



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2023-2024

LFIR # 1083

1. Project Title

2. Senate Sponsor

3. Date of Request

4. Project/Program Description

The funds will be used to create a database of all companies in Florida who export their goods and/or services overseas. The database will allow the Florida Trade Assistance Center to match those Florida companies with companies participating in inbound trade missions to sell their goods and/or services to the inbound trade mission companies. This will lead to increased sales, revenue, and potential new jobs created by the Florida companies.

5. State Agency to receive requested funds

State Agency contacted?

6. Amount of the Nonrecurring Request for Fiscal Year 2023-2024

Type of Funding	Amount
Operations	500,000
Fixed Capital Outlay	0
<b>Total State Funds Requested</b>	<b>500,000</b>

7. Total Project Cost for Fiscal Year 2023-2024 (including matching funds available for this project)

Type of Funding	Amount	Percentage
Total State Funds Requested (from question #6)	500,000	100%
<b>Matching Funds</b>		
Federal	0	0%
State (excluding the amount of this request)	0	0%
Local	0	0%
Other	0	0%
<b>Total Project Costs for Fiscal Year 2023-2024</b>	<b>500,000</b>	<b>100%</b>

8. Has this project previously received state funding?

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	Nonrecurring		
2022-23		250,000	2297A	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?

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



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2023-2024

LFIR # 1083

## Complete questions 11 and 12 for Fixed Capital Outlay Projects

### 11. Status of Construction

a. What is the current phase of the project?

☐ Planning ☐ Design ☐ Construction

b. Is the project "shovel ready" (i.e permitted)?

c. What is the estimated start date of construction?

d. What is the estimated completion date of construction?

12. List 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.

### 13. 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		0
Expense/Equipment/Travel/Supplies/Other		0
Consultants/Contracted Services/Study	Funds will be used to locate Florida companies who export overseas and add them to a database.	500,000
<b>Operational Costs: Other</b>		
Salary and Benefits		0
Expense/Equipment/Travel/Supplies/Other		0
Consultants/Contracted Services/Study		0
<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>500,000</b>

### 14. Program Performance

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

The proposed database will allow the Florida Trade Assistance Center to match those Florida companies with companies participating in inbound trade missions to sell their goods and/or services to the inbound trade mission companies. This will lead to increased sales, revenue, and potential new jobs created by the Florida companies.

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



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2023-2024

LFIR # 1083

The funds will be used to create a database of all companies in Florida who export their goods and/or services overseas, creating a digital central repository of information for accessing what goods and services are available to inbound trade missions from Florida based businesses.

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

Although direct services to citizens is not an objective of this project, the requested funds are for the purpose of creating a centralized database to provide companies with inbound trade missions to easily and readily match Florida based companies with the appropriate service/goods needs which can increase revenues and provide job creation for all Floridians.

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

Businesses in all sixty-seven counties are the target population for this project request. Creation of the company database will lead to increased sales, revenue, and potential new jobs created by the Florida companies.

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

Increased sales, revenue, and new jobs created by Florida companies who export overseas. Exporting companies who make sales report those sales, revenue, and new jobs to the Florida Trade Assistance Center.

**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?**

Funds can be withheld until database is completed. Standard contract penalties are sufficient.

**15. Requester Contact Information**

a. First Name  Last Name   
b. Organization   
c. E-mail Address   
d. Phone Number  Ext.

**16. 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) 501(c)(6)

d. First Name  Last Name   
e. E-mail Address



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2023-2024

LFIR # 1083

f. Phone Number (305)801-6151

#### 17. Lobbyist Contact Information

a. Name Mike Grissom

b. Firm Name Buchanan Ingersoll & Rooney PC

c. E-mail Address michael.grissom@bipc.com

d. Phone Number (850)681-4238