



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2023-2024

LFIR # 2649

1. Project Title

2. Senate Sponsor

3. Date of Request

4. Project/Program Description

FloridaMakes is the representative of the Manufacturing Extension Partnership (MEP) National Network in the state of Florida, a program of the National Institute of Standards and Technology (NIST), an agency of the U.S. Department of Commerce. FloridaMakes requests a recurring investment of \$3,500,000 from the State of Florida to leverage funding from NIST MEP to deploy services to increase competitiveness of Florida manufacturing. These services will focus on activities like: building the talent pipeline, upskilling incumbent workers, increasing the adoption of advanced technologies and cybersecurity measures, and building more robust, resilient supply chains.

5. State Agency to receive requested funds

State Agency contacted?

6. Amount of the Nonrecurring Request for Fiscal Year 2023-2024

| Type of Funding | Amount |
|------------------------------------|------------------|
| Operations | 3,500,000 |
| Fixed Capital Outlay | 0 |
| Total State Funds Requested | 3,500,000 |

7. Total Project Cost for Fiscal Year 2023-2024 (including matching funds available for this project)

| Type of Funding | Amount | Percentage |
|--|------------------|-------------|
| Total State Funds Requested (from question #6) | 3,500,000 | 50% |
| Matching Funds | | |
| Federal | 3,500,000 | 50% |
| State (excluding the amount of this request) | 0 | 0% |
| Local | 0 | 0% |
| Other | 0 | 0% |
| Total Project Costs for Fiscal Year 2023-2024 | 7,000,000 | 100% |

8. Has this project previously received state funding?

| Fiscal Year (yyyy-yy) | Amount | | Specific Appropriation # | Vetoed |
|-----------------------|-----------|--------------|--------------------------|--------|
| | Recurring | Nonrecurring | | |
| >5 years | 0 | 500,000 | 2252 | No |

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.

The intent is to secure recurring funding. Federal funding is available for the match to double the investment by the state.

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



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Yes

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

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

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 |
|--|--|------------------|
| Administrative Costs: | | |
| Executive Director/Project Head Salary and Benefits | Management and oversight of the grant | 200,000 |
| Other Salary and Benefits | Financial, reporting, and administrative support | 150,000 |
| Expense/Equipment/Travel/Supplies/Other | | 0 |
| Consultants/Contracted Services/Study | | 0 |
| Operational Costs: Other | | |
| Salary and Benefits | Technical assistance experts and service delivery | 500,000 |
| Expense/Equipment/Travel/Supplies/Other | Travel and supplies | 250,000 |
| Consultants/Contracted Services/Study | Fund the following activities and/or defray the costs of services delivered directly to manufacturers (to include, but not limited to): technical assistance delivered directly to manufacturers; employee retention management to address and mitigate workforce shortages; enhance and expand skill development, including formalizing work-based learning options by providing "Earn and Learn" models through manufacturing apprenticeship and adoption; increase and improve the perception of manufacturing. | 2,400,000 |
| Fixed Capital Construction/Major Renovation: | | |
| Construction/Renovation/Land/Planning Engineering | | 0 |
| Total State Funds Requested (must equal total from question #6) | | 3,500,000 |

14. Program Performance

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



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Increased competitiveness and resiliency of Florida manufacturing focusing on building the talent pipeline, upskilling incumbent workers, increasing the adoption of advanced technologies, enhancing cybersecurity practices, and building more robust, resilient supply chains. Business growth through technical assistance that will strengthen, advance, and diversify Florida's manufacturing sector. Bring services to unserved and under-served regions of the state, including rural areas. Programming will align with Florida Department of Economic Opportunity and Florida Department of Education programs.

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

Technical assistance delivered directly to manufacturers through assessments and needs analyses, access to capital resources, continuous improvement implementation, and supply chain database for risk mitigation. Increase and improve the perception of careers to build the talent pipeline and position FL for onshore investments in the semiconductor industry. Increase access to advanced manufacturing tech in a space that can be shared with educators and industry.

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

Build a skilled workforce and drive industry growth with relevant transferable-skills for future in-demand careers in the semiconductor industry. Technical assistance delivered directly to manufacturers and their employees through employee retention management, apprenticeship accelerators, leadership training, incumbent worker training, and Skills for Career Success Bootcamps. Provide access to advanced manufacturing tech.

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

K-12 and university/college students, unemployed/under-employed Floridians, Florida's over 24,000 manufacturing establishments, and the over 424,000 people employed by them.

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

Improve quality of education: ensuring closer alignment between industry and education. Measured by increased enrollments in programs described above and in CTE programs.
 Increase or improve economic activity: core measures include new and retained sales, cost savings and avoidance, increased capital investment, and jobs created or retained for the manufacturing industry. Measured by federal sponsor surveys clients, through a third-party, 6 to 12 months after project completion to determine the impacts realized.
 Workforce Development: enhance and expand skill development by increasing certification attainment. Measured by number of awarded certifications.

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?

Non-payment for non-performance.

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

c. Organization Type

For Profit Entity



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- 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