



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2025-2026

LFIR # 3511

1. **Project Title**

2. **Senate Sponsor**

3. **Date of Request**

4. **Project/Program Description**

The Entrepreneur Growth Accelerator by The Center for Micro-Entrepreneurial Training supports socially and economically disadvantaged entrepreneurs through expert-led workshops, personalized mentorship, and collaborative peer learning. The program includes 2-hour weekly workshops with subject matter experts offering actionable solutions, monthly small group sessions for networking and skill development, and 1-to-1 guidance addressing business needs such as planning, marketing, and financial management. Participants gain access to strategic advisors and resources to optimize operations, boost profitability, and achieve measurable success. By combining the best elements of the Entrepreneurial Business Accelerator (EBA) and the Growth Accelerator Program (GAP), this initiative bridges resource gaps and positions underrepresented entrepreneurs for sustainable growth and lasting community impact.

5. **State Agency to receive requested funds**

State Agency contacted? No

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

Type of Funding	Amount
Operating	75,000
Fixed Capital Outlay	0
Total State Funds Requested	75,000

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)	75,000	50%
Matching Funds		
Federal	0	0%
State (excluding the amount of this request)	0	0%
Local	75,000	50%
Other	0	0%
Total Project Costs for Fiscal Year 2025-2026	150,000	100%

8. **Has this project previously received state funding?** No

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?** Yes

a. **If yes, indicate nonrecurring amount per year.**

b. **Describe the source of funding that can be used in lieu of state funding.**



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Local Funding Initiative Request

Fiscal Year 2025-2026

LFIR # 3511

The Center for Micro-Entrepreneurial Training (CMET) collaborates with local banks, which provide grants, sponsorships, and community reinvestment funds to support entrepreneurial training and development. Partnerships with organizations like Lift Orlando strengthen community ties and open doors to additional resources that align with CMET's mission of empowering underrepresented entrepreneurs.

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	The Executive Director serves as CMET's CEO and project head, providing strategic leadership, overseeing operations, and driving program development. Key duties include managing stakeholder relationships, securing funding, and ensuring CMET's mission and objectives are successfully achieved.	34,000
Other Salary and Benefits	Benefits include health insurance, paid time off, professional development opportunities, and performance incentives. Additional perks include flexible work arrangements, networking opportunities, and leadership growth through collaborations with industry experts and community stakeholders.	8,000
Expense/Equipment/Travel/Supplies/Other	CMET's operational budget includes key categories: Expenses for program delivery and administrative costs; Equipment to support virtual and in-person training, such as laptops and projectors; Travel for staff and speaker engagements; Supplies for workshops, including printed materials and tools; and Other costs for marketing, event logistics, and miscellaneous needs.	1,750
Consultants/Contracted Services/Study	The funds support expert-led training, research, and program enhancement. This includes hiring subject matter experts for workshops, contracting specialized services for cohort development, and conducting studies to evaluate and improve entrepreneurial training. These efforts ensure impactful programming and align with CMET's mission to empower entrepreneurs.	7,000



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2025-2026

LFIR # 3511

Operational Costs		
Salary and Benefits	The Operations Manager oversees daily operations, ensuring efficient program delivery and organizational effectiveness. Responsibilities include managing budgets, coordinating facilities and technology, supporting staff, and streamlining administrative processes. The role supports program coordination, outreach, and resource.	17,000
Expense/Equipment/Travel/Supplies/Other	The budget covers essential resources for efficient operations. This includes office equipment, software, and tools for program management, travel for community outreach and events, supplies for workshops and training sessions, and miscellaneous costs like marketing and technology upgrades to support CMET's mission and daily functions.	3,500
Consultants/Contracted Services/Study	Consultants supporting CMET operations provide specialized expertise to enhance efficiency and program impact. This includes IT consultants for technology systems, financial experts for budgeting and compliance, and marketing professionals for outreach strategies.	3,750
Fixed Capital Construction/Major Renovation:		
Construction/Renovation/Land/Planning Engineering		0
Total State Funds Requested (must equal total from question #6)		75,000

13. Program Performance

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

The requested funds will allow CMET to combine the strengths of the Entrepreneurial Business Accelerator (EBA) and the Growth Accelerator Program (GAP) to launch the Entrepreneur Growth Accelerator (EGA). This program will integrate monthly small group sessions, 1-to-1 mentorship, and weekly expert-led workshops to develop practical skills and effective business strategies. The EGA will deliver specialized training in key areas, including business and sales strategy development, financial management (covering cash flow, balance sheets, and profit and loss), e-commerce and marketing strategies for expansion, and advanced sales techniques such as prospecting and closing.

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

The Entrepreneur Growth Accelerator will deliver weekly expert-led training sessions on critical business topics, including business and sales strategy development, financial management (cash flow, balance sheets, and profit and loss), digital marketing and e-commerce strategies, sales techniques (prospecting, messaging, and closing), leveraging AI tools, pricing for profitability, building business credit, and navigating business certifications. Monthly group sessions will bring entrepreneurs together to share successes, address challenges, and discuss pain points, fostering collaboration and peer support. Additionally, 1-to-1 mentorship sessions will provide personalized guidance tailored to each entrepreneur's specific needs, ensuring targeted solutions and actionable support for their business growth.

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

The appropriation project will provide services that enhance business operations and support economic development within communities. Entrepreneurs will work closely with assigned business coaches throughout the process, receiving personalized guidance to address their unique challenges. They will also have access to subject matter experts and a curated network of resource partners, offering critical insights and support. Monthly peer sessions will provide a platform for collaboration, allowing participants to learn from shared experiences while addressing barriers to success. These services are designed to help participants build sustainable businesses and drive broader community growth.

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

The target population for this project includes socially and economically underserved entrepreneurs seeking to develop and grow sustainable businesses. The program aims to reach individuals facing barriers to resources and support in starting or expanding their enterprises. It is expected to serve approximately 150 participants annually through comprehensive training, mentorship, and access to a network of business resources, contributing to economic growth and opportunities in the communities they represent.

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



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2025-2026

LFIR # 3511

be measured?

The expected outcome of this project is the development of sustainable businesses that contribute to economic growth, create jobs, and enhance financial stability within underserved communities. Participants will improve their business operations, increase profitability, form strategic partnerships, and secure contracts to scale their enterprises. The methodology for measuring these outcomes includes participant surveys to gather feedback on satisfaction and the application of learned skills, as well as tracking key performance indicators such as revenue growth, operational improvements, and job creation. Pre- and post-program assessments will evaluate knowledge and skill improvements in areas like financial management, sales, and marketing, while the success of participants in securing contracts, obtaining funding, and forming partnerships will also be monitored. Additionally, community impact metrics, such as jobs created and businesses expanded.

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?

Suggested penalties for failing to meet deliverables or performance measures may include withholding a percentage of payments until deliverables are satisfactorily met. Additional measures could involve requiring a detailed corrective action plan within a specified timeframe to address deficiencies, scaling back the scope of the contract or reducing the number of participants to align with the level of service provided, and exercising termination clauses for repeated failures. These penalties are designed to ensure accountability while providing mechanisms to address deficiencies and improve overall performance.

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
- 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



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2025-2026

LFIR # 3511

- 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
- 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 Florida Senate Local Funding Initiative Request Fiscal Year 2025-2026

LFIR # 3511

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