



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2021-2022

LFIR # 2095

1. Project Title

2. Senate Sponsor

3. Date of Request

4. Project/Program Description

The Bridges program is a small business development initiative that has been assisting and developing local entrepreneurs for seven years. The program complements federal and state efforts to grow small business activities. It helps smaller companies grow and promotes supply chain diversification among corporations. This is accomplished through a series of entrepreneurial activities that prepare small and medium enterprises (SMEs) for growth. During the qualification process, small businesses will perfect plans, pitches, and strategies through entrepreneurial education, teaming & mentoring.

5. State Agency to receive requested funds

State Agency contacted?

6. Amount of the Nonrecurring Request for Fiscal Year 2021-2022

Type of Funding	Amount
Operations	350,000
Fixed Capital Outlay	0
Total State Funds Requested	350,000

7. Total Project Cost for Fiscal Year 2021-2022 (including matching funds available for this project)

Type of Funding	Amount	Percentage
Total State Funds Requested (from question #6)	350,000	100%
Matching Funds		
Federal	0	0%
State (excluding the amount of this request)	0	0%
Local	0	0%
Other	0	0%
Total Project Costs for Fiscal Year 2021-2022	350,000	100%

8. Has this project previously received state funding?

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	Nonrecurring		
2020-21	0	350,000	150	Yes

9. Is future funding likely to be requested?

a. If yes, indicate nonrecurring amount per year.

b. Describe the source of funding that can be used in lieu of state funding.

10. Has the entity requesting this project received any federal assistance related to the COVID-19 pandemic?



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If yes, indicate the amount of funds received and what the funds were used for.

The JAX Chamber Foundation received \$420,000 in federal CARES Act dollars to provide education, training and advising to small businesses related to COVID-19 economic recovery efforts.

11. Details on how the requested state funds will be expended

Spending Category	Description	Amount
Administrative Costs:		
Executive Director/Project Head Salary and Benefits	Capture and publish outcomes; Identify, market, and contact participants, mentors, & suppliers; Identify technologies and venue for program; provide training for vendors, suppliers, and facilitators; and Lead technology solutions for virtual operations: learning management systems, online databases, and forms.	60,000
Other Salary and Benefits		0
Expense/Equipment/Travel/Supplies/Other		0
Consultants/Contracted Services/Study		0
Operational Costs: Other		
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,	150,000
Expense/Equipment/Travel/Supplies/Other	Databases; Curriculum, licenses, and books; Learning Management Systems; Venues, Technology-related tracking systems & 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		0
Total State Funds Requested (must equal total from question #6)		350,000

12. Program Performance

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

The objective of the program is to increase taxable sales revenue for the region and increase utilization of local and strategic vendors while promoting supply chain diversification among corporations. There are three main components: (1) getting small businesses prepared for the opportunities available, (2) encouraging large corporations to give well-prepared small businesses an opportunity to earn business, and (3) using technology to offer training and upskilling opportunities for local workers. The Bridges program partners with government efforts and supplements them when they are unavailable such as during the pandemic.

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

The management and practice of remote customer service to support online and in-person training registrations, simulation event completions, customer development plans, and business model validation submissions.

c. What direct services will be provided to citizens by the appropriation project?

Online/In-person training registrations, simulation event completions, customer development plans, and business model validation submissions. Pitch contest with opportunities, supplier/vendor contract opportunity, Access to capital showcase (loan applications, pitches, and loans) to grow small business activity. Asset building and financial management.

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



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Jobless persons, Small business owners, Veterans, and Disadvantaged businesses. In previous years we served 150 applicants per six months for a total of more than 300 participants. We have seen those numbers increased during COVID-19 by as much as 75-100% serving more than 500 people. With technology, the population served can be scaled if we experience COVID-19 pandemic levels. We are also adding a Work and Learn component, which will allow local companies to send employees to be trained in.

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

Some business owners by becoming more sustainable will impact jobs and employment opportunities for themselves and others. Change in business/revenue models, business formation, contract opportunities that increase taxable revenue for the state of Florida. A sample of businesses have reported an average of a 20% increased in sales within 12-18 months of the program. Some have more than doubled. As an example, if 300 business saw an increase of \$30k in sales as a result of taking the program it would increase sales revenue for the state of Florida by \$9 Million.

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 the contract?

Return unused funds if unable to perform duties presented.

13. The owners of the facility to receive, directly or indirectly, any fixed capital outlay funding. Include the relationship between the owners of the facility and the entity.

No fixed capital outlay funding to be received.



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14. Requestor Contact Information

a. First Name Last Name

b. Organization

c. E-mail Address

d. Phone Number Ext.

15. Recipient Contact Information

a. Organization

b. Municipality and County

c. Organization Type

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

d. First Name Last Name

e. E-mail Address

f. Phone Number

16. Lobbyist Contact Information

a. Name

b. Firm Name

c. E-mail Address

d. Phone Number