

Appropriations Project Request - Fiscal Year 2020-21

For projects meeting the Definition of House Rule 5.14

1. Title of Project: Regional Entrepreneurship Centers and Statewide Small Business
2. Date of Submission: 11/13/2019
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? 2018-19
- 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:					2,000,000	2,000,000

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 Economic Opportunity
 - 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 or performance measures are adequate.

6. Requester:

- a. Name: Germaine Smith-Baugh
- b. Organization: Florida Consortium of Urban League Affiliates/Urban League of Broward County
- c. Email: gsbaugh@ulbcfl.org
- d. Phone #: (954)584-0777

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

- a. Name: Courtnee Biscardi
- b. Organization: Urban League of Broward County, Inc.
- c. Email: cbiscardi@ulbcfl.org
- d. Phone #: (954)625-2577

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

- a. Name: Yolanda Cash Jackson
- b. Firm: Becker
- c. Email: yjackson@beckerlawyers.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, Duval, Orange, Palm Beach, Pinellas
- c. Service Area (Counties being served by the service(s) provided with funding): Broward, Duval, Orange, Palm Beach, Pinellas

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 Regional Entrepreneurship Centers and Statewide Small Business Loan Fund provide technical assistance, business management training, lending solutions, access to capital and other services to small businesses particularly minority- and women-owned, in metropolitan areas throughout Florida. The Urban League seeks a contract to allow for the reinvestment of the dollars to establish a revolving loan fund in perpetuity.

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 and related costs that will be involved in marketing, fundraising, invoicing, maintaining accounting records, negotiating with banks, following up with funders as well as ensuring adherence to organizational compliance related to procurement and contracting. Staff positions include but not limited to the Sr. VP of Finance & Administration, Vice President of Program Impact & Sr. VP of Philanthropy & Communications.	200,000
<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	<p>This represents Urban League of Broward County staff who are responsible for all coordination of activities relating to the Entrepreneurship Center Community Engagement, ecosystem development, grant compliance, lending activities, governance, & technical assistance to sub recipients. These positions include, but are not limited to, the Executive Vice President, Small Business Lending Officer, Loan Fund Coordinator, Small Business Development Officer, Community Relations Coordinator, contractors.</p>	<p>600,000</p>
<input checked="" type="checkbox"/> f. Expenses/Equipment/Travel/Supplies/Other	<p>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 Help desk Support and on-site assistance. A statewide best practice training will be implemented. ULBC utilizes a proportionate share of the cost for the ULBC Community Empowerment Center as it is used for Entrepreneurship Center staff office costs based on labor hours.</p>	<p>150,575</p>
<input checked="" type="checkbox"/> g. Consultants/Contracted Services/Study	<p>Statewide subcontracted services for Regional Entrepreneurship Centers to Urban League affiliates in Central Florida, Pinellas, Palm Beach and</p>	<p>1,049,425</p>

	Jacksonville. Also, consultants to provide legal, accounting, and technology expertise to small business clients through individual and group sessions. ULBC will retain contract compliance and Loan Fund Consultants for administration of small loan fund as needed.	
Fixed Capital Construction/Major Renovation:		
<input type="checkbox"/> h. Construction/Renovation/Land/Planning Engineering		
TOTAL		2,000,000

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)

- 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:

In 2017, the Urban League of Broward County hosted the M3 Summit, attended by Governor Scott, to announce the launch of the expanded statewide loan fund. The Urban League has also partnered many ecosystem stakeholders including but not limited to Citi,

Synovous, Chase, Bank United, SunTrust, Mastercard, Greater Fort Lauderdale Alliance, National Development Council to add capacity and other support services to the ULBC Entrepreneurship Center and Small Business 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:

The US Department of Commerce Minority Business Development Agency has documented the challenges for minority owned businesses in accessing capital from mainstream banking institutions, from lower loan values to higher interest rates. ULBC partnered with the Federal Reserve Bank of Atlanta on the 2018 Small Business Credit Survey which revealed high need for lending to minority owned businesses in Florida.

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: Broward, Palm Beach, Orange, Pinellas and Duval counties. The three components of this request are 1) Regional Entrepreneurship Centers; 2) Small Business Loan Fund; and 3) Community Engagement. 1) Regional Entrepreneurship Centers (ECs) provide opportunities for small business owners and entrepreneurs to gain access to market prospects, technical support and capital to improve and grow their businesses. 2) Statewide

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

This project and activities includes three components: 1) Entrepreneurship Centers (ECs): provide marketing, orientations, business assessment, group trainings and workshops, individual coaching, business case management, business site visits, lab hours (open time for business owners for learning), outreach events, partnership building with local and regional resources to enhance services in the small business ecosystem, 2) Statewide Small Business Loan Fund: conducts outreach, marketing, res

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): Small Business Owners and Entrepreneurs

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 and/or sustained through start-up or expanded businesses	number of new jobs and wage level - as reported by business owners
<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:	2,000,000	88.9%	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:	250,000	11.1%	Yes
TOTAL	2,250,000	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 2020-21 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