



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2024-2025

LFIR # 2993

1. Project Title
2. Senate Sponsor
3. Date of Request

**4. Project/Program Description**

Four Women's Business Centers (WBC) in Florida served 4,000 small business clients in FY2022, helped start more than 2,000 new business and supported the infusion of more than \$2.2 million in capital for businesses in Brevard, Duval, Hillsborough and Palm Beach Counties. The US Small Business Administration caps federal funding at \$150k per center and requires funds to be matched. \$600,000 would be distributed to each WBC at \$150k per WBC and 10% (\$60K) to manage allocation and reporting.

Women's Business Centers provide training on business start up, marketing, e-commerce, financial management, HR and other business operations topics. Counseling provides entrepreneurs individualized support to address educational and skills gaps and access to capital. SBA regulations require WBCs serve economically and socially disadvantaged businesses, 56% nationwide are people of color. Funding will provide low and no cost Business Coaching, Training and Mentorship.

5. State Agency to receive requested funds
- State Agency contacted?

**6. Amount of the Nonrecurring Request for Fiscal Year 2024-2025**

Type of Funding	Amount
Operations	660,000
Fixed Capital Outlay	0
<b>Total State Funds Requested</b>	<b>660,000</b>

**7. Total Project Cost for Fiscal Year 2024-2025 (including matching funds available for this project)**

Type of Funding	Amount	Percentage
Total State Funds Requested (from question #6)	660,000	52%
<b>Matching Funds</b>		
Federal	600,000	48%
State (excluding the amount of this request)	0	0%
Local	0	0%
Other	0	0%
<b>Total Project Costs for Fiscal Year 2024-2025</b>	<b>1,260,000</b>	<b>100%</b>

8. Has this project previously received state funding?

Fiscal Year (YYYY-YY)	Amount		Specific Appropriation #	Vetoed
	Recurring	Nonrecurring		

9. Is future 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.



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In addition, private sources of funding are secured through public charities, foundations, corporate philanthropy and marketing dollars as well as fundraising events.

**10. Has the entity requesting this project received any federal assistance related to the COVID-19 pandemic?**

Yes

**If yes, indicate the amount of funds received and what the funds were used for.**

Women's Business Centers received an allocation from CARES Act, via grants from SBA at \$420,000 per WBC. Additionally, each organization may have been eligible to apply for PPP forgiveness loans.

## Complete questions 11 and 12 for Fixed Capital Outlay Projects

**11. 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?**

**12. 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.**

**13. 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		0
Other Salary and Benefits		0
Expense/Equipment/Travel/Supplies/Other	Sub Grants to the 4 SBA funded WBCs in Florida (Florida Women's Business Center in Palm Beach, Jacksonville Women's Business Center, Tampa Bay Women's Business Centre, weVENTURE WBC in Melbourne) at \$150,000 each. \$60,000 to AWBC for overhead costs to administer grant funds and the reporting to the Department of Commerce.	660,000
Consultants/Contracted Services/Study		0
<b>Operational Costs: Other</b>		
Salary and Benefits		0
Expense/Equipment/Travel/Supplies/Other		0
Consultants/Contracted Services/Study		0
<b>Fixed Capital Construction/Major Renovation:</b>		
Construction/Renovation/Land/Planning Engineering		0



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<b>Total State Funds Requested (must equal total from question #6)</b>	<b>660,000</b>
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**14. Program Performance**

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

The 4 Women's Business Centers in Florida served 4,000 small business clients in FY2022, helped start more than 2,000 new business and supported the infusion of more than \$2.2 million in capital for businesses in Brevard, Duval, Hillsborough and Palm Beach Counties. The US Small Business Administration caps funding at \$150,000 per center and requires these funds to be matched. \$600,000 would be distributed to each WBC at \$150,000 per center and 10% (\$60K) to manage allocation and reporting.

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

Low and No Cost Business Coaching, Training and Mentorship for entrepreneurs that are looking to launch and grow their business. In program year 21-22 over 3,900 unique small businesses were served, 365 training workshops were held, over 130 new business starts, and over 3,400 jobs were supported by the 4 Florida WBC programs.

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

Women's Business Centers provide training on business start up, marketing, e-commerce, financial management, HR and other business operations topics. Counseling provides entrepreneurs individualized support to address educational and skills gaps. Mentorship programs support leadership development. SBA regulations require WBCs serve economically and socially disadvantaged businesses.

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

Economically disadvantaged, small business concerns, estimated more than 800 individuals will be served.

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

Expected to increase and improve economic activity: Women's Business Centers will measure the total number of unique clients served, clients counseled, trained and the dollar value of capital infused into the businesses served. Additionally, WBCs will measure the number of employees their client businesses supported to sustain or hire. These metrics are currently collected via the Federal SBA 641 and 888 forms, data is confidentially stored and managed in the WBC's client relationship management system and reported quarterly to SBA and is available to be reported to the State of Florida as well. While WBC's primarily serve women, services are available to men and all data is available by gender, race and location of each WBC.

**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 the contract?**

If awards are paid in advance, state funding should be recouped for failing to meet deliverables. If awards are paid as reimbursement, funding levels should be discounted proportionate to the failure to meet deliverables.

**15. Requester Contact Information**

**a. First Name**  **Last Name**

**b. Organization**

**c. E-mail Address**

**d. Phone Number**  **Ext.**

**16. Recipient Contact Information**

**a. Organization**

**b. Municipality and County**



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#### 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

#### 17. Lobbyist Contact Information

a. Name

b. Firm Name

c. E-mail Address

d. Phone Number