



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2019-2020

LFIR#: 1861

1. **Title of Project:** Beaver Street Enterprise Center

2. **Senate Sponsor:** Audrey Gibson

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

4. **Project/Program Description:**

Beaver Street Enterprise Center is a core-city business incubator serving primarily minority and women-owned start-up companies in Jacksonville, FL.

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	388,162
Fixed Capital Outlay	
<b>Total State Funds Requested</b>	<b>388,162</b>

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)	388,162	100.00%
Federal	0	0.00%
State (excluding the amount of this request)	0	0.00%
Local	0	0.00%
Other	0	0.00%
<b>Total Project Costs for Fiscal Year 2019-2020</b>	<b>388,162</b>	<b>100.0%</b>

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

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	NonRecurring		
2017-18		400,000	2226H	Yes

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

a. If yes, indicate non-recurring amount per year. \$400,000

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

Spending Category	Description	Amount
<b>Administrative Costs:</b>		
Executive Director/Project Head Salary and Benefits		



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Other Salary and Benefits		
Expense/Equipment/Travel/Supplies/Other		
Consultants/Contracted Services/Study		
<b>Operational Costs:</b>		
Salary and Benefits	100 percent Executive Director: Salary \$75,000, Benefits \$12,287. 100 percent Office Manager - \$35K salary + \$8,217 benefits. 100 percent Program Manager - \$40K salary + \$9,200 benefits. 100 percent Facilities Manager - \$30K salary +\$7,708 benefits 100 percent Receptionist - \$25K salary + \$5,750 benefits.	248,162
Expense/Equipment/Travel/Supplies/Other	Utilities, maintenance and repairs, marketing and advertising, staff training, business training for clients, office supplies and equipment, furnishings, audio-visual and technical equipment, phone service, HVAC upgrades, and insurance.	140,000
Consultants/Contracted Services/Study		
<b>Fixed Capital Construction/Major Renovation:</b>		
Construction/Renovation/Land/Planning Engineering		
<b>Total State Funds Requested (must equal total from question #6)</b>		<b>388,162</b>

**11. Program Performance:**

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

Beaver Street Enterprise Center will provide incubation services to an increased number of start-up companies: 60 companies compared to 45 now served, to help these companies succeed and create jobs in the core city. The center will develop and support small, minority-, and/or women-owned businesses with start-up planning, access to professional services, office space, furniture, reception services, use of conference rooms, and networking opportunities.

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

Staff and partners will work closely with each client company to create individual action plans to ensure business success. The center will hold training workshops and one-on-one mentoring sessions for all client companies. The center will provide office space, furnishings, phone, fax and copier services, reception services, building security, and use of the conference rooms for client meetings and events.

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

Use of office space and amenities (listed above), consulting, training, and monitoring

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

Owners of start-up companies in core-city Jacksonville. If funding is approved, the center will have the capacity to serve up to 60 client companies with a combined total of more than 500 employees, serving hundreds of clients and customers across a range of industries

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



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#### will be measured?

Business longevity of five years or more and an average of 10 jobs created per company. The center will measure these outcomes through an annual jobs census of resident companies

**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?**

Agreed upon penalties to be determined.

**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:** Theresa Johnson
- b. **Organization:** Beaver Street Enterprise Center
- c. **E-mail Address:** Theresa.johnson@bsecenter.net
- d. **Phone Number:** (904)265-4710

**14. Recipient Contact Information:**

- a. **Organization:** Beaver Street Enterprise Center
- b. **County:** Duval
- 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:** Theresa Johnson
- e. **E-mail Address:** Theresa.Johnson@bsecenter.net
- f. **Phone Number:** (904)265-4710

**15. Lobbyist Contact Information**

- a. **Name:** Paul Wharton
- b. **Firm Name:** Health Care & Education Consulting
- c. **E-mail Address:** drpaulwharton@gmail.com
- d. **Phone Number:** (905)563-0627