



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2025-2026

LFIR # 3341

1. **Project Title**

2. **Senate Sponsor**

3. **Date of Request**

**4. Project/Program Description**

We request funding to hire a Regional Foreign Trade Specialist to assist local manufacturers Expanding their foreign sales. This role will also provide expertise on FTZ regulations, offer consultation and training, and help businesses reduce costs, increase competitiveness, and create jobs. Funding will support the position's salary and operational expenses, enhancing regional economic growth through expanded trade opportunities.

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	352,000
Fixed Capital Outlay	0
<b>Total State Funds Requested</b>	<b>352,000</b>

**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)	352,000	92%
<b>Matching Funds</b>		
Federal	0	0%
State (excluding the amount of this request)	0	0%
Local	32,000	8%
Other	0	0%
<b>Total Project Costs for Fiscal Year 2025-2026</b>	<b>384,000</b>	<b>100%</b>

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		

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.**

**Complete questions 10 and 11 for Fixed Capital Outlay Projects**



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2025-2026

LFIR # 3341

**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
<b>Administrative Costs:</b>		
Executive Director/Project Head Salary and Benefits	Admin	32,000
Other Salary and Benefits		0
Expense/Equipment/Travel/Supplies/Other		0
Consultants/Contracted Services/Study		0
<b>Operational Costs</b>		
Salary and Benefits	The Project Head requires a salary of \$224,000 including salary and benefits.	224,000
Expense/Equipment/Travel/Supplies/Other	This includes travel to Latin American (LATAM) and other countries participating in international trade with the U.S. An estimated 12 visits per calendar year will be made to Expand Foreign Sales. Additionally, these funds will cover supplies and operational costs, such as training materials, event coordination, and compliance tools to support manufacturers.	96,000
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>352,000</b>

**13. Program Performance**

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



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2025-2026

**LFIR # 3341**

The goal of the Regional Foreign Trade Specialist role is to empower local manufacturers to access and fully utilize the benefits of the Foreign Trade programs. By providing personalized consultation, regulatory guidance, and strategic planning support, this position aims to help manufacturers reduce operational costs, enhance global competitiveness, and stimulate job creation. Additionally, the Foreign Trade Specialist will lead outreach and educational initiatives, ensuring businesses are well-informed about Foreign trade opportunities and compliance requirements. Ultimately, this role seeks to drive regional economic growth, streamline trade processes, and expand export markets, strengthening the local manufacturing sector and contributing to overall economic success.

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

This role will provide expertise in exporting U.S. Manufactured goods, FTZ regulations, U.S. Commercial Services, SelectFlorida relationships, offer consultation and training, and help businesses reduce costs, increase competitiveness and create jobs.

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

Providing consultation and support, outreach and education through workshops seminars and informational sessions.

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

The target population will be the Manufacturers of East Central Florida. Greater than 800 individuals.

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

Expected Benefits and Outcomes:  
 Increased participation in the FTZ program by regional manufacturers.  
 Job creation and economic growth through expanded manufacturing operations.  
 Enhanced export opportunities and global competitiveness.  
 Strengthened local manufacturing sector, attracting new investments.  
 Improved regulatory compliance and operational efficiency.

Methodology for Measuring Outcomes:  
 Track growth in FTZ participation and usage.  
 Assess economic impact through job creation and business expansion.  
 Monitor export growth and market expansion.  
 Evaluate improvements in compliance and operational efficiency.  
 Gather stakeholder feedback on effectiveness and satisfaction.

**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?**

Funds will be returned if deliverables not met, or program ends

**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)

**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



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2025-2026

LFIR # 3341

- 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)
  - Non Profit 501(c)(4)
  - Local Entity
  - University or College



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2025-2026

LFIR # 3341

Other (please specify) Non-Profit 501(c) (6)

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.*