



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2025-2026

LFIR # 2237

1. Project Title

2. Senate Sponsor

3. Date of Request

4. Project/Program Description

The Regional Entrepreneurship Centers and Statewide Small Business Loan Fund provide small business training, business development technical assistance, direct lending, and connection to markets across Broward, Dade, Palm Beach, Duval, Clay, Nassau, St. Johns, Baker, Flagler, Putnam and other Florida counties. Urban League of Broward County and its subsidiary the Central County Community Development Corporation, a Community Development Financial Institution (CDFI) will leverage it's privately raised capital with the Department of Commerce's State Small Business Credit Initiative and established guaranty fund.

5. State Agency to receive requested funds

State Agency contacted?

6. Amount of the Nonrecurring Request for Fiscal Year 2025-2026

Type of Funding	Amount
Operating	2,000,000
Fixed Capital Outlay	0
Total State Funds Requested	2,000,000

7. Total Project Cost for Fiscal Year 2025-2026 (including matching funds available for this project)

Type of Funding	Amount	Percentage
Total State Funds Requested (from question #6)	2,000,000	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 2025-2026	2,000,000	100%

8. Has this project previously received state funding?

If yes, provide the most recent instance:

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	Nonrecurring		
2023-24	0	2,000,000		No

9. Is future-year 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.

If state funding is not available, the Urban League of Broward County and the Consortium of Urban League Affiliates must secure multiple private capital grants from financial institutions and/or apply for highly competitive federal multi-year grant funding.



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Complete questions 10 and 11 for Fixed Capital Outlay Projects

10. Status of Construction

a. What is the current phase of the project?

- Planning
 Design
 Construction
 N/A

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?

e. What funding stream will be used for ongoing operations and maintenance of the project?

11. 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.

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

Spending Category	Description	Amount
Administrative Costs:		
Executive Director/Project Head Salary and Benefits		0
Other Salary and Benefits	A portion of admin staff time and costs will support marketing, fundraising, invoicing, accounting, bank and funder negotiations, and compliance with procurement and contracting. Key roles include but not limited to the Executive VP and VPs of Finance, Administration, Program Impact, and Communications.	205,797
Expense/Equipment/Travel/Supplies/Other		0
Consultants/Contracted Services/Study		0
Operational Costs		
Salary and Benefits	Staff to coordinate activities for the Entrepreneurship Center, Community Engagement, ecosystem development, grant compliance, lending, governance, and technical assistance. Positions include, Executive VP, Loan Compliance, Small Business Develop Officer, Underwriting & Contractors.	503,647
Expense/Equipment/Travel/Supplies/Other	ULBC leases its servers from a third party vendor, with outside consultants managing IT needs like remote monitoring and cloud backup. A statewide best practice training will be implemented, and costs for the Community Empowerment Center based on staff labor hours.	210,556
Consultants/Contracted Services/Study	Statewide subcontracted services for Regional Entrepreneurship Centers to Urban League affiliates in Palm Beach, Pinellas and Jacksonville. Consultants will provide expertise to small business clients, while ULBC will manages contract compliance and the small business loan fund as needed.	1,080,000
Fixed Capital Construction/Major Renovation:		



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Construction/Renovation/Land/ Planning Engineering		0
Total State Funds Requested (must equal total from question #6)		2,000,000

13. Program Performance

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

The Regional Entrepreneurship Centers (REC) and Statewide Small Business Loan Fund (SBLF) provide training, technical assistance, and capital access to low- to moderate-income businesses in Florida. Many small businesses struggle to access resources due to insufficient preparation. REC and SBLF target developing businesses earning under \$1 million annually, helping them become sustainable, job-creating contributors to Florida's economy.

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

Regional Entrepreneurship Centers (REC) will provide group and individualized business development training, counseling, and access to capital for entrepreneurs/small business owners to improve and strengthen their businesses. Urban League of Broward's CDFI, Central County CDC, will provide capital for eligible small businesses in each market served by REC to help them grow and scale.

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

Regional Entrepreneurship Centers (EC) provide marketing, social media, networking events, community outreach, workshops, and panel discussions for underserved businesses. Entrepreneurs receive intake assessments, cohort training, expert coaching, and connections to resources like SBA greater market access. The Statewide Small Business Loan Fund offers capital access through pre/post-loan counseling, direct lending, and underwriting for businesses deemed ready through REC programs.

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

The Regional Entrepreneurship Centers will serve small businesses, targeting low to moderate income small businesses that earn less than \$1 million in annual revenue. If fully funded, this program will serve over 1500 residents across the state, including the following counties: Broward, Palm Beach, Dade, Duval, Clay, Nassau, St. Johns, Baker, Flagler, Putnam, Volusia and Pinellas Counties and their surrounding areas.

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

Find the outcomes and measurements for the FEC and SBLF: Business Growth: Increase in new business registrations (documented by Sunbiz registrations). Job Creation & Expansion: Number of new jobs and wage levels reported by business owners. Capital Access: Funds secured through the Urban League's CDFI and state programs like SSBCI. Data Collection: Registrations and surveys recorded in a secure client management system. Reporting: ROI data compiled quarterly and annually in a cumulative report.

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?

In our experience meeting deliverables or performance measure is critical to our success and that of the state. Penalties for non performance may include reduction in funding or inability to be reimbursed for ineligible activities that have been completed and of course, cancellation of the contract if egregious activities should ever occur.

14. Is this project related to mitigation, response, or recovery from a natural disaster? No

a. If Yes, what phase best describes the project?

- Mitigation (reducing or eliminating potential loss of life or property)
- Response (addressing the immediate and short-term effects of a natural disaster)
- Recovery (assisting communities return to normal operations, including rebuilding damaged infrastructure)



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b. Name of the natural disaster (or Executive Order # for events not under a federal declaration):

15. Has the entity applied for or received federal assistance for this project?

- Yes, Applied
- Yes, Received
- No
- No, but intends to apply

a. If yes, provide the FEMA project worksheet ID#:

b. Provide the total project cost listed on the FEMA project worksheet:

16. Has the entity applied for or received state assistance for this project (other than this request)?

- Yes, Applied
- Yes, Received
- No
- No, but intends to apply

a. If yes, specify the program and state agency (ex. Local Government Emergency Bridge Loan, Department of Commerce):

17. Requester Contact Information

a. First Name **Last Name**

b. Organization

c. E-mail Address

d. Phone Number **Ext.**

18. Recipient Contact Information

a. Organization

b. Municipality and County

c. Organization Type

- For Profit Entity
- Non Profit 501(c)(3)



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- 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 Ext.

19. Lobbyist Contact Information

a. Name

b. Firm Name

c. E-mail Address

d. Phone Number

The information provided will be posted to the Florida Senate website for public viewing if sponsored by a Senator.