



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2019-2020

LFIR#: 1792

1. **Title of Project:** Seaport Training Program

2. **Senate Sponsor:** Oscar Braynon

3. **Date of Submission:** 02/14/2019

4. **Project/Program Description:**

The purpose of this project is to provide the foreign trade zones (FTZ) off seaport sites with the tools and training necessary for small businesses to be financially sustainable and successful. Additionally, to provide support to the owners of properties of the in foreign trade zones and small businesses housed in these enterprise locations. This program will provide mentoring for small businesses, and further support their need to be successful. The current program identified businesses in the FTZ's that needed support and provided information on the benefits within the FTZ sites. Working with property owners we increased awareness by installing signs and other features highlighting the presence of the FTZ Program. We will continue this exercise as we engage in the possible expansion of FTZs. We have begun initiatives to expand the initial pilot to include the FTZ's located in the City of Miramar.

5. **State Agency to receive requested funds :** Department of Economic Opportunity

State Agency Contacted? No

6. **Amount of the Nonrecurring Request for Fiscal Year 2019-2020**

Type of Funding	Amount
Operations	1,000,000
Fixed Capital Outlay	
Total State Funds Requested	1,000,000

7. **Total Project Cost for Fiscal Year 2019-2020 (including matching funds available for this project)**

Type of Funding	Amount	Percent
Total State Funds Requested (from question #6)	1,000,000	100.00%
Federal		0.00%
State (excluding the amount of this request)		0.00%
Local		0.00%
Other		0.00%
Total Project Costs for Fiscal Year 2019-2020	1,000,000	100.0%

8. **Has this project previously received state funding?** No

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	NonRecurring		

9. **Is future-year funding likely to be requested?** Yes



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a. If yes, indicate non-recurring amount per year. 1,000,000

10. Details on how the requested state funds will be expended

Spending Category	Description	Amount
Administrative Costs:		
Executive Director/Project Head Salary and Benefits	Responsibilities will include overall management of administrative and operational activities of the program to include monitoring, quarterly review and evaluation of participant businesses and their progress, and performance over the course of the program.	100,717
Other Salary and Benefits	Three Salaried positions. One full time program coordinator and two part-time coordinators in support of the program demands and initiatives.	119,844
Expense/Equipment/Travel/Supplies/Other	Program participants support, trade and industry publication subscriptions, conference attendances, membership subscription and Fees, promotional/marketing materials (print, broadcast, social media, etc.).	140,000
Consultants/Contracted Services/Study	Instructors who will provide both in person one on one instruction, and online intermediate training, curriculum development. The participants will be provided with instructional materials (software, books, technology)course fees (online & in person) during the period of mentorship, and business development to sustainable profitability thereby contributing to the economic development of the cities and the county.	639,439
Operational Costs:		
Salary and Benefits		
Expense/Equipment/Travel/Supplies/Other		
Consultants/Contracted Services/Study		
Fixed Capital Construction/Major Renovation:		
Construction/Renovation/Land/Planning Engineering		
Total State Funds Requested (must equal total from question #6)		1,000,000

11. Program Performance:

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

The specific goal of this request is to provide small businesses (1 to 25 employees) that operate within the foreign trade zones with the resources and support that they need to compete, and be economically successful in the increased trade that the expansion of the Panama Canal brings. This will allow them to create job opportunities as their businesses begin to blossom and true economic development will occur in the areas of servicing the municipalities, and the counties.



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

We have analyzed and evaluated the needs of 15 of the 45 possible businesses identified as prospective participants and have enrolled six in the International Business and Foreign Trade (IBFT) curriculum developed within Broward College in the Economic Development Department. We have drafted a one to three year improvement plan for three companies, while expanding outreach to companies strategically placed in the pilot city of Lauderdale Lakes. In the second phase of the program we have been providing specific tools required for companies participating in the program. Companies have begun implementation of the improvement plans drafted for those ready for the next phase. The second and third phases will expend a significant portion of the total budget on direct client services. Lack of funding in the 2017/2018 and 2018/19 cycles have inhibited the expansion of enrollment into Broward College for the other nine participants in the IBFT Level 1 (of 3 levels) program.

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

The direct services provided to the businesses included as a participant in the Seaport Training Project are as follows: business evaluation and analysis; system establishment; marketing; accounting; taxation; social media utilization and optimization strategies; logistics; warehousing support; international trade; market segmentation; transportation logistics; management; import and export; international costing and pricing; international marketing; business plan development, and other related business administration subject areas.

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

The target population is small businesses that occupy the off site foreign trade zones located in the cities of Lauderdale Lakes (formerly the Pilot City), Oakland Park, whose businesses are located in the Lauderdale Lakes Industrial Estates Complex, and the City of Miramar. Currently in the City of Lauderdale Lakes/Oakland Park, there are 45 businesses that have been identified as possible participants, 15 of whom have been assessed for direct participation and six are currently registered and enrolled in the IBFT module at Broward College. The other nine businesses are being counseled, and serviced but cannot be registered because of the lack of funding in the 2017/2018 budget cycle.

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

Increased efficiency and success of Small businesses in foreign trade zones as a result of counseling and training received through their participation in the Seaport Training Project. The successes will be measured by the successful registration and completion of a designed program (IBFT) which consists of three levels of instruction, and which results in certification at the completion of the Level 3 module.

f. 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?

Standard contract penalties.

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



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13. Requestor Contact Information:

- a. **Name:** Glenn Joseph
- b. **Organization:** Greater Caribbean American Chamber of Commerce Inc
- c. **E-mail Address:** glennjoseph5@gmail.com
- d. **Phone Number:** (754)224-8150

14. Recipient Contact Information:

- a. **Organization:** Greater Caribbean American Chamber of Commerce 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:** Glenn Joseph
- e. **E-mail Address:** glennjoseph5@gmail.com
- f. **Phone Number:** (754)224-8150

15. Lobbyist Contact Information

- a. **Name:** None
- b. **Firm Name:** None
- c. **E-mail Address:**
- d. **Phone Number:**