



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2021-2022

LFIR # 1690

1. Project Title Regional Entrepreneurship Centers and Statewide Small Business Loan Fund

2. Senate Sponsor Perry Thurston

3. Date of Request 02/05/2021

#### 4. Project/Program Description

The Regional Entrepreneurship Centers and Statewide Small Business Loan Fund provide technical assistance, business management training, direct lending, access to capital and other services to small businesses, particularly minority and women owned, in metropolitan areas throughout the State of Florida. Since becoming a Community Development Financial Institution through its subsidiary, the Urban League is poised to leverage raised loan capital as match for the continuation of the established DEO guarantee fund.

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

State Agency contacted? Yes

#### 6. Amount of the Nonrecurring Request for Fiscal Year 2021-2022

Type of Funding	Amount
Operations	2,000,000
Fixed Capital Outlay	0
<b>Total State Funds Requested</b>	<b>2,000,000</b>

#### 7. Total Project Cost for Fiscal Year 2021-2022 (including matching funds available for this project)

Type of Funding	Amount	Percentage
Total State Funds Requested (from question #6)	2,000,000	89%
<b>Matching Funds</b>		
Federal	0	0%
State (excluding the amount of this request)	0	0%
Local	0	0%
Other	250,000	11%
<b>Total Project Costs for Fiscal Year 2021-2022</b>	<b>2,250,000</b>	<b>100%</b>

8. Has this project previously received state funding? Yes

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	Nonrecurring		
2020-21	0	2,000,000	2288A	No

9. Is future funding likely to be requested? Yes

a. If yes, indicate nonrecurring amount per year. 2,000,000

b. Describe the source of funding that can be used in lieu of state funding.

Sources of funds may include but not be limited to grants from foundations, financial institutions, and/or investment capital from private entities.

10. Has the entity requesting this project received any federal assistance related to the COVID-19 pandemic?



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2021-2022

LFIR # 1690

☐ Yes

If yes, indicate the amount of funds received and what the funds were used for.

1. Payroll Protection Program: \$782,884 for payroll, benefits, and PPE
2. Freddie Mac: \$50,000 - programmatic support for housing counseling services to families impacted by COVID-19
3. Broward County Department of Human Services: \$210,040 (CARES Act) in programmatic support to provide supportive isolation case management services for individuals and families positive for COVID-19.

#### 11. 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		0
Other Salary and Benefits	This represents a portion of administrative staff time and related costs that will be involved in marketing, fundraising, invoicing, maintaining accounting records, negotiating with banks, following up with funders, as well as ensuring adherence to organizational compliance related to procurement and contracting. Staff positions include but are not limited to the Executive Vice President, VP of Finance and Administration, VP of Program Impact, and Sr. VP of Philanthropy and Communications.	299,210
Expense/Equipment/Travel/Supplies/Other		0
Consultants/Contracted Services/Study		0
<b>Operational Costs: Other</b>		
Salary and Benefits	This represents Urban League of Broward County staff responsible for all coordination of activities relating to the Entrepreneurship Center Community Engagement, ecosystem development, grant compliance, lending activities, governance, and technical assistance to sub recipients. These positions include, but are not limited to, the Executive Vice President, Small Business Lending Officer, Loan Fund Coordinator, Small Business Development Officer, Community Relations Coordinator, and contractors.	496,053
Expense/Equipment/Travel/Supplies/Other	ULBC leases its servers and network equipment from a third party vendor. ULBC also uses outside consultants to manage its network and IT needs. This includes remote network monitoring, cloud back-up, remote help desk support, and on-site assistance. A statewide best practice training will be implemented. ULBC utilizes a proportionate share of the cost for the ULBC Community Empowerment Center as it is used for Entrepreneurship Center staff office costs based on labor hours.	155,312
Consultants/Contracted Services/Study	Statewide subcontracted services for Regional Entrepreneurship Centers to Urban League affiliates in Pinellas, Palm Beach, and Jacksonville. Also, consultants to provide legal, accounting, marketing, operations, and technology expertise to small business clients through individual and group sessions. ULBC will retain contract compliance and consultants for administration of small loan fund as needed.	1,049,425
<b>Fixed Capital Construction/Major Renovation:</b>		
Construction/Renovation/Land/Planning Engineering		0
<b>Total State Funds Requested (must equal total from question #6)</b>		<b>2,000,000</b>



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2021-2022

LFIR # 1690

#### 12. Program Performance

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

The Regional Entrepreneurship Centers and Statewide Small Business Loan Fund provide technical assistance, business management training, direct lending, access to capital and other services to small businesses, particularly minority and women owned, in metropolitan areas throughout Florida. Since becoming a Community Development Financial Institution through its subsidiary, Urban League is poised to leverage raised loan capital as match for the continuation of the established DEO guarantee fund.

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

This request supports programming in Broward, Palm Beach, Pinellas, and Duval counties and surrounding communities. The three components of this request are 1) Regional Entrepreneurship Centers (ECs) provide opportunities for small business owners and entrepreneurs to gain access to market, business development services, and capital to improve and grow their businesses; 2) Statewide Small Business Loan Fund, administered through its CDFI, the Central County Community Development Corp, lends throughout the state to small businesses, in particular minority-owned small businesses, who have difficulty accessing funding from mainstream markets; and 3) Community Engagement: Participation in activities to strengthen partnerships including working with local anchor institutions to discuss the challenges and opportunities for minority owned small businesses doing business in under-served communities through open forums, community meetings, and ecosystem development.

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

This project and activities includes three components:  
1) Entrepreneurship Centers (ECs): provide marketing, outreach, orientations, business assessment, group trainings and workshops, individual coaching and technical assistance, business counseling, lab hours (open time for business owners for learning), outreach events, partnership building with local and regional resources to enhance services in the small business ecosystem. 2) Statewide Small Business Loan Fund: conducts outreach, marketing, responding to loan inquiries, direct lending, processing loan application, origination and underwriting, and managing loan advisory board meetings. 3) Community Engagement: activities to strengthen partnerships and discuss the challenges to minority owned small businesses doing business in underserved communities through open forums and community discussions. Activities can be conducted virtually or in person given accessibility and needs.

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

The target population is minority small business owners throughout the State of Florida. This project expects to serve more than 800 individuals and businesses.

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

- 1) Increase in economic activity: Outcomes include an increase in number of new and/or expanded businesses; an increase in revenues of existing businesses. Measures: Incorporation documents; documented revenue/financial statements.
- 2) Create specific immediate job opportunities: Outcomes include new jobs created and/or sustained through start-up or expanded businesses. Measures: Number of new jobs and wage level - as reported by business owners.
- 3) Enhance specific individual's economic self-sufficiency: Outcomes include business retention; business default rate. Measures: Number of businesses that remain open; percentage of businesses that have not defaulted on their loans with the CDFI.

##### 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 the contract?

The current penalties for failing to meet deliverables or performance measures are adequate.

#### 13. 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.



# **The Florida Senate**

## **Local Funding Initiative Request**

### **Fiscal Year 2021-2022**

LFIR # 1690

None



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2021-2022

LFIR # 1690

#### 14. Requestor Contact Information

a. First Name  Last Name

b. Organization

c. E-mail Address

d. Phone Number  Ext.

#### 15. 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

#### 16. Lobbyist Contact Information

a. Name

b. Firm Name

c. E-mail Address

d. Phone Number