



# The Florida Senate

## Local Funding Initiative Request - Fiscal Year 2018-2019

**1. Title of Project:** Florida State Minority Supplier Development Council (FSMSDC) Minority Business Development Agency (MBDA) Business Centers

**2. Senate Sponsor:** Oscar Braynon

**3. Date of Submission:** 11/08/2017

**4. Project/Program Description:**

As of 2016, FSMSDC now operates the Miami and Orlando MBDA Business Centers. FSMSDC is seeking MATCHING FUNDS to help support providing service to the entire State of Florida. FSMSDC is one of 23 regional councils affiliated with the National Minority Supplier Development Council. FSMSDC is the state leader in advancing business opportunities for its certified Black, Hispanic, Asian and Native American business enterprises, including connecting them to member corporations. FSMSDC has more than 40 years of experience successfully identifying, developing and matching minority businesses with procurement opportunities, helping Minority Business Enterprises (MBEs) increase capacity and deliver programs that help MBEs create and retain jobs, as well as grow revenues. The organization will also provide technical business services, including the development of a pool of contracts and finance opportunities, and direct matching of opportunities with qualified/vetted MBEs.

**5. State Agency Contacted?** Yes

a. If yes, which state agency? Department of Economic Opportunity

b. If no, which is the most appropriate state agency to place an appropriation for the issue being requested?

**6. Amount of Non-recurring Requested for fiscal year 2018-19:**

Amount Requested for Operations	Amount Requested for Fixed Capital Outlay	Total Amount of Requested State Funds
600,000		600,000

**7. Type, amount and percent of matching funds available for this project for fiscal year 2018-19:**

Type	Amount	Percent
Federal	586,000	49.4%
State (excluding the amount of this request)	0	0.0%
Local	0	0.0%
Other	0	0.0%
TOTAL	586,000	49.4 %

**8. Total Project Cost for fiscal year 2018-19 (including the Total Amount of Requested State Funds):** 1,186,000

**9. Previous Year Funding Details:**



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- Has funding been provided in a previous state budget for this activity? No
- In the previous 5 fiscal years, how many years was funding provided? (Optional)
- What is the most recent fiscal year the project was funded?
- Were the funds provided in the most recent fiscal year subsequently vetoed?
- Complete the following Worksheet.

FY:	Input Prior FY Appropriation for this project for FY 2017-18 (If appropriated in FY 2017-18 enter the appropriated amount, even if vetoed.)		
Column:	A	B	C
Funds Description:	Prior Year Recurring Funds *	Prior Year Nonrecurring Funds *	Total Funds Appropriated (Column A + Column B)
Input Amounts:			

### 10. Is future-year funding likely to be requested?

Yes

- If yes, indicate non-recurring amount per year.

\$200,000.00

### 11. Program Performance:

- What is the specific purpose or goal that will be achieved by the funds requested?

Growth of minority owned business across the state of Florida, access to capital, insurance, bonding and increase in economic opportunities. Assist in retaining thousands of jobs, and creating thousands more. Support the construction industry by assisting sub-contractors with the resources that they need.

- What are the activities and services that will be provided to meet the intended purpose of these funds?

Procurement & Contracting Leads, Matchmaking, Bidding, Bonding and Financing Assistance for MILLION dollar transactions/projects, proposal writing assistance, export financing, market feasibility studies, business seminars & workshops, marketing plans, and business plans and consulting.

- How will the funds be expended?

Spending Category	Description	Amount
Administrative Costs		
<input checked="" type="checkbox"/> Executive Director/Project Head Salary and Benefits	Executive Directors for two statewide centers	100,000



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<input type="checkbox"/> Other Salary and Benefits		
<input type="checkbox"/> Expense/Equipment/Travel/Supplies/Other		
<input type="checkbox"/> Consultants/Contracted Services/Study		
Operational Costs		
<input checked="" type="checkbox"/> Salary and Benefits	8 Business Consultants and Office Administrator	400,000
<input checked="" type="checkbox"/> Expense/Equipment/Travel/Supplies/Other	Office supplies, travel expenses, events and workshops costs, marketing, equipment and printing.	80,000
<input checked="" type="checkbox"/> Consultants/Contracted Services/Study	Impact Study.	20,000
Fixed Capital Construction/Major Renovation		
<input type="checkbox"/> Construction/Renovation/Land/Planning Engineering		
TOTAL		600,000

**d. What are the direct services to be provided to citizens by the appropriations project?**

Procurement & Contracting Leads, Matchmaking, Bidding, Bonding and Financing Assistance for MILLION dollar transactions/projects, proposal writing assistance, export financing, market feasibility studies business seminars & workshops, marketing plans, business plans and consulting.

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

In 2016 & 2017, the MBDA served over 2,000 clients and are hoping to meet or exceed those numbers for 2018. The MBDA serves African Americans, Hispanic Americans, Asian Americans, Pacific Islanders, Native Americans, Asian Indian Americans and Hasidic Jewish Americans.

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

Retain/creation of jobs, financing and bonding for MILLION dollar projects or greater, job growth (this includes the economic disadvantaged and we help to reduce recidivism rates.). Improve the economy, increase tourism of Fortune 500 company representatives, promote education, increase local business taxes and increase sales tax collected by the Department of Revenue.

**g. 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?**



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There are no penalties.

**12. The owner(s) of the facility to receive, directly or indirectly, any fixed capital outlay funding. Include the relationship between the owner(s) of the facility and the entity.**

We are not requesting any capital outlay funding.

**13. Requestor Contact Information:**

- a. **Name:** Beatrice Louissaint
- b. **Organization:** Florida State Minority Supplier Development Council
- c. **Email:** beatrice@fmsmsdc.org
- d. **Phone Number:** (305)762-6151

**14. Recipient Contact Information:**

- a. **Organization:** FSMSDC/MBDA
- b. **County:** Duval, Hillsborough, Leon, Miami-Dade, Orange
- c. **Organization Type:**
  - For Profit
  - Non Profit 501(c) (3)
  - Non Profit 501(c) (4)
  - Local Entity
  - University or College
  - Other (Please specify)
- d. **Contact Name:** Beatrice Louissaint
- e. **E-mail Address:** beatrice@fmsmsdc.org
- f. **Phone Number:** (305)762-6151

**15. If there is a registered lobbyist, fill out the lobbyist information below.**

- a. **Name:** David Ash
- b. **Firm:** DLA Consulting, LLC
- c. **Email:** david@dlaconsultingllc.com
- d. **Phone Number:** (850)251-0985