



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2019-2020

LFIR#: 1731

**1. Title of Project:** Town of Cutler Bay-Small Business Incubator

**2. Senate Sponsor:** Jose Rodriguez

**3. Date of Submission:** 02/07/2019

**4. Project/Program Description:**

The Town of Cutler Bay is requesting \$175,000 to assist with the development and implementation of the Town Center District Small Business Incubator. This project is located in a newly designated Opportunity Zone. The primary goal of the Business Incubator is to attract new high-tech, research and development (R&D) and manufacturing start-up companies to the Town of Cutler Bay. The town is currently in the design phase; the business incubator will provide promising startups in the fields of technology, research and development with below market rent and technical assistance in the form of educational business workshops. The Town will also target small business owners from low to moderate income (LMI) households living in the South Dade Community and service businesses with an annual income of less than \$300,000. These individuals will have access to workshops, temporary meeting space, and office space at free or reduced rates.

**5. State Agency to receive requested funds :** Department of Economic Opportunity

State Agency Contacted? No

**6. Amount of the Nonrecurring Request for Fiscal Year 2019-2020**

Type of Funding	Amount
Operations	95,000
Fixed Capital Outlay	80,000
<b>Total State Funds Requested</b>	<b>175,000</b>

**7. Total Project Cost for Fiscal Year 2019-2020 (including matching funds available for this project)**

Type of Funding	Amount	Percent
Total State Funds Requested (from question #6)	175,000	70.00%
Federal	0	0.00%
State (excluding the amount of this request)	0	0.00%
Local	75,000	30.00%
Other	0	0.00%
<b>Total Project Costs for Fiscal Year 2019-2020</b>	<b>250,000</b>	<b>100.0%</b>

**8. Has this project previously received state funding?** No

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	NonRecurring		

**9. Is future-year funding likely to be requested?** No



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#### 10. 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		
Other Salary and Benefits		
Expense/Equipment/Travel/Supplies/Other		
Consultants/Contracted Services/Study		
<b>Operational Costs:</b>		
Salary and Benefits		
Expense/Equipment/Travel/Supplies/Other	Equipment and furniture for office space	20,000
Consultants/Contracted Services/Study	Development of implementation plan, marketing strategy, and staffing options for the business incubator.	75,000
<b>Fixed Capital Construction/Major Renovation:</b>		
Construction/Renovation/Land/Planning Engineering	Build-Out of the Incubator at the Town Hall Center	80,000
<b>Total State Funds Requested (must equal total from question #6)</b>		<b>175,000</b>

#### 11. Program Performance:

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

Outcome 1: Stimulate economic development by implement a strategy to attract new high-tech, R&D, and manufacturing start-up companies to the Town of Cutler Bay. Performance Measure: Conduct building use study to identify space and development needs within the Town Center Building to house the incubator. Build-out of business incubator. Outcome 2: Facilitate use or reuse of existing infrastructure by providing technical assistance/training to town staff, members of the Economic Development Council, and the business community to allow them to fully participate in this project. Performance Measure: Host a series public involvement meetings to increase awareness about the business incubator, and receive public input. Develop a marketing strategy to recruit new businesses.

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

This project provides affordable or free office/meeting space to start-up companies in the south Miami-Dade community. The project is located within an Opportunity Zone in the Cutler Bay Town Center District.

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

Direct services include scheduling workshops through partnership with the US Small Business Administration and other economic development community agencies. Topics may include: time management, marketing strategies, HR, Ethics, and money management.

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

The proposed project will provide space for up to 25 small businesses. Scheduled workshops will be open to the general public and may attract 100 businesses from the local community throughout the year.



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

This project will benefit the small businesses and constituents of Cutler Bay by providing workshops and attracting more businesses to the area.

**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 in the contract?**

Standard contract 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.**

The Town of Cutler Bay

**13. Requestor Contact Information:**

- a. **Name:** Rafael Casals
- b. **Organization:** Town of Cutler Bay
- c. **E-mail Address:** rcasals@cutlerbay-fl.gov
- d. **Phone Number:** (305)234-4262

**14. Recipient Contact Information:**

- a. **Organization:** Town of Cutler Bay
- b. **County:** Miami-Dade
- 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:** Rafael Casals
- e. **E-mail Address:** rcasals@cutlerbay-fl.gov
- f. **Phone Number:** (305)234-4262

**15. Lobbyist Contact Information**

- a. **Name:** Fausto Gomez
- b. **Firm Name:** Gomez Barker Associates
- c. **E-mail Address:** fgomez@gomezbarker.com
- d. **Phone Number:** (305)860-0780