



# The Florida Senate

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

1. **Title of Project:** Regional Entrepreneurship and Financial Empowerment Centers AND Statewide Small Business Loan Fund

2. **Senate Sponsor:** Perry Thurston

3. **Date of Submission:** 11/14/2017

4. **Project/Program Description:**

The Regional Entrepreneurship and Financial Empowerment Centers provide financial empowerment and asset-building programs and services to small businesses, particularly minority-owned, and low-to moderate income families and individuals throughout the State of Florida. The Statewide Small Business Loan Fund provides capital investment to minority owned enterprises focused on eliminating barriers to access to capital and increasing business growth and job creation.

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
3,000,000		3,000,000

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

Type	Amount	Percent
Federal	0	0.0%
State (excluding the amount of this request)	0	0.0%
Local	225,000	7.0%
Other	0	0.0%
TOTAL	225,000	7.0 %

8. **Total Project Cost for fiscal year 2018-19 (including the Total Amount of Requested State Funds):** 3,225,000

9. **Previous Year Funding Details:**

a. Has funding been provided in a previous state budget for this activity? Yes

b. In the previous 5 fiscal years, how many years was funding provided? (Optional) 4

c. What is the most recent fiscal year the project was funded? 2017-18



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- d. Were the funds provided in the most recent fiscal year subsequently vetoed? No  
e. 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.)		
	A	B	C
Funds Description:	Prior Year Recurring Funds *	Prior Year Nonrecurring Funds *	Total Funds Appropriated (Column A + Column B)
Input Amounts:		1,000,000	1,000,000

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

Yes

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

\$2,000,000

### 11. Program Performance:

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

This program has two major aspects with the primary goal of supporting a strong, viable economy in the State of Florida. The Entrepreneurship Center and Loan Fund provides business acceleration strategies through mentoring, coaching, and consulting services and access to capital, including pre and post loan counseling via a revolving loan fund for start-up and expanding businesses, particularly minority-owned, in metropolitan areas throughout Florida. Businesses must be in operation for at least 18 months, with less than \$5 million in revenue and no more than 25 employees. The Financial Empowerment Center programs provide financial education, asset building strategies, and employment support services to low-to-moderate income working families to increase their financial capabilities, self-sufficiency through employment and training, and asset building through homeownership.

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

This request supports programming in Broward, Palm Beach, Orange, Pinellas, and Duval counties and the surrounding communities. The four programming components are: 1) Regional Financial Empowerment Centers address financial stability through homeownership, small business education, and employment and income support; 2) Regional Entrepreneurship Centers provide opportunities for small business owners to gain access to market prospects, and technical support and capital to grow their businesses; 3) Statewide Small Business Loan Fund provides much-needed capital throughout the state to small businesses, in particular minority-owned small businesses, who have difficulty accessing capital from traditional sources; and 4) Community Outreach engages Florida residents, staff, businesses and community organizations on community and



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economic development issues that impact Florida's urban communities and sustains volunteerism as a viable solution for community building.

### c. How will the funds be expended?

Spending Category	Description	Amount
Administrative Costs		
<input type="checkbox"/> Executive Director/Project Head Salary and Benefits		
<input checked="" type="checkbox"/> 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"/> Expense/Equipment/Travel/Supplies/Other		
<input checked="" type="checkbox"/> Consultants/Contracted Services/Study	Professional Employer Organization costs; Marketing Outreach and Community Engagement Consultant Costs.	50,000
Operational Costs		
<input checked="" type="checkbox"/> Salary and Benefits	This represents Urban League of Broward County (ULBC) staff who directly coordinate activities relating to the	700,000



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	<p>Financial Empowerment Center, Community Engagement and Outreach Efforts, Small Business Loan Fund, and the Entrepreneurship Center. These positions include, but are not limited to, the Entrepreneurship Center Division Manager, Project Coordinator, Loan Officer, Case Manager, Housing Counselor, Job Developer, Director of Community Relations, Vice President of Operations, etc.</p>	
<input checked="" type="checkbox"/> Expense/Equipment/Travel/Supplies/Other	<p>ULBC leases its servers/network equipment from a 3rd party vendor and uses outside consultants to manage its network/IT needs, including remote network monitoring and Helpdesk Support, cloud back-up, and on-site assistance. Allocation costs are based primarily on labor hours, which determine the amount of occupancy and indirect costs per program.</p> <p>Statewide best practice training provides professional training/certifications for staff to enhance client engagements and service offerings.</p>	246,600
<input checked="" type="checkbox"/> Consultants/Contracted Services/Study	<p>Statewide subcontracted services for Financial Empowerment Centers and Entrepreneurship Centers to Urban League affiliates in</p>	1,700,000



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	Central Florida, Pinellas, Palm Beach, and Jacksonville. Also, consultants to provide legal, accounting, marketing, product development 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"/> Construction/Renovation/Land/Planning Engineering		
TOTAL		3,000,000

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

Activities include: 1) Financial Empowerment Centers provide individual/family coaching and case management, group workshops, partnership building, and data input for client/program services, staff training, and program evaluation; 2) Entrepreneurship Centers provide marketing, orientations, business assessment, group workshops, individual coaching, partnership building, data input for client/program services, staff trainings, and program evaluation; 3) Statewide Small Business Loan Fund conducts outreach, marketing, loan origination and underwriting, managing loan advisory board meetings, billing and collection of loans, and partnership and investor meetings; and 4) Community Outreach includes targeted outreach to grassroots/faith based organizations, business leaders, and others to place volunteers; attendance one-time and ongoing at community meetings that address economic and community development issues; and coordination of a statewide training conference for Urban League staff.

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

Low-to-moderate income individuals, families, and business owners. This program will serve over 2,000 Florida residents through direct services.

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

Outcomes include: 1) Increased economic activity through the creation and/or expansion of small businesses (measured by increase in business revenues and/or incorporations); 2) Creation of immediate job opportunities that are established through start-up and/or expanded businesses (number of new or retained jobs/wages as reported by business owners); 3) Enhancement of individuals/families' economic self-sufficiency, particularly by



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increased assets including incomes and home purchases (measured by number of homes purchased and related value; number of individuals who obtain employment and related wages; changes in credit scores; etc).

- 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?**  
Existing penalties for failure to meet deliverables or performance measures are adequate.

- 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.**  
Urban League of Broward County

**13. Requestor Contact Information:**

- a. Name:** Germaine Smith-Baugh  
**b. Organization:** Urban League of Broward County  
**c. Email:** gsbaugh@ulbcfl.org  
**d. Phone Number:** (954)625-2502

**14. Recipient Contact Information:**

- a. Organization:** Urban League of Broward County  
**b. County:** Broward  
**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:** Jean Claude Toussaint  
**e. E-mail Address:** jctoussaint@ulbcfl.org  
**f. Phone Number:** (954)625-2508

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

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