

Appropriations Project Request - Fiscal Year 2020-21

For projects meeting the Definition of House Rule 5.14

1. Title of Project: University of North Florida - Jax Bridges Competitive Small Business Initiative
2. Date of Submission: 11/13/2019
3. House Member Sponsor: Cyndi Stevenson
Members Copied:

4. DETAILS OF AMOUNT REQUESTED:

- a. Has funding been provided in a previous state budget for this activity? Yes
If answer to 4a is "No" skip 4b and 4c and proceed to 4d, Col. E
- b. What is the most recent fiscal year the project was funded? 2019-20
- c. Were the funds provided in the most recent fiscal year subsequently vetoed? No
- d. Complete the following Project Request Worksheet to develop your request:

FY:	Input Prior Year Appropriation for this project for FY 2019-20 <i>(If appropriated in 2019-20 enter the appropriated amount, even if vetoed.)</i>			Develop New Funds Request for FY 2020-21 <i>(Requests for additional RECURRING funds are prohibited.)</i>		
Column:	A	B	C	D	E	F
Funds Description:	Prior Year Recurring Funds	Prior Year Nonrecurring Funds	Total Funds Appropriated <i>(Recurring plus Nonrecurring: column A + column B)</i>	Recurring Base Budget <i>(Will equal non-vetoed amounts provided in Column A)</i>	Additional Nonrecurring Request	TOTAL Nonrecurring plus Recurring Base Funds <i>(Will equal the amount from the Recurring base in Column D plus the Additional Nonrecurring Request in Column E.)</i>
Input Amounts:		350,000	350,000		350,000	350,000

5. Are funds for this issue requested in a state agency's Legislative Budget Request submitted for FY 2020-21? No
 - 5a. If yes, which state agency?
 - 5b. If no, which is the most appropriate state agency to place an appropriation for the issue being requested? Department of Education
 - 5c. Has the appropriate state agency for administering the funding, if the request were appropriated, been contacted? Yes
 - 5d. Describe penalties for failing to meet deliverables or performance measures which the agency should provide in its contract to administer the funding if appropriated.
Return of unused funds.

6. Requester:

- a. Name: Daniel Davis
- b. Organization: The JAX Chamber Foundation
- c. Email: daniel.davis@myjaxchamber.com
- d. Phone #: (904)705-2802

7. Contact for questions about specific technical or financial details about the project:

- a. Name: Chris Warren
- b. Organization: The University of North Florida
- c. Email: c.warren@unf.edu
- d. Phone #: (904)629-3476

8. Is there a registered lobbyist working to secure funding for this project?

- a. Name: Heather Duncan
- b. Firm: The University of North Florida
- c. Email: heather.duncan@unf.edu
- d. Phone #: (904)238-3337

9. Organization or Name of entity receiving funds:

- a. Name: The University of North Florida
- b. County (County where funds are to be expended): Duval
- c. Service Area (Counties being served by the service(s) provided with funding): Baker, Clay, Duval, Nassau, St. Johns

10. What type of organization is the entity that will receive the funds? (Select one)

- For Profit
- Non Profit 501(c) (3)
- Non Profit 501(c) (4)
- Local Government
- University or College
- Other (Please describe)

11. What is the specific purpose or goal that will be achieved by the funds being requested?

The objective of the program is to increase utilization of local and strategic small businesses while promoting supply chain diversification. Achieving this goal creates opportunities for students in the academic environment to conduct research and support & engage the small business community. In addition, the initiative has a greater reach and access regionally for students & at-risk populations that view entrepreneurship as a path towards self-sufficiency by leveraging technology.

12. Provide specific details on how funds will be spent. (Select all that apply)

Spending Category	Description	Nonrecurring (Should equal 4d, Col. E) Enter "0" if request is zero for the category
Administrative Costs:		
<input checked="" type="checkbox"/> a. Executive Director/Project Head Salary and Benefits	Work with CIOs and regional corporations/entities to facilitate procurement, financial management, plan and perform ramp-up activities, coordinate venues and logistics, simulation exercises, lead communications, and post activities. Lead academic research opportunities.	60,000
<input type="checkbox"/> b. Other Salary and Benefits		
<input type="checkbox"/> c. Expense/Equipment/Travel/Supplies/Other		
<input type="checkbox"/> d. Consultants/Contracted Services/Study		
Operational Costs:		
<input checked="" type="checkbox"/> e. Salaries and Benefits	Work with CIOs and regional corporations/entities to facilitate procurement, financial management, plan and perform ramp-up activities, coordinate venues and logistics,	150,000

	simulation exercises, lead communications, and post activities. Lead academic research opportunities.	
<input checked="" type="checkbox"/> f. Expenses/Equipment/Travel/Supplies/Other	Databases; Curriculum, licenses, and books; Learning Management Systems; Venues, Technology-related tracking systems and online forms; Marketing & Advertising; Training, travel and supplies.	105,000
<input checked="" type="checkbox"/> g. Consultants/Contracted Services/Study	Training, facilitation, and mentorship for vendors/participants.	35,000
Fixed Capital Construction/Major Renovation:		
<input type="checkbox"/> h. Construction/Renovation/Land/Planning Engineering		
TOTAL		350,000

13. For the Fixed Capital Costs requested with this issue (In Question 12, category “h. Fixed Capital Outlay” was selected), what type of ownership will the facility be under when complete? (Select one correct option)

- For Profit
- Non Profit 501(c) (3)
- Non Profit 501(c) (4)
- Local Government (e.g., police, fire or local government buildings, local roads, etc.)
- State agency owned facility (For example: college or university facility, buildings for public schools, roads in the state transportation system, etc.)
- Other (Please describe)

14. Is the project request an information technology project?

No

15. Is there any documented show of support for the requested project in the community including public hearings, letters of support, major organizational backing, or other expressions of support?

Yes

15a. Please Describe:

We have organizational backing for this program from resource providers such as the SBA, The Beaver Street Incubator, and SCORE. We also have the backing of authorities such as the Jacksonville Aviation Authority and the Jacksonville Transportation Authority as entities who partner in support of the small businesses we prepare for their programs and funding opportunities.

16. Has the need for the funds been documented by a study, completed by an independent 3rd party, for the area to be served?

Yes

16a. Please Describe:

We completed a study w/grad students analyzing 67 counties in the state of Florida. We analyzed the service design for the communities that have academic institutions vs those that do not. Assessing the value of extending their assets to neighboring communities. We obtained the economic returns by measuring entrepreneurial breadth and depth to arrive at entrepreneurial ecosystem impact. We measured activity for sole proprietors, sales per employee, and sales per business.

17. Will the requested funds be used directly for services to citizens?

Yes

17a. What are the activities and services that will be provided to meet the purpose of the funds?

Access to Capital: The JAX Chamber has reached agreements with several local lending institutions to provide unique opportunities to qualified small businesses, including access to lines of credit and the ability to use signed contracts as collateral to borrow money for operating costs. Business Exchange: A connection program that promotes available contracting opportunities and provide a forum for smaller businesses to develop relationships with large corporations.

17b. Describe the direct services to be provided to the citizens by the funding requested.

Technical assistance and training sessions provided to make businesses more competitive: Online training orientations completed, In-person training sessions (initial training), In-person graduate training sessions and student research, Funding preparation, Pitch opportunities, In-person matchmaking opportunities with private sector.

17c. Describe the target population to be served (i.e., "the majority of the funds requested will serve these target populations or groups.").

Select all that apply to the target population:

- Elderly persons
- Persons with poor mental health
- Persons with poor physical health
- Jobless persons

- Economically disadvantaged persons
- At-risk youth
- Homeless
- Developmentally disabled
- Physically disabled
- Drug users (in health services)
- Preschool students
- Grade school students
- High school students
- University/college students
- Currently or formerly incarcerated persons
- Drug offenders (in criminal Justice)
- Victims of crime
- General (The majority of the funds will benefit no specific group)
- Other (Please describe): Students, Low-to-moderate income populations, small and medium size enterprises (SME)

17d. How many in the target population are expected to be served?

- < 25
- 25-50
- 51-100
- 101-200
- 201-400
- 401-800
- >800

18. What benefits or outcomes will be realized by the expenditure of funds requested? (Select each Benefit/Outcome that applies)

Benefit or Outcome	Provide a specific measure of the benefit or outcome	Describe the method for measuring level of benefit
<input type="checkbox"/> Improve physical health		
<input type="checkbox"/> Improve mental health		
<input type="checkbox"/> Enrich cultural experience		
<input type="checkbox"/> Improve agricultural production/promotion/education		

<input type="checkbox"/> Improve quality of education		
<input type="checkbox"/> Enhance/preserve/improve environmental or fish and wildlife quality		
<input type="checkbox"/> Protect the general public from harm (environmental, criminal, etc.)		
<input type="checkbox"/> Improve transportation conditions		
<input checked="" type="checkbox"/> Increase or improve economic activity	Create and host two or vendor development activities to attract large supplier interest to the area more routinely. Many participants have increased revenue by as much as 30%. Increased exposure for small business owners and entrepreneurs in the program.	Methodologies used: Jobs added, capital obtained, business models started/changed, and contracts opportunities.
<input type="checkbox"/> Increase tourism		
<input checked="" type="checkbox"/> Create specific immediate job opportunities	Cohort participants that have completed the program have added over 200 jobs in the past two years.	Methodologies used: Jobs added, capital obtained, business models started/changed, and contracts opportunities.
<input type="checkbox"/> Enhance specific individual's economic self sufficiency		
<input type="checkbox"/> Reduce recidivism		
<input type="checkbox"/> Reduce substance abuse		
<input type="checkbox"/> Divert from Criminal/Juvenile justice system		
<input type="checkbox"/> Improve wastewater management		
<input type="checkbox"/> Improve stormwater management		

<input type="checkbox"/> Improve groundwater quality		
<input type="checkbox"/> Improve drinking water quality		
<input type="checkbox"/> Improve surface water quality		
<input type="checkbox"/> Other (Please describe):		

19. Provide the total cost of the project for FY 2020-21 from all sources of funding (Enter "0" if amount is zero):

Type of Funding	Amount	Percent of Total	Are the other sources of funds guaranteed in writing?
1. Amount Requested from the State in this Appropriations Project Request:	350,000	100.0%	N/A
2. Federal:	0	0.0%	No
3. State: (Excluding the requested Total Amount in #4d, Column F)	0	0.0%	No
4. Local:	0	0.0%	No
5. Other:	0	0.0%	No
TOTAL	350,000	100%	

20. Is this a multi-year project requiring funding from the state for more than one year?

No