



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2020-2021

LFIR # 1344

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

4. **Project/Program Description**

The project expands Earn to Learn FL program to Tampa Bay region to support income challenged high school students' pursuit of higher education, including Career & Technical Education, Associate Degrees & Bachelor's Degrees. The Earn to Learn FL method demonstrates a new & comprehensive approach to financial assistance by combining students' investments in themselves with required Personal Finance Training & Success Coaching to improve higher education persistence, retention, & completion rates. The goal is students graduate on time, with no student debt & career ready.

The project targets students pursuing careers listed by Enterprise FL's Targeted Industries, Department of Economic Opportunities' Bureau of Statistics and Economic Research, 2018-2026 Employment Projections for FL. The project supports CS/HB 7071 (2019) to promote career readiness & workforce opportunities for students, thus ensuring alignment between education & workforce needs.

5. **State Agency to receive requested funds**
- State Agency contacted? Yes No

6. **Amount of the Nonrecurring Request for Fiscal Year 2020-2021**

Type of Funding	Amount
Operations	<input style="width: 80%;" type="text" value="2,000,000"/>
Fixed Capital Outlay	<input style="width: 80%;" type="text" value="000"/>
Total State Funds Requested	2,000,000

7. **Total Project Cost for Fiscal Year 2020-2021 (including matching funds available for this project)**

Type of Funding	Amount	Percentage
Total State Funds Requested (from question #6)	<input style="width: 80%;" type="text" value="2000000"/>	<input style="width: 80%;" type="text" value="45.0"/> %
Matching Funds		
Federal	<input style="width: 80%;" type="text" value="00"/>	<input style="width: 80%;" type="text" value="0"/> %
State (excluding the amount of this request)	<input style="width: 80%;" type="text" value="00"/>	<input style="width: 80%;" type="text" value="0"/> %
Local	<input style="width: 80%;" type="text" value="2,425,000"/>	<input style="width: 80%;" type="text" value="55"/> %
Other	<input style="width: 80%;" type="text" value="00"/>	<input style="width: 80%;" type="text" value="0"/> %
Total Project Costs for Fiscal Year 2020-2021	4,425,000	100 %

8. **Has this project previously received state funding?** Yes No
- If yes, provide the most recent instance:

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	Nonrecurring		
<input style="width: 80%;" type="text"/>	<input style="width: 80%;" type="text"/>	<input style="width: 80%;" type="text"/>	<input style="width: 80%;" type="text"/>	<input style="width: 80%;" type="text"/>

9. **Is future-year funding likely to be requested?** Yes No
- If yes, indicate nonrecurring amount per year.



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10. Details on how the requested state funds will be expended

Spending Category	Description	Amount
Administrative Costs:		
Executive Director/Project Head Salary and Benefits		<input type="text"/>
Other Salary and Benefits		<input type="text"/>
Expense/Equipment/Travel/Supplies/Other		<input type="text"/>
Consultants/Contracted Services/Study		<input type="text"/>
Operational Costs: Other		
Salary and Benefits	State Program Director (.25FTE) and to hire Success Coach (FTE) for Tampa Bay region to support Earn to Learn FL students	200,000
Expense/Equipment/Travel/Supplies/Other	Earn to Learn FL Financial Assistance for Income Challenged Students	1,700,000
Consultants/Contracted Services/Study	Accounting, Data Collection/Reporting, and Communication consultants as needed	100,000
Fixed Capital Construction/Major Renovation:		
Construction/Renovation/Land/Planning Engineering		<input type="text"/>
Total State Funds Requested (must equal total from question #6)		2,000,000



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11. Program Performance

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

Earn to Learn FL is a proven matched-savings program for income challenged high school students planning to attend Florida state university, college, or technical center. Earn to Learn FL matches students' savings up to \$500 with up to \$4,000 in financial assistance. It is renewable each year, until they earn a Career & Technical, Associate Degree, or Bachelor's Degree. It is a simple formula that combines student savings with personal finance training, success coaching, and financial assistance to achieve career advancement through higher education. Completion of Earn to Learn FL personal finance training will satisfy CS/HB 7071 (2019) goal to provide high school students with credited financial literacy training. Earn to Learn FL aligns with the Strengthening Alignment between Industry and Learning (SAIL) workforce education initiative to increase the number of FL's working-age adults with a high-value post-secondary certificate, degree, or training experience by 2030 to 60 percent.

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

Funds will provide Earn to Learn FL Personal Finance Training, Success Coaching & Financial Assistance to Tampa Bay region high school students. Students are employed at least part time and save a portion of their earnings to receive financial assistance. All students are required to complete Personal Finance Training and pursue higher education credentials that lead to career positions in demand by FL's employers. Success Coaching follows students from high school graduation to completion of their higher education to launching their career. The students will attend University of South Florida, Hillsborough Community College, St. Petersburg College, State College of Florida – Manatee-Sarasota, and State Adult Technical Education Centers of Charlotte, Citrus, DeSoto, Glades, Hardee, Hernando, Highlands, Hillsborough, Lake, Lee, Okeechobee, Pasco, Pinellas, Polk, Manatee, Osceola, Sarasota County School Districts.

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

Successful implementation of this demonstration project will result in greater opportunities and prosperity for all Florida individuals and businesses to benefit families and communities. The project adds to Florida skilled and educated workforce by guiding over 1200 Earn to Learn FL students to Florida's fastest growing occupations with full knowledge of their career aptitude, future earning potential, and higher education requirements to achieve their targeted career goals. Earn to Learn FL Personal Finance Training is required of all participating students. Earn to Learn FL Personal Finance Training is also available for adoption by all Florida school districts now required to offer .5 credit financial literacy training elective.

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

Low to moderate income) students in the Tampa Bay region are served. Income eligibility is determined by 1) FAFSA Expected Family Contribution of 12000 or less, 2) less than HUD median income for family size in county of student residence, or 3) 200% current federal poverty level or less. This project will provide the opportunity for a cohort of 1200+ Earn to Learn FL students to complete their higher education.

Assumed average funding gaps for projections:

\$2,250 for student to complete a Postsecondary Non-Degree Award (Career & Technical Education)

\$2,250 per year for student to complete a 2-year Associate Degree

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 demonstrate Earn to Learn FL is scalable to serve the entire state of FL by focusing on expansion areas with a state university anchor, state colleges, and state technical centers organized like the project region in Tampa Bay anchored by University of South Florida. Standards of measurement by which efficiency, performance, progress, and quality of the Earn to Learn FL program is assessed to demonstrate the economic impact will include initial conditions and capacities, inputs, outputs, capacity outcomes, and realized outcomes as defined by Innovative Metrics for Economic Development published in 2017 through a cooperative agreement between U.S. Department of Commerce, Economic Development Administration and the Center for Innovation Strategy and Policy at SRI International.

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 penalties for failing to meet deliverables or performance measures will apply.



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12. **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.**

n/a

13. **Requestor Contact Information**

- a. First Name Last Name
- b. Organization
- c. E-mail Address
- d. Phone Number Ext.

14. **Recipient Contact Information**

- a. Organization
- b. Municipality and County
- 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

15. **Lobbyist Contact Information**

- a. Name
- b. Firm Name
- c. E-mail Address
- d. Phone Number Ext.