



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2022-2023

LFIR # 1495

1. Project Title

2. Senate Sponsor

3. Date of Request

4. Project/Program Description

The requested funds will enable the Florida State Minority Supplier Development Council (FSMSDC) to expand its successful service approach to engage 250 second-stage minority-owned firms throughout Florida (including Hispanic-, black-, Native American-, Asian-, and other minority-owned firms) to help them grow their capacity, revenue, and job creation through training, technical assistance, capital access, and contracting and transactions support. The organization is the only agency that serves the entire State of Florida focused on minority business development and capacity building.

5. State Agency to receive requested funds

State Agency contacted? Yes

6. Amount of the Nonrecurring Request for Fiscal Year 2022-2023

| Type of Funding | Amount |
|------------------------------------|----------------|
| Operations | 477,500 |
| Fixed Capital Outlay | 0 |
| Total State Funds Requested | 477,500 |

7. Total Project Cost for Fiscal Year 2022-2023 (including matching funds available for this project)

| Type of Funding | Amount | Percentage |
|--|----------------|-------------|
| Total State Funds Requested (from question #6) | 477,500 | 82% |
| Matching Funds | | |
| Federal | 0 | 0% |
| State (excluding the amount of this request) | 0 | 0% |
| Local | 30,000 | 5% |
| Other | 75,000 | 13% |
| Total Project Costs for Fiscal Year 2022-2023 | 582,500 | 100% |

8. Has this project previously received state funding? No

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

9. Is future funding likely to be requested? Yes

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?

Yes



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

PPP loan \$246,238 and EIDL \$10,000 - Funds were used for payroll and office lease.

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

| Spending Category | Description | Amount |
|--|--|----------------|
| Administrative Costs: | | |
| Executive Director/Project Head Salary and Benefits | 50% of full-time schedule/salary will be committed to this expansion project | 75,000 |
| Other Salary and Benefits | 1) 25% of full-time schedule/salary of office manager 2) 25% of full-time schedule/salary of data and research coordinator | 65,000 |
| Expense/Equipment/Travel/Supplies/Other | 1) 10,000 local miles @ \$.56 per mile 2) Two statewide convening of minority entrepreneurs will be conducted 3) Office supplies | 16,500 |
| Consultants/Contracted Services/Study | 1) IT support services 2) Marketing coordination services | 35,000 |
| Operational Costs: Other | | |
| Salary and Benefits | 1) 100% of full-time schedule/salary of two business consultants will be committed to this project 2) 100% of full-time schedule/salary of one client support specialist will be committed to this project | 220,000 |
| Expense/Equipment/Travel/Supplies/Other | 1) Client training and service supplies 2) Online learning community subscriber fees | 18,000 |
| Consultants/Contracted Services/Study | 1) Third-party evaluation services 2) Training facilitation fees for multiple facilitators | 48,000 |
| Fixed Capital Construction/Major Renovation: | | |
| Construction/Renovation/Land/Planning Engineering | | 0 |
| Total State Funds Requested (must equal total from question #6) | | 477,500 |

12. Program Performance

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

The requested funds will enable the FSMSDC to expand its successful service approach to engage 250 second-stage minority-owned firms throughout Florida (including Hispanic-, black-, Native American-, Asian-, and other minority-owned firms) to help them grow their capacity, revenue, and job creation through training, technical assistance, capital access, and contracting and transactions support.

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

Working statewide, FSMSDC will identify, help develop, and match minority-owned businesses with government and procurement opportunities and work with them to secure the capital, partnerships, and bonding capacity needed to identify, secure, and perform on new contracts.

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

Minority entrepreneurs throughout Florida will benefit from direct services that include a) assessment of their readiness to engage or grow in government and corporate procurement programs; b) development of a growth plan covering a range of capacity elements; c) capacity-building services to help entrepreneurs secure bonding, financing, and contracts; and d) transaction services to help entrepreneurs complete capital access transactions, export transactions, teaming arrangements, joint ventures, and procurement contracts.

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



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The project will expand 250 micro-to-second-stage minority-owned firms with as few as 1 to 5 employees and from \$50,000 to \$10 million in annual revenue who have the potential to reignite or accelerate growth with intensive, sustained technical assistance. Firms taking part in this initiative will include Hispanic, black, Native American, Asian, and other racial and ethnic minorities throughout Florida.

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

The overarching goal of the project is to grow the capacity and capital access of minority-owned firms throughout Florida. The project is designed to achieve the following measurable objectives: 1) Increasing the number and dollar value of procurement contracts secured by minority-owned firms, including \$30 to \$40 million in new contracts secured and \$10 to \$20 million in contract-related working capital, as captured by transaction records. 2) Increasing job creation by minority-owned firms, including 30 to 50 firms creating 2 to 5 new jobs within the project year, as measured by pre- and post-service surveys of business owners.

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?

Failure to meet targeted performance measures will disallow funding requests in the subsequent fiscal year. Standard contract penalties are sufficient.

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.

Not applicable.



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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