



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2019-2020

LFIR#: 1516

1. **Title of Project:** FloridaMakes
2. **Senate Sponsor:** Wilton Simpson
3. **Date of Submission:** 02/07/2019
4. **Project/Program Description:**

FloridaMakes is a statewide, industry-led, public-private partnership operated by an alliance of Florida's regional manufacturer associations with the sole mission of strengthening and advancing Florida's economy by improving the competitiveness, productivity, and technological performance of its manufacturing sector, with an emphasis on small- and medium-sized firms. It accomplishes this by providing services focused on three principle value streams: technology adoption, talent development, and business growth. As a National Institute of Standards and Technology (NIST) Manufacturing Extension Partnership (MEP) approved center, FloridaMakes is the official representative of the MEP National Network in Florida.

5. **State Agency to receive requested funds :** Department of Economic Opportunity
State Agency Contacted? Yes
6. **Amount of the Nonrecurring Request for Fiscal Year 2019-2020**

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

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)	500,000	33.33%
Federal	500,000	33.33%
State (excluding the amount of this request)	0	0.00%
Local	0	0.00%
Other	500,000	33.33%
Total Project Costs for Fiscal Year 2019-2020	1,500,000	100.0%

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

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	NonRecurring		
2017-18		500,000	2226H	No

9. **Is future-year funding likely to be requested?** Yes
 - a. **If yes, indicate non-recurring amount per year.** 500,000



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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		
Other Salary and Benefits		
Expense/Equipment/Travel/Supplies/Other		
Consultants/Contracted Services/Study		
Operational Costs:		
Salary and Benefits	Business advisors (state-wide).	425,000
Expense/Equipment/Travel/Supplies/Other	Travel, computer equipment, supplies, training & development.	50,000
Consultants/Contracted Services/Study	Marketing & outreach.	25,000
Fixed Capital Construction/Major Renovation:		
Construction/Renovation/Land/Planning Engineering		
Total State Funds Requested (must equal total from question #6)		500,000

11. Program Performance:

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

Increased competitiveness of Florida manufacturing, improved talent, expanded markets, and increased adoption and use of state-of-the-art technologies. Economic growth through business expansion and retention activities that will advance and diversify Florida’s economy. Specific purpose of state funds is to provide service to unserved and under-served regions of the state, with a particular emphasis on rural manufacturing regions.

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

Accelerated adoption of advanced manufacturing technologies and processes, leadership and workforce talent training and development, strategic business growth of new and existing customers and markets, including greater participation of Florida firms in commercial space, aerospace, aviation, and defense supply chain.

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

Productivity-enhancing business and technical assistance to accelerate technology adoption, develop talent to narrow or close the skills gap, and increase growth through the development of new products, processes, customers, and markets.

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

Florida’s 20,510 manufacturing establishments and the 377,400-person workforce employed in those manufacturing firms. Specific emphasis on small business. 80% of Florida’s manufacturing firms employ fewer than 20 persons.

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



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Core measures include new & retained sales (=\$175M), cost savings and avoidance (=\$24.5M), increased capital investment (=\$52.5M), and jobs created or retained (=1750). Federal client sponsor surveys, through a third-party 6 months after project completion to determine the impacts realized.

- 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

13. **Requestor Contact Information:**

- a. **Name:** Kevin Carr
- b. **Organization:** FloridaMakes
- c. **E-mail Address:** Kevin.Carr@floridamakes.com
- d. **Phone Number:** (407)450-7206

14. **Recipient Contact Information:**

- a. **Organization:** FloridaMakes, Inc.
- b. **County:** Statewide
- 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:** Kevin Carr
- e. **E-mail Address:** Kevin.Carr@floridamakes.com
- f. **Phone Number:** (407)450-7206

15. **Lobbyist Contact Information**

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