



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2019-2020

LFIR#: 2609

**1. Title of Project:** AdvancingFlorida - Planning and Piloting

**2. Senate Sponsor:** Darryl Rouson

**3. Date of Submission:** 03/19/2019

**4. Project/Program Description:**

The request is funding for the planning year of AdvancingFlorida, an emerging 5-year plan to implement and align strategies that accelerate economic growth for Florida’s racial and ethnic minorities. In FY 2019-20, partner organizations will work together to plan and pilot strategies and actions toward full-scale implementation in FY 2020-21.

The planning will include three quarterly cross-state meetings of 60 innovation leaders, to design parallel practices and policies to speed progress in 4 impact areas (Small Business Growth, Workforce Development, Financial Wealth, and Neighborhood Revitalization). The piloting will include implementations of leading-edge practices in the four impact areas to demonstrate their efficacy in accelerating results.

Project partners include the Florida State Minority Supplier Development Council, CDC of Tampa, Tampa Bay Black Business Initiative Fund, 2020 Plan, One Community Plan, Pinellas County Urban League, and others.

**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	1,000,000
Fixed Capital Outlay	
<b>Total State Funds Requested</b>	<b>1,000,000</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)	1,000,000	90.50%
Federal	0	0.00%
State (excluding the amount of this request)	0	0.00%
Local	45,000	4.07%
Other	60,000	5.43%
<b>Total Project Costs for Fiscal Year 2019-2020</b>	<b>1,105,000</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. 1000000

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	1) Contractual Executive Director of Planning	55,000
Other Salary and Benefits	1) Contractual Planning Coordinator (\$37,500) 2) Contractual Pilot Coordinator (\$27,000)	64,500
Expense/Equipment/Travel/Supplies/Other	1) Technology/audiovisual equipment including a projector, two laptops, and peripherals (\$3,000) 2) Outcome tracking solution subscription, design and implementation costs (\$28,000) 3) Website and communications platform design and implementation costs (\$12,000)	43,000
Consultants/Contracted Services/Study	1) Third-party evaluation team (\$60,000) 2) Baseline economic analysis and implementation performance dashboard (\$30,000)	90,000
<b>Operational Costs:</b>		
Salary and Benefits		
Expense/Equipment/Travel/Supplies/Other	1) Meeting supplies, space fees, food, AV rental, and other costs (\$22,000) 2) Florida organizational leaders travel (\$20,000) 3) 8,000 miles at \$.585 per mile (\$4,680) 4) Subject matter experts travel (\$12,000)	58,680
Consultants/Contracted Services/Study	1) Cross-state meeting facilitator (\$30,000) 2) PILOT 1 - P4 MBE Program (\$190,000) 3) PILOT 2 - Home Restoration Program (\$160,000) 4) PILOT 3 - Florida Lending Circles (\$160,000) 5) PILOT 4 - Replication analysis St. Pete Works (\$125,000) 6) Subject matter expert stipends (\$23,820)	688,820
<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>1,000,000</b>

11. Program Performance:

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

The overarching goal of the project is to develop a statewide plan to speed Florida's progress toward inclusive growth, which is imperative for a state that ranks 4th in the nation for largest minority population and that is on track to have a majority-minority workforce by the year 2021. The two-fold purpose of the project is to a)



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forge a 5-year plan to measurably accelerate economic growth for Florida's racial and ethnic minorities, while b) piloting and refining programs that will become a foundation for the 5-year plan.

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

PLANNING activities, organized by a staff of 3, will unfold over 12-months and include a) 3 quarterly cross-state meetings of 60+ community practitioners to design a set of parallel practices and plans-to-scale programming across the 4 impact areas, b) design and development of performance tracking and communications technology, c) an electronic survey among a representative, scientific sample of Floridians to elicit their insights about economic priorities for minority communities, and d) review and panel discussions by 12 subject matter experts from across America. PILOTING activities, carried out by leading practitioners in 7 counties that are home to 71 percent of Florida's minority workforce and 79 percent of minority entrepreneurs, will engage 144 entrepreneurs, developers, and homebuyers/owners in one of 4 programs designed to grow incomes and assets (see pilots listed under question 11c). Counties are Broward, Duval, Hillsborough, Miami-Dade, Orange, Palm Beach, and Pinella

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

Alongside PLANNING activities, AdvancingFlorida will engage citizens in the following PILOT activities: SMALL BUSINESS: Pilot of P4 MBE Program engaging 40 micro and second-stage minority entrepreneurs in an 8-month growth-accelerator program to help them access \$12 million in capital and procurement contracts. FINANCIAL HEALTH: Pilot of Florida Lending Circles engaging 60 people to grow their credit scores by an average 40 points and save an average \$1,200 over 8 months. JOBS & SKILLS: Replication analysis of St. Pete Works as a workforce collaboration model to grow career pathways for unemployed, low-income, and ex-offender workers. NEIGHBORHOODS: Pilot Home Restoration Loan Program, for mortgage, rehab, and energy efficiency loans for 40 homebuyers/owners and 4 developers.

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

The project will serve both individuals and the organizations whose mission is to improve quality of life. • PLANNING Activities in FY 2020 will engage leaders of 60 development organizations, along with 12 subject matter experts, a staff of three, and a third-party evaluation team, in collaborating to forge a 5-year plan that will enter its first year of implementation in FY 2021. • PILOTING Activities in FY 2020 will engage 144 individuals in four pilot programs (40 entrepreneurs to grow capital access and contracting, 60 consumers desiring to improve credit scores and grow savings, 40 homeowners/buyers to buy or rehab homes, and 4 affordable housing developers seeking sustainable approaches to quicken their pace of development).

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

The expected outcomes of PLANNING include a) a 5-year collective impact plan for inclusive growth that will be implemented in FY 2021, b) a detailed implementation budget and leverage plan for FY 2021-25, and c) infrastructure to support the start of implementation in FY 2021, including a performance outcome tracking solution. The expected outcomes of PILOTING (by 6/30/2020) will include: SMALL BUSINESS: 70 percent of 40 minority entrepreneurs engaged in the P4 MBE Program will grow revenue and secure an aggregate \$12 million in capital & procurement contracts. FINANCIAL HEALTH: 80% of 60 people enrolled in Florida Lending Circles will grow their credit scores by an avg 40 points and save an avg \$1,000. JOBS: Guidance will be completed for replications of St. Pete Works as a workforce collaboration model to grow career pathways for low-income and



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ex-offender workers. NEIGHBORHOODS: 40% of 100 homebuyers/owners engaged will access affordable loans; and 33% of 12 developers en

- 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 recommendation.

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.**

Not applicable

13. **Requestor Contact Information:**

- a. **Name:** Derrick Blue
- b. **Organization:** Tampa Hillsborough Action Plan, Inc.
- c. **E-mail Address:** derrick.blue@thap-inc.org
- d. **Phone Number:** (813)770-0183

14. **Recipient Contact Information:**

- a. **Organization:** Tampa Hillsborough Action Plan, Inc.
- b. **County:** Hillsborough
- 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:** Derrick Blue
- e. **E-mail Address:** derrick.blue@thap-inc.org
- f. **Phone Number:** (813)770-0183

15. **Lobbyist Contact Information**

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