



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2020-2021

LFIR # 2125

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

4. **Project/Program Description**

FloridaMakes is a statewide, industry-led, public-private partnership operated by an alliance of Florida's regional manufacturers associations with the sole mission of strengthening and advancing Florida's economy by improving the competitiveness, productivity and technological performance of its manufacturing sector, with an emphasis on small- and medium-sized firms. It accomplishes this by providing services focused on three principle value streams: technology adoption, talent development, and business growth. As a National Institute of Standards and Technology (NIST) Manufacturing Extension Partnership (MEP) approved Center, FloridaMakes is the official representative of the MEP National Network in the State of Florida.

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="500,000"/>
Fixed Capital Outlay	<input style="width: 80%;" type="text" value="000"/>
<b>Total State Funds Requested</b>	<b>500,000</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="500000"/>	<input style="width: 80%;" type="text" value="34.0"/> %
<b>Matching Funds</b>		
Federal	<input style="width: 80%;" type="text" value="500,000"/>	<input style="width: 80%;" type="text" value="33"/> %
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="00"/>	<input style="width: 80%;" type="text" value="0"/> %
Other	<input style="width: 80%;" type="text" value="500,000"/>	<input style="width: 80%;" type="text" value="33"/> %
<b>Total Project Costs for Fiscal Year 2020-2021</b>	<b>1,500,000</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: 80%;" type="text" value="2017-18"/>	<input style="width: 80%;" type="text" value="00"/>	<input style="width: 80%;" type="text" value="500,000"/>	<input style="width: 80%;" type="text" value="2226H"/>	<input type="text" value="No"/>

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		
Other Salary and Benefits	Financial, Marketing, Partnership Development, Network Development, Admin Support	25,000
Expense/Equipment/Travel/Supplies/Other	Office Supplies, Travel, Training	10,000
Consultants/Contracted Services/Study	Insurance, Accounting, HR, Salesforce, Webpage	15,000
<b>Operational Costs: Other</b>		
Salary and Benefits	Business Advisors (statewide)	350,000
Expense/Equipment/Travel/Supplies/Other	Travel, Computer Equipment, Supplies, Training & Development	75,000
Consultants/Contracted Services/Study	Marketing & Outreach	25,000
<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>500,000</b>



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## 11. Program Performance

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

Increased competitiveness of Florida manufacturing; Improved talent, expanded markets, and increased adoption and use of state-of-the-art technologies. Economic growth through business expansion and retention activities that will advance and diversify Florida's economy. Specific purpose of state funds is to provide service to unserved and underserved regions of the state, with a particular emphasis on rural manufacturing regions.

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

Accelerated adoption of advanced manufacturing technologies and processes; leadership and workforce talent training and development; and strategic business growth of new and existing customers and markets, including greater participation of Florida firms in commercial space, aerospace, aviation, and defense supply chains.

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

Productivity-enhancing business and technical assistance to accelerate technology adoption, develop talent to narrow or close the skills gap, and to increase growth through the development of new products, processes, customers, and markets.

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

Florida's 20,557 manufacturing establishments and the 384,800-person workforce employed in those manufacturing firms. Specific emphasis on small business. 80% of Florida's manufacturing firms employ under 20 persons.

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

Core measures include new & retained sales (=\$65M), cost savings and avoidance (=\$9M), increased capital investment (=\$19M), and jobs created or retained (=750). Federal sponsor surveys clients, through a third-party, 6 months after project completion to determine their impacts realized.

- 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?

None.



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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.