



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2019-2020

LFIR#: 2453

1. **Title of Project:** UNF-TheBridgesCompetitiveSmall Business Initiative

2. **Senate Sponsor:** Audrey Gibson

3. **Date of Submission:** 03/15/2019

4. **Project/Program Description:**

The Bridges Initiative is a supplier development program that will connect small businesses with mentoring, capital access, and contracts with larger companies to help earn business with established corporations. The objective of the program is to increase utilization of local and strategic vendors while promoting supply chain diversification among corporations. There are three main components to the program: (1) getting small businesses prepared for the opportunities available, (2) encouraging large corporations to give well-prepared small businesses an opportunity to earn their business, and (3) entrepreneurial research.

5. **State Agency to receive requested funds :** Department of Education

State Agency Contacted? Yes

6. **Amount of the Nonrecurring Request for Fiscal Year 2019-2020**

Type of Funding	Amount
Operations	350,000
Fixed Capital Outlay	
Total State Funds Requested	350,000

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)	350,000	100.0%
Federal	0	0.0%
State (excluding the amount of this request)	0	0.0%
Local	0	0.0%
Other	0	0.0%
Total Project Costs for Fiscal Year 2019-2020	350,000	100.0%

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

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	NonRecurring		
2018-19		350,000		No

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

a. **If yes, indicate non-recurring amount per year.** 350000



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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	Work with CIOs and regional corporations/entities to facilitate procurement, financial management, plan and perform ramp-up activities, coordinate venues and logistics, simulation exercises, lead communications, and post activities. Lead academic research opportunities.	60,000
Other Salary and Benefits		
Expense/Equipment/Travel/Supplies/Other		
Consultants/Contracted Services/Study		
Operational Costs:		
Salary and Benefits	Work with CIOs and regional corporations/entities to facilitate procurement, financial management, plan and perform ramp-up activities, coordinate venues and logistics, simulation exercises, lead communications, and post activities. Lead academic research opportunities.	150,000
Expense/Equipment/Travel/Supplies/Other	Databases; Curriculum, licenses, and books; Learning Management Systems; Venues, Technology-related tracking systems and online forms; Marketing & Advertising; Training, travel & supplies.	105,000
Consultants/Contracted Services/Study	Training, facilitation, and mentorship for vendors/participants.	35,000
Fixed Capital Construction/Major Renovation:		
Construction/Renovation/Land/Planning Engineering		
Total State Funds Requested (must equal total from question #6)		350,000

11. Program Performance:

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

The objective of the program is to increase utilization of local and strategic vendors while promoting supply chain diversification among corporations. Achieving this goal creates opportunities for students in the academic environment to conduct research and support & engage the small business community. In addition, the initiative has a greater reach and access regionally for students & at-risk populations that view entrepreneurship as a path towards self-sufficiency. Through the use of innovative tools specific to the program we have enhanced our local entrepreneurial ecosystem and increased opportunities for businesses to scale.

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

Access to Capital: The JAX Chamber has reached agreements with several local lending institutions to provide unique opportunities to qualified small businesses, including access to lines of credit and the ability to use signed contracts as collateral to borrow money for operating costs. **Business Exchange:** A connection program that promotes available contracting opportunities and provide a forum for smaller businesses to develop



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relationships with large corporations. CEO Roundtable: Discussions between top executives across Northeast Florida about ways to grow and develop small businesses. Entrepreneurial Education: Trainings and courses helping small businesses with a growth plan and elements they will need to succeed in earning – and keeping – business.

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

- Technical assistance and training sessions provided to make businesses more competitive:
 - o Online training orientations completed
 - o In-person training sessions (initial training)
 - o In-person graduate training sessions and student research
 - o Funding preparation
 - o Pitch opportunities
 - o In-person matchmaking opportunities with private sector

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

The target population for this project are students, low-to-moderate income populations who lack access to quality support, small and medium size enterprises (SME), and institutions throughout the entrepreneurial ecosystem. We expect to serve 400-600 participants in the program year.

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

Cohort participants have added over 200 jobs in the past two years and increased revenue by as much as 30%. Increase exposure for small business owners and entrepreneurs in the program. Over 300,000 local media impressions. Direct college student participation outside of program applicants on research projects and small business support. Create and host two or vendor development activities to attract large supplier interest to the area more routinely. Methodologies used: Jobs added, capital obtained, business models started/changed, and contracts opportunities.

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?

No additional penalties based past performance and demand for program in the community.

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.

NA

13. Requestor Contact Information:

- a. **Name:** Daniel Davis
- b. **Organization:** The JAX Chamber Foundation
- c. **E-mail Address:** Daniel.Davis@myjaxchamber.com
- d. **Phone Number:** (904)705-2802

14. Recipient Contact Information:

- a. **Organization:** University of North Florida
- b. **County:** Duval
- c. **Organization Type:**



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- For Profit
- Non Profit 501(c) (3)
- Non Profit 501(c) (4)
- Local Entity
- University or College
- Other (Please specify)

d. Contact Name: Chris Warren

e. E-mail Address: c.warren@unf.edu

f. Phone Number: (904)629-3476

15. Lobbyist Contact Information

a. Name: Heather Duncan

b. Firm Name: University of North Florida

c. E-mail Address: heather.duncan@unf.edu

d. Phone Number: (904)238-3337