

Appropriations Project Request - Fiscal Year 2018-19

For projects meeting the Definition of House Rule 5.14

1. Title of Project: Regional Entrepreneurship Center (Urban League) in Broward County
2. Date of Submission: 11/09/2017
3. House Member Sponsor: Bobby DuBose
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? 2017-18
- 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 2017-18 <i>(If appropriated in 2017-18 enter the appropriated amount, even if vetoed.)</i>			Develop New Funds Request for FY 2018-19 <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:		1,000,000	1,000,000		3,000,000	3,000,000

5. Are funds for this issue requested in a state agency's Legislative Budget Request submitted for FY 2018-19? Yes
 - 5a. If yes, which state agency? Department of Economic Opportunity
 - 5b. If no, which is the most appropriate state agency to place an appropriation for the issue being requested?
 - 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.
The current penalties for failing to meet deliverables of performance measures are adequate.

6. Requester:

- a. Name: Germaine Smith-Baugh
- b. Organization: Urban League of Broward County
- c. Email: gsbaugh@ulbcfl.org
- d. Phone #: (954)652-2502

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

- a. Name: Jean Claude Toussaint
- b. Organization: Urban League of Broward County
- c. Email: Jctoussaint@ulbcfl.org
- d. Phone #: (954)625-2508

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

- a. Name: Yolanda Cash
- b. Firm: Becker & Poliakoff
- c. Email: Yjackson@bplegal.com
- d. Phone #: (954)985-4132

9. Organization or Name of entity receiving funds:

- a. Name: Urban League of Broward County
- b. County (County where funds are to be expended): Broward
- c. Service Area (Counties being served by the service(s) provided with funding): Brevard, Broward, Duval, Hillsborough, Lake, Martin, Orange, Osceola, Palm Beach, Pinellas, Polk, St. Lucie, Seminole, Volusia

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?

This program's goal is to support a strong, viable economy in the State of Florida. The Entrepreneurship Center and Loan Fund provide business acceleration strategies through mentoring, coaching and consulting services and access to capital via a revolving loan fund for start-up and expanding businesses, particularly minority-owned, in metropolitan areas throughout Florida. The Financial Empowerment Center programs provide asset build strategies for low-to-moderate income families.

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 type="checkbox"/> a. Executive Director/Project Head Salary and Benefits		
<input checked="" type="checkbox"/> b. Other Salary and Benefits	This represents a portion of administrative staff time who will be involved in marketing, fundraising, invoicing, maintaining accounting records, negotiating with banks, following up with funders as well as supervising the Loan Fund and other consultants during outreach and fundraising activities, including but not limited to the VP of Finance and Administration, VP of Communications and Philanthropy, the Marketing Manager and Fiscal Administrator.	303,400
<input type="checkbox"/> c. Expense/Equipment/Travel/Supplies/Other		
<input checked="" type="checkbox"/> d. Consultants/Contracted Services/Study	Professional Employer Organization costs; Marketing Outreach and Community Engagement Consultant	50,000

	Costs	
Operational Costs:		
<input checked="" type="checkbox"/> e. Salaries and Benefits	This represents ULBC staff directly responsible for coordinating activities relating to the Financial Empowerment Center, Community Engagement and Outreach Efforts, financing and accounting of the loan fund, all activities of the Entrepreneurship Center, Housing Counseling and workforce development. These positions include, but are not limited to, the EC Division Manager, Project Coordinator, Loan Officer, Case Manager, Housing Counselor, Job Developer, Director of Community Relations, VP, Prog.	700,000
<input checked="" type="checkbox"/> f. Expenses/Equipment/Travel/Supplies/Other	ULBC leases its servers and network equipment from a third party vendor. ULBC also uses outside consultants to manage its network and IT needs. This includes remote network monitoring, cloud back-up, remote Helpdesk Support and on-site assistance. Allocation costs are based primarily on labor hours to determine occupancy and indirect costs. A statewide best practice training will be implemented.	246,600
<input checked="" type="checkbox"/> g. Consultants/Contracted Services/Study	Statewide subcontracted services for Financial Empowerment Centers and	1,700,000

	Entrepreneurship Centers to Urban League affiliates in Central Florida, Pinellas, Palm Beach and Jacksonville. Also, consultants to provide legal, accounting and technology expertise to small business clients through individual and group sessions. Loan Fund Consultants for administration of small loan fund.	
Fixed Capital Construction/Major Renovation:		
<input type="checkbox"/> h. Construction/Renovation/Land/Planning Engineering		
TOTAL		3,000,000

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)

N/A

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:

2016 Urban League of Broward County (ULBC) Stakeholder Summit: "Economic Development: Small Business, Big Impact" - attended by 40 business and community leaders to discuss the impact of minority-owned small businesses in Broward. The Urban League and Democracy at Work Institute also held focus groups with minority entrepreneurs to understand their key challenges and needs. Also, ULBC has partnered with the National Development Council and the National Urban League to expand the loan program.

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:

United Way of Florida's ALICE Report provides a snapshot into working low-to-moderate income families across the State of Florida that are targeted by the Urban League's Financial Empowerment Centers. Also, in its State of Small Business Report for 2016, the Florida SBDC Network highlighted the current state some of the current challenges facing small businesses in Florida, including access to capital (#1) and market growth (#2), both areas are targets of Urban League programming.

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?

This request supports programming in the counties, and surrounding communities, where the Urban League has affiliates: Broward, Palm Beach, Orange, Pinellas and Duval counties. The four components of this request are 1) Regional Financial Empowerment Centers; 2) Regional Entrepreneurship Centers; 3) Small Business Loan Fund; and 4) Community Engagement. 1) Regional Financial Empowerment Centers (FEC): The Regional Financial Empowerment Centers address financial stability, homeownership, small bu

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

This project includes four components: 1) Regional Financial Empowerment Centers (FECs); 2) Regional Entrepreneurship Centers (ECs); 3) Statewide Small Business Loan Fund; and 4) Community Engagement (Economic and Community Development). The activities for these four components include: 1) Financial Empowerment Centers provide individual/family coaching, group workshops, case management, employer site visits for retention and job development, and partnership building with other local or regional

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): Low-to-moderate income individuals, families, business owners

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	Increase in number of new and/or expanded businesses; increase in revenues of existing businesses	Incorporation documents; documented revenue/financial statements
<input type="checkbox"/> Increase tourism		
<input checked="" type="checkbox"/> Create specific immediate job opportunities	New jobs created through start-up or expanded businesses	number of new jobs and wage level - as reported by business owners
<input checked="" type="checkbox"/> Enhance specific individual's economic self sufficiency	Increase in assets through home purchase; increase in family income through new or additional employment; Increase in individual credit scores	Number of homes purchased and total value; number of individuals who obtain new employment and their related wage - self reported/pay stub; changes in credit score as documented by credit reporting agencies
<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 2018-19 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:	3,000,000	93.0%	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:	225,000	7.0%	Yes
5. Other:	0	0.0%	No
TOTAL	3,225,000	100%	

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

Yes

20a. How much state funding would be requested after 2018-19 over the next 5 years?

- <1M
- 1-3M
- >3-10M
- >10M

20b. How many additional years of state support do you expect to need for this project?

- 1 year
- 2 years
- 3 years
- 4 years
- >= 5 years

20c. What is the total project cost for all years including all federal, local, state, and any other funds? Select the single answer which best describes the total project cost. If funds requested are for ongoing services or for recurring activities, select ?ongoing activity?.

Ongoing activity ? no total cost

- <1M
- 1-3M
- >3-10M
- >10M