



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2024-2025

LFIR # 1509

1. **Project Title**
2. **Senate Sponsor**
3. **Date of Request**

4. Project/Program Description

The Florida-Israel Business Accelerator (FIBA), a project of the Tampa Jewish Community Centers and Federation, will continue to build on the momentum generated in previous years to further foster economic growth in Florida in the industries of hospitality, agriculture, space and healthcare. In light of the war in Israel that started on October 7, 2023, the need to protect critical data and safeguard information technology infrastructure is more important than ever. So, in 2024, FIBA will identify cutting-edge Israeli technology companies that protect sensitive data and strengthen cyber infrastructures of Florida-based businesses and governments. FIBA will also work strategically with Florida-based data management and cybersecurity companies to further solidify their product offerings with Israeli technology.

5. **State Agency to receive requested funds**
- State Agency contacted?**

6. Amount of the Nonrecurring Request for Fiscal Year 2024-2025

Type of Funding	Amount
Operations	500,000
Fixed Capital Outlay	0
Total State Funds Requested	500,000

7. Total Project Cost for Fiscal Year 2024-2025 (including matching funds available for this project)

Type of Funding	Amount	Percentage
Total State Funds Requested (from question #6)	500,000	50%
Matching Funds		
Federal	0	0%
State (excluding the amount of this request)	0	0%
Local	100,000	10%
Other	400,000	40%
Total Project Costs for Fiscal Year 2024-2025	1,000,000	100%

8. **Has this project previously received state funding?**

Fiscal Year (YYYY-YY)	Amount		Specific Appropriation #	Vetoed
	Recurring	Nonrecurring		
2023-24	0	500,000	SL073	No

9. **Is future funding likely to be requested?**
- a. **If yes, indicate nonrecurring amount per year.**
- b. **Describe the source of funding that can be used in lieu of state funding.**

Hillsborough County - \$100,000
Tampa Jewish Community Centers and Federation, Inc. \$400,000

10. **Has the entity requesting this project received any federal assistance related to the COVID-19 pandemic?**



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Yes

If yes, indicate the amount of funds received and what the funds were used for.

In total, we received \$1,826,056 from ERTC and \$2,360,889 in PPP. Used for payroll and payroll related expenses, utilities, interest on secured equipment, rent, cloud based software costs, HR costs, PPE supplies.

Complete questions 11 and 12 for Fixed Capital Outlay Projects

11. Status of Construction

a. What is the current phase of the project?

- Planning
 Design
 Construction
 N/A

b. Is the project "shovel ready" (i.e permitted)?

c. What is the estimated start date of construction?

d. What is the estimated completion date of construction?

12. List 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.

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

Spending Category	Description	Amount
Administrative Costs:		
Executive Director/Project Head Salary and Benefits	Salary for FIBA's Co-Executive Directors to represent and operate the Florida-Israel Business Accelerator (FIBA) throughout the State of Florida	180,000
Other Salary and Benefits	Salaries for a Sales/Business Development Manager, Marketing Coordinator and Office Manager/Executive Assistant	140,000
Expense/Equipment/Travel/Supplies/Other	Administrative services, office equipment, supplies, and administrative travel	40,000
Consultants/Contracted Services/Study	Fees for various types of professional service providers and Executive Advisors to provide expert guidance to Israeli companies	20,000
Operational Costs: Other		
Salary and Benefits		0
Expense/Equipment/Travel/Supplies/Other	Support for recruitment of Israeli and Florida companies, professional membership subscriptions, conference attendance, IT and program Infrastructure, marketing, media and communications support, event promotion, and event production equipment	70,000
Consultants/Contracted Services/Study	Consultants to assist with recruitment of Israeli and Florida companies, professional service companies to assist with event management and operations, website management and media strategy	50,000
Fixed Capital Construction/Major Renovation:		
Construction/Renovation/Land/Planning Engineering		0
Total State Funds Requested (must equal total from question #6)		500,000



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14. Program Performance

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

FIBA will work with its Florida industry partners to identify their technology pain-points (shortfalls) and then curate Israeli technologies that map to those needs. FIBA will then facilitate the deployment of Israeli technology to various Florida industry sectors, particularly data management and cybersecurity. This will result in a positive impact on Florida's economy by creating new jobs, Israeli companies expanding their presence in Florida, and investment dollars being raised and spent in Florida. FIBA will also continue to connect innovative technology solutions from Israel with Florida's tourism, hospitality and retail industries, as well as with partners in space, agriculture and health care in order to address their most pressing operational challenges.

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

FIBA will coordinate with its key industry partners in Florida in order to determine their most pressing challenges. This endeavor will focus on the Sarasota-Manatee area with statewide application, working with key business and government entities. The project will include identifying and connecting proven Israeli technology companies to these Florida-based industry partners in need of innovative solutions to address critical needs, particularly in the areas of data security. Activities will also include building partnerships between Israeli and Florida companies and investors in order to encourage Israeli companies to open US subsidiaries in Florida thus creating high-skilled/high-wage jobs; and continue collaborating with Florida economic development and entrepreneurial support organizations to provide resources to Israeli companies looking to grow their businesses in Florida.

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

As Florida continues to experience exponential demographic and economic growth, Florida's businesses and governments are experiencing increased demands for their services. Accompanying this growth is the heightened need for these entities to keep their customers', patients' and constituents' private information safe within its institutions. Israeli technological advances in the areas of data management and cybersecurity will help these businesses and governments to address these data security challenges which will benefit all Floridians by helping to keep their personal information private and secure.

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

Statewide, the population will be positively impacted by the deployment of proven Israeli technology that enhances the security and tightens the access to sensitive personal data that is shared with a business or government in Florida. In addition, the statewide population - and people employed in - some of Florida's key industries including hospitality/retail, agriculture, cybersecurity and healthcare will benefit from efficiencies gained through the use of Israeli innovation in these fields. FIBA will address cross-industry challenges including labor shortages, employee burnout, employee and customer safety, customer loyalty and remote access to personal and professional services - all of which will impact Florida residents statewide.

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

Methodology includes partnering with key Florida industry sectors to identify their immediate technology needs in order to connect them with technology from Israel that solves critical business challenges. Benefit is that the general public will experience the efficiencies and effectiveness of improved operations across many Florida-based businesses and governments. Florida will benefit economically as well as more Israeli companies will open offices and create jobs in Florida.

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 the contract?

Pro rata reimbursement of appropriated funds.

15. Requester Contact Information

a. First Name **Last Name**

b. Organization



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c. E-mail Address

d. Phone Number Ext.

16. 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

17. Lobbyist Contact Information

a. Name

b. Firm Name

c. E-mail Address

d. Phone Number