



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2019-2020

LFIR#: 2456

1. **Title of Project:** Stimulating jobs in Automotive industry

2. **Senate Sponsor:** Manny Diaz

3. **Date of Submission:** 01/22/2019

4. **Project/Program Description:**

The intended purpose is to expand FADA's public-private partnership by increasing career opportunities for Floridians by offering advanced training opportunities for instructors of existing automotive programs; expanding the current numbers of certified automotive programs; and offering new educational programming to provide skilled employees for Florida's retail automotive industry. Florida's dealerships offer great careers with above average compensation. Currently the job openings exceed the number of qualified candidates. New car dealers alone would easily absorb 1,500-2,000 trained entry level technicians and 800-1,200 service advisor trainees if they were offered for employment today. Additionally we anticipate demand due to attrition and growth to top 2,000 techs and 1,000 service advisors annually. Even though we are leveraging our resources and expanding our reach we are not meeting the demand. FADA requires funding to expand awareness and improve the programs being offered.

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

State Agency Contacted? No

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

Type of Funding	Amount
Operations	500,000
Fixed Capital Outlay	
<b>Total State Funds Requested</b>	<b>500,000</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)	500,000	28.01%
Federal	0	0.00%
State (excluding the amount of this request)	35,000	1.96%
Local	0	0.00%
Other	1,250,000	70.03%
<b>Total Project Costs for Fiscal Year 2019-2020</b>	<b>1,785,000</b>	<b>100.0%</b>

8. **Has this project previously received state funding?** No

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	NonRecurring		



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9. Is future-year funding likely to be requested? Yes
- a. If yes, indicate non-recurring amount per year. 195000

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		
Other Salary and Benefits		
Expense/Equipment/Travel/Supplies/Other	Travel to schools/programs across State	8,000
Consultants/Contracted Services/Study		
<b>Operational Costs:</b>		
Salary and Benefits	Initial teacher support - Service Advisor Program	120,000
Expense/Equipment/Travel/Supplies/Other	Instructor training, programs expansion, marketing collateral, advisory groups, programmatic support, scholarships	289,500
Consultants/Contracted Services/Study	Marketing creation, curriculum support, study & launch expansion into diesel & auto body programs, website development	82,500
<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>500,000</b>

11. Program Performance:

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

Florida currently does not have adequate resources to train the amount of Automotive Technicians need to supply its demand. These funds will be used to expand the reach of certified automotive programs in Florida; increase advanced training for instructors of existing automotive programs; and broaden new educational programs to skilled employees working in Florida’s automotive industry.

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

Increase affiliated programs; Launch Service Advisor training programs; Broaden training opportunities to automotive instructors; Bolster student inflows to automotive training programs.

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

Through affiliated certified automotive programs, citizens in the automotive industry will receive training, tools, mentoring & a greater selection of job opportunities in the automotive industry. Additionally, Dealerships will be able to hire and retain more highly skilled personnel, which will affect car owners who receive service from dealerships. Finally, jobs will be created as a result of more available training in this industry.

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



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High school students; University/college students -- >4000

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

The expected benefit or outcome is to improve quality of education; increase or improve economic activity; create specific immediate job opportunities; and enhance specific individual's economic self-sufficiency. The method used to measure outcomes will be increased numbers of qualified students to fill current and future available internships and job positions in the states automotive industry.

**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?**

None.

**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:** Ted Serbousek
- b. **Organization:** Florida Automobile Dealers Association
- c. **E-mail Address:** tws@ritcheyautos.net
- d. **Phone Number:** (386)527-5340

**14. Recipient Contact Information:**

a. **Organization:** Florida Automobile Dealers Association/ASE Education Foundation's Student Development Program

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) Non Profit 501 (c)(6)

d. **Contact Name:** Ted Smtih

e. **E-mail Address:** teds@flada.org

f. **Phone Number:** (850)224-1466

**15. Lobbyist Contact Information**

a. **Name:** David Ramba

b. **Firm Name:** Ramba Consulting Group



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c. **E-mail Address:** david@rambaconsulting.com

d. **Phone Number:** (850)727-7086