



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2020-2021

LFIR # 1893

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

4. **Project/Program Description**

Working alongside residents, business leaders, and public officials at the local level, West Lakes will be home to \$100M in new investments that impact education, health, housing quality, and homeownership. Building conduits for equitable investment, the West Lakes Partnership is doubling down on the economic viability of West Lakes. As a designated Opportunity Zone, West Lakes is in the path of unprecedented investment. The funds requested will provide West Lakes Partnership with capacity to add staff focused on marketing, attracting, and guiding Opportunity Zone investments. The goal is to have a local partner at the table to connect opportunities with investment, building relationships that lead to powerful and lasting success for West Lakes. As part of this strategy, West Lakes included a jobs partnership with CareerSource and a neighborhood, business safety, Main Street program and crime prevention program.

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="125,000"/>
Fixed Capital Outlay	<input style="width: 80%;" type="text" value="000"/>
<b>Total State Funds Requested</b>	<b>125,000</b>

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="125000"/>	<input style="width: 80%;" type="text" value="68.0"/> %
<b>Matching Funds</b>		
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="50,000"/>	<input style="width: 80%;" type="text" value="27"/> %
Other	<input style="width: 80%;" type="text" value="10,000"/>	<input style="width: 80%;" type="text" value="5"/> %
<b>Total Project Costs for Fiscal Year 2020-2021</b>	<b>185,000</b>	<b>100</b> %

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: 100%;" 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
<b>Administrative Costs:</b>		
Executive Director/Project Head Salary and Benefits	Covers partial salary of Executive Director's program oversight.	10,000
Other Salary and Benefits	Covers partial salary of Program Manager's program oversight.	15,000
Expense/Equipment/Travel/Supplies/Other		
Consultants/Contracted Services/Study	An economic development specialist to develop materials, such as a prospectus and website, highlighting the investment opportunity of West Lakes, and the value of the Opportunity Zone. This specialist will also work to recruit businesses and do significant outreach to investor funds.	80,000
<b>Operational Costs: Other</b>		
Salary and Benefits		
Expense/Equipment/Travel/Supplies/Other		
Consultants/Contracted Services/Study	As part of this economic vitality strategy, West Lakes Partnership will support a job program partnership with CareerSource to connect West Lakes residents to better paying job opportunities. They will provide office space in West Lakes footprint to directly serve residents.	20,000
<b>Fixed Capital Construction/Major Renovation:</b>		
Construction/Renovation/Land/Planning Engineering		
<b>Total State Funds Requested (must equal total from question #6)</b>		<b>125,000</b>



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#### 11. Program Performance

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

The goal of Opportunity West Lakes is to have a local partner at the table to connect opportunities with investment, building relationships that lead to powerful and lasting success for West Lakes. As an additional outcome of this funding, West Lakes Partnership hopes this becomes a model of investment in Opportunity Zones that results in economic gardening, supports local employment, increases entrepreneurship, and demonstrates the success of these tax-deferment programs. As part of this strategy, West Lakes will support a jobs program partnership with CareerSource to connect West Lakes residents directly to better paying job opportunities and seed the first year of a crime prevention program that marries the business community with West Lakes' five residential neighborhoods, for a West Lakes wide safety and crime prevention plan.

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

Grow the capacity of West Lakes Partnership to add an economic development specialist focused on raising the profile of our investment-ready Opportunity Zone and recruiting/connecting investor funds to local opportunities. Additionally, a partnership with CareerSource that provides direct services to residents in West Lakes seeking greater employment Main Street Program to encourage existing business growth and a West Lakes resident & business safety and crime prevention program.

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

The jobs program with CareerSource will directly serve residents as a connection to prospective job opportunities with better pay. The safety and crime prevention program marries 5 neighborhoods (30,000 residents) and the business community to reduce crime and build stronger relationships with the Orlando Police Department (OPD), whose new HQ sits at the boundary of the footprint. The economic development specialist will raise the profile of the Opportunity Zone and recruit and connect investors and local entrepreneurs. The Main Street Program will provide direct support to businesses in the footprint.

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

Entrepreneurs, economically disadvantaged persons, jobless persons, at-risk youth, high school students, and 3,500 residents and 201 businesses within the West Lakes footprint. At least 201-400 expected to be served.

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

Increase or improve economic activity: Greater investment in the West Lakes footprint including business openings and business improvements, recorded by business and building permits submitted to the City of Orlando. Enhance specific individual's economic self sufficiency: Local residents will gain greater employment through the Jobs Partnership Program, measured by the number of residents who are placed in a new and better paying jobs as documented by CareerSource's interaction with clients. Divert from criminal/juvenile justice system: reduced drug related incidents in West Lakes due to job placement and the activity of the West Lakes Safety and Crime Prevention program, measured by the number of residents placed in new and better paying jobs as documented by CareerSource's interaction with clients and decrease in crime by youth as measured by Orlando Police Department's crime reports. Opening of a Market Street Program to encourage business success.

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?

Funding to be withheld until corrective action is completed.



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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.