-based childcare. Women who are the primary workforce as early learning practitioners; Local businesses who depend upon dependable quality childcare so that their workforce can be focused and productive.

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

Create specific immediate job opportunities by increasing enrollment and / or program expansion necessitating the hiring of more teachers. Enhance specific individual's economic self sufficiency by creating the ability to draft budgets and manage available funds more efficiently. Owner ability to take salary, pay for social security, acquire new capital. Increase or improve economic activity by creating additional funds to retain and recruit employees, increase salaries and benefits, purchase additional learning materials. Improve quality education by reinvesting increase revenue into materials, accreditations, professional development and salaries. In the first year we expect to serve approximately 600 owners, operators, directors and those planning to open a childcare center or home based business through our on-line component and regional workshops targeting rural areas statewide.

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?



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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.**

The Business & Leadership Institute is the sole proprietor.

- 13. Requestor Contact Information:**

- a. **Name:** Robyn Pearlman
- b. **Organization:** Business & Leadership Institute for Early Learning Inc.
- c. **Email:** Rfp921@aol.com
- d. **Phone Number:** (305)725-4777

- 14. Recipient Contact Information:**

- a. **Organization:** Business & Leadership Institute for Early Learning Inc.
- b. **County:** Broward
- c. **Organization Type:**
 - ☐ For Profit
 - ☒ Non Profit 501(c) (3)
 - ☐ Non Profit 501(c) (4)
 - ☐ Local Entity
 - ☐ University or College
 - ☐ Other (Please specify)
- d. **Contact Name:** Robyn Pearlman
- e. **E-mail Address:** Rfp921@aol.com
- f. **Phone Number:** (305)725-4777

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

- a. **Name:** Jodi Davidson
- b. **Firm:** Colodny Fass
- c. **Email:** jdavidson@colodnyfass.com
- d. **Phone Number:** (954)492-4010