



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2022-2023

LFIR # 2024

1. Project Title

2. Senate Sponsor

3. Date of Request

4. Project/Program Description

Increased competitiveness of FL manufacturing focusing on building the talent pipeline, upskilling incumbent workers, increasing the adoption of smart factory technologies, and building more robust, resilient supply chains. Economic growth through business expansion and retention activities that will advance and diversify the economy. Specific purpose of funds is to bring these services to unserved and under-served regions of the state, with a particular emphasis on rural manufacturing regions.

5. State Agency to receive requested funds

State Agency contacted?

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

Type of Funding	Amount
Operations	2,000,000
Fixed Capital Outlay	0
<b>Total State Funds Requested</b>	<b>2,000,000</b>

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)	2,000,000	50%
<b>Matching Funds</b>		
Federal	1,000,000	25%
State (excluding the amount of this request)	0	0%
Local	0	0%
Other	1,000,000	25%
<b>Total Project Costs for Fiscal Year 2022-2023</b>	<b>4,000,000</b>	<b>100%</b>

8. Has this project previously received state funding?

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	Nonrecurring		
2017-18	0	500,000	2226H	No

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.

Support the mitigation and/or recovery of realized or anticipated lost sales or markets, skilled workforce, and the incorporation of new health and safety protocols and standards that support the recovery of manufacturers' ability to improve their competitiveness as the marketplace adapts to the coronavirus disruption.

#### 11. 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		0
Other Salary and Benefits	Financial, outreach, and office administration	165,000
Expense/Equipment/Travel/Supplies/Other	Travel, office supplies, training	10,000
Consultants/Contracted Services/Study	Program outreach, insurance, accounting, HR, sales force, web page	25,000
<b>Operational Costs: Other</b>		
Salary and Benefits	Business advisors, talent development, supply chain	1,462,500
Expense/Equipment/Travel/Supplies/Other	Travel, equipment, supplies, training - business advisors	100,000
Consultants/Contracted Services/Study	Program outreach	237,500
<b>Fixed Capital Construction/Major Renovation:</b>		
Construction/Renovation/Land/Planning Engineering		0
<b>Total State Funds Requested (must equal total from question #6)</b>		<b>2,000,000</b>

#### 12. Program Performance

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

Increased competitiveness of FL manufacturing focusing on building the talent pipeline, upskilling incumbent workers, increasing the adoption of smart factory technologies, and building more robust, resilient supply chains. Economic growth through business expansion and retention activities that will advance and diversify the economy. Specific purpose of funds is to bring these services to unserved and under-served regions of the state, with a particular emphasis on rural manufacturing regions.

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

Improve resiliency with productivity-enhancing business and technical assistance to accelerate technology adoption, develop talent to narrow or close the skills gap, and to increase growth through the development of supply chains, new products, processes, customers, and markets.

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

Accelerated adoption of advanced manufacturing technologies and processes, leadership and workforce talent training and development, strategic business growth of new and existing customers and markets, including greater participation of Florida firms in the commercial space, aerospace, aviation, defense, medical, and food supply chains.

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

Florida's 22,127 manufacturing establishments and the 386,200 people employed by them.

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



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Core measures include new and retained sales, cost savings and avoidance, increased capital investment, and jobs created or retained. Federal sponsor surveys clients, through a third-party, 6 to 12 months after project completion to determine the impacts realized.

**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?**

Prorating future state contributions. 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.**

NA



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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