



# The Florida Senate

## Local Funding Initiative Request - Fiscal Year 2018-2019

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

2. **Senate Sponsor:** Oscar Braynon

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

4. **Project/Program Description:**

The purpose is to provide the Foreign Trade Zones off port sites with the tools and training necessary for the small business occupants to be financially sustainable and successful in their business pursuits. Additionally, to provide resource support to the owners of properties of the Foreign Trade Zones and the small business occupants housed in these enterprise locations. This program will serve to provide mentorship for small businesses, and further support their success.

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 Economic Opportunity

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
1,000,000		1,000,000

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):** 1,000,000

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)

c. What is the most recent fiscal year the project was funded? 2016-17



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- 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.)		
	A	B	C
Column:			
Funds Description:	Prior Year Recurring Funds *	Prior Year Nonrecurring Funds *	Total Funds Appropriated (Column A + Column B)
Input Amounts:			

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

Yes

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

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 be able to provide small businesses (True Small Businesses with 1 to 25 employees) that operate within the Foreign Trade Zones (FTZ) with the resources and support they need to compete and be economically successful in the economic environment, bolstered by 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 service, the municipalities and the counties.

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

The implemented 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 signage and features highlighting the presence of the FTZ Program. We will continue this exercise as we engage possible expansion of the zones outside of the Pilot City. We have analyzed and evaluated the needs of 15 of the 45 possible businesses identified as prospective active participants and have enrolled 6 in the International Business and Foreign Trade (IBFT) curriculum developed within Broward College in the Economic Development Department. We have drafted a 1-3 year improvement plan for three companies, while expanding outreach to companies strategically placed in the Pilot City of Lauderdale Lakes. We have begun initiatives to expand the initial pilot to include the FTZ's located in the City of Miramar where there are a significant number of small businesses.



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### c. How will the funds be expended?

Spending Category	Description	Amount
Administrative Costs		
<input checked="" type="checkbox"/> Executive Director/Project Head Salary and Benefits	Full Time District Director-manage and oversee the program - reporting to CE Director.	100,717
<input checked="" type="checkbox"/> Other Salary and Benefits	3 Salaried positions. 1 full time Program Coordinator and 2 Part-Time Coordinators in support of the program demands and initiatives.	119,844
<input checked="" type="checkbox"/> Expense/Equipment/Travel/Supplies/Other	Instructor (in person) Online Intermediate Training Curriculum development; Instructional Materials (software, books, technology); Course fees (online & in person).	639,439
<input checked="" type="checkbox"/> Consultants/Contracted Services/Study	Conferences/Memberships/Subscriptions; Membership/Subscription Fees; Promotional/Marketing Material (print, broadcast, social media, etc.).	140,000
Operational Costs		
<input type="checkbox"/> Salary and Benefits		
<input type="checkbox"/> Expense/Equipment/Travel/Supplies/Other		
<input type="checkbox"/> Consultants/Contracted Services/Study		
Fixed Capital Construction/Major Renovation		
<input type="checkbox"/> Construction/Renovation/Land/Planning Engineering		



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TOTAL		1,000,000
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**d. What are the direct services to be provided to citizens by the appropriations project?**

The direct services to be provided to the businesses in the Seaport Training Project are as follows: Business Evaluation and Analysis; System Establishment; Marketing; Accounting and Taxation; Social Media Utilization and Optimization Strategies; Logistics and Warehousing Support; International Trade; Market Segmentation; Transportation Logistics; Management and Logistics, Import and Export, International Costing and Pricing; International Marketing; Business Plan Development and other related business administration subject areas.

**e. 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) and 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 6 are currently registered and enrolled in the IBFT module at Broward College. The other 9 businesses are being counseled and serviced but cannot be registered because of the lack of funding in the 2017/2018 budget cycle. The expansion of the Pilot to include the City of Miramar's zone will increase the number of possible participants and is dependent on funding.

**f. 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 occupying Foreign Trade Zones as a result of counselling 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.

**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?**

Reduction or elimination of future funding requests.

**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:** Patrick Buchanan
- b. **Organization:** Greater Caribbean American Chamber of Commerce, Inc.
- c. **Email:**
- d. **Phone Number:** (954)816-4635

**14. Recipient Contact Information:**



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## *Local Funding Initiative Request - Fiscal Year 2018-2019*

**a. Organization:** Broward College

**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:** Diane Peart

**e. E-mail Address:** dpeart@broward.edu

**f. Phone Number:** (954)201-7871

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

**a. Name:** None

**b. Firm:** None

**c. Email:**

**d. Phone Number:**