



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2020-2021

LFIR # 2318

1. **Project Title**

2. **Senate Sponsor**

3. **Date of Request**

4. **Project/Program Description**

The requested funds will enable the Florida State Minority Supplier Development Council (FSMSDC) to expand its successful service approach to engage 250 minority-owned firms throughout Florida (including Hispanic, black, Native American, Asian, and other minority-owned firms) to help them grow their capacity, revenue, and job creation through training, technical assistance, capital access, and contracting and transactions support. The organization is the only agency that serves the entire state of Florida focused on minority business development and capacity building.

5. **State Agency to receive requested funds**

State Agency contacted? Yes No

6. **Amount of the Nonrecurring Request for Fiscal Year 2020-2021**

Type of Funding	Amount
Operations	<input style="width: 100%;" type="text" value="477,500"/>
Fixed Capital Outlay	<input style="width: 100%;" type="text" value="000"/>
Total State Funds Requested	477,500

7. **Total Project Cost for Fiscal Year 2020-2021 (including matching funds available for this project)**

Type of Funding	Amount	Percentage
Total State Funds Requested (from question #6)	<input style="width: 100%;" type="text" value="477500"/>	<input style="width: 100%;" type="text" value="100.0 %"/>
Matching Funds		
Federal	<input style="width: 100%;" type="text" value="00"/>	<input style="width: 100%;" type="text" value="0 %"/>
State (excluding the amount of this request)	<input style="width: 100%;" type="text" value="00"/>	<input style="width: 100%;" type="text" value="0 %"/>
Local	<input style="width: 100%;" type="text" value="00"/>	<input style="width: 100%;" type="text" value="0 %"/>
Other	<input style="width: 100%;" type="text" value="00"/>	<input style="width: 100%;" type="text" value="0 %"/>
Total Project Costs for Fiscal Year 2020-2021	477,500	100 %

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

If yes, provide the most recent instance:

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	Nonrecurring		
<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>

9. **Is future-year funding likely to be requested?** Yes No

If yes, indicate nonrecurring amount per year.



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

Spending Category	Description	Amount
Administrative Costs:		
Executive Director/Project Head Salary and Benefits	50% of full-time schedule/salary will be committed to this expansion project.	75,000
Other Salary and Benefits	1) 25% of full-time schedule/salary of office manager. 2) 25% of full-time schedule/salary of data and research coordinator.	65,000
Expense/Equipment/Travel/Supplies/Other	1) 10,000 local miles @ \$.55 per mile. 2) Two statewide convenings of minority entrepreneurs will be conducted. 3) Office supplies.	16,500
Consultants/Contracted Services/Study	1) IT Support Services. 2) Marketing coordination services.	35,000
Operational Costs: Other		
Salary and Benefits	1) 100% of full-time schedule/salary of two business consultants will be committed to this project. 2) 100% of full-time schedule/salary of one Client Support Specialist will be committed to this project.	220,000
Expense/Equipment/Travel/Supplies/Other	1) Client training & service supplies. 2) Online learning community subscriber fees.	18,000
Consultants/Contracted Services/Study	1) Third-party evaluation services. 2) Training fees for multiple facilitators.	48,000
Fixed Capital Construction/Major Renovation:		
Construction/Renovation/Land/Planning Engineering		
Total State Funds Requested (must equal total from question #6)		477,500



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11. Program Performance

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

The requested funds will enable the FSMSDC to expand its successful service approach to engage 250 minority-owned firms throughout Florida (including Hispanic-, black-, Native American-, Asian-, and other minority-owned firms) to help them grow their capacity, revenue, and job creation through training, technical assistance, capital access, and contracting and transactions support.

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

Working statewide, FSMSDC will identify, help develop, and match minority-owned businesses with government and procurement opportunities, and work with them to secure the capital, partnerships, and bonding capacity needed to identify, secure, and perform on new contracts.

- c. What direct services will be provided to citizens by the appropriation project?

Minority entrepreneurs throughout Florida will benefit from direct services that include: a) assessment of their readiness to engage or grow in government and corporate procurement programs; b) development of a Growth Plan covering a range of capacity elements; c) capacity-building services to help entrepreneurs secure bonding, financing and contracts; and d) transaction services to help entrepreneurs complete capital access transactions, export transactions, teaming arrangements, joint ventures, and procurement contracts.

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

The project will expand 250 minority-owned firms with as few as one to five employees and from \$50,000 to \$10 million in annual revenue who have the potential to reignite or accelerate growth with intensive, sustained technical assistance. Firms taking part in this initiative will include Hispanic, black, Native American, Asian and other racial and ethnic minorities throughout Florida.

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

The overarching goal of the project is to grow the capacity and capital access of minority-owned firms throughout Florida. The project is designed to achieve the following measurable objectives: 1) Increasing the number and dollar value of procurement contracts secured by minority-owned firms, including \$30 to \$40 million in new contracts secured and \$10 to \$20 million in contract-related working capital, as captured by transaction records; and 2) Increasing job creation by minority-owned firms, including 30 to 50 firms creating two to five new jobs within the project year, as measured by pre and post-service surveys of business owners served.

- 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?

Failure to meet targeted performance measures will disallow funding requests in the subsequent fiscal year.



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12. **The owners of the facility to receive, directly or indirectly, any fixed capital outlay funding. Include the relationship between the owners of the facility and the entity.**

Not applicable

13. **Requestor Contact Information**

- a. First Name Last Name
- b. Organization
- c. E-mail Address
- d. Phone Number Ext.

14. **Recipient Contact Information**

- a. Organization
- b. Municipality and County
- c. Organization Type
- For-profit Entity
 - Non-Profit 501(c) (3)
 - Non-Profit 501(c) (4)
 - Local Entity
 - University or College
 - Other (please specify)
- d. First Name Last Name
- e. E-mail Address
- f. Phone Number

15. **Lobbyist Contact Information**

- a. Name
- b. Firm Name
- c. E-mail Address
- d. Phone Number Ext.