



# The Florida Senate

## Local Funding Initiative Request

### Fiscal Year 2024-2025

LFIR # 1877

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

**4. Project/Program Description**

With support of the State of Florida, we will build a pipeline of business leaders who are committed to the development of the Miami-Dade County. Incubator services will provide equitable access to training modules in business planning and strategy, human resources, accounting, marketing, technology, access to capital and other financial resources inclusive of applicable small business grants. Technical assistance workshops will equip participants to take the next step in ownership and financial empowerment.

- \* To steward start-up entrepreneurs based on technology in developing their business.
- \* To cultivate a new entrepreneur who are resilient, professional, and empowered.
- \* To conduct research, development, and facilitation of innovative business solutions.
- \* To build business partnerships with stakeholders.
- \* To engage communities with productive economic activities.

5. **State Agency to receive requested funds**
- State Agency contacted?**

**6. Amount of the Nonrecurring Request for Fiscal Year 2024-2025**

Type of Funding	Amount
Operations	1,517,910
Fixed Capital Outlay	150,000
<b>Total State Funds Requested</b>	<b>1,667,910</b>

**7. Total Project Cost for Fiscal Year 2024-2025 (including matching funds available for this project)**

Type of Funding	Amount	Percentage
Total State Funds Requested (from question #6)	1,667,910	64%
<b>Matching Funds</b>		
Federal	750,000	29%
State (excluding the amount of this request)	0	0%
Local	37,500	1%
Other	150,000	6%
<b>Total Project Costs for Fiscal Year 2024-2025</b>	<b>2,605,410</b>	<b>100%</b>

8. **Has this project previously received state funding?**

Fiscal Year (YYYY-YY)	Amount		Specific Appropriation #	Vetoed
	Recurring	Nonrecurring		

9. **Is future funding likely to be requested?**
- a. **If yes, indicate nonrecurring amount per year.**
- b. **Describe the source of funding that can be used in lieu of state funding.**
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10. Has the entity requesting this project received any federal assistance related to the COVID-19 pandemic?

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

## Complete questions 11 and 12 for Fixed Capital Outlay Projects

11. Status of Construction

a. What is the current phase of the project?

- Planning
  Design
  Construction
  N/A

b. Is the project "shovel ready" (i.e permitted)?

c. What is the estimated start date of construction?

d. What is the estimated completion date of construction?

12. List 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.

13. 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	Annual salary for one Regional Executive Director – manages and overseas operations of the North County Regional Chamber of Commerce with oversight of the seven Chamber Marketing Council that will fall underneath its umbrella, including North Miami, Surfside, Bay Harbor, Bal Harbour, Indian Creek, North Bay Village, El Portal.	225,000
Other Salary and Benefits	Variable pay based on commission and bonuses which will be determined by sales activities, paid on top of the employee's	15,000
Expense/Equipment/Travel/Supplies/Other	Gas Allowance \$1,000 Lap top x 2 @ \$1,400 each copy machine \$2,500 Cell Phone \$1,200	9,380
Consultants/Contracted Services/Study	Administrative Assistant: Provides overall office duties to include constituent service and support care to the Executive Director	62,000
<b>Operational Costs: Other</b>		
Salary and Benefits	Program Director: North Miami, Surfside, Bay Harbor, Bal Harbour, Indian Creek, North Bay Village, El Portal \$90,000 annual each	630,000
Expense/Equipment/Travel/Supplies/Other	Gas Allowance: North Miami, Surfside, Bay Harbor, Bal Harbour, Indian Creek, North Bay Village, El Portal, \$1,000 each Laptop x 14 @ \$1,400 each Copy Machine x 6 @ \$2,500 each Phone x 7 @ \$1,200 each	204,530
Consultants/Contracted Services/Study	Administrative Assistant x 6 @ \$62,000 Provides overall office duties to include constituent service and support care to the Executive Director	372,000
<b>Fixed Capital Construction/Major Renovation:</b>		



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Construction/Renovation/Land/ Planning Engineering	Renovation x 6 @ 25,000 each (North Miami established): Each marketing council will host its own office in each city. Store front space will be acquired and a onetime renovation needed to purchase capital furniture and equipment for start-up services and to develop a workforce development center.	150,000
<b>Total State Funds Requested (must equal total from question #6)</b>		<b>1,667,910</b>

**14. Program Performance**

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

To launch a North Region Chamber of Commerce in Miami-Dade County, expanding with the cities of Surfside, Bay Harbor, Bal Harbour, Indian Creek, North Bay Village and El Portal. Collectively, the cohort will be a catalyst for economic development, stewarding an ecosystem to help cultivate entrepreneurs, business growth, job creation and revitalization within the region. Miami-Dade County has the second largest percentage of people living in poverty of any major metro area, according to the Census Bureau's American Community Survey — and it is also having the second lowest median household income in the United States. In Miami-Dade County, Nearly 40% of African American households have a net worth of ZERO. Minority business owners have a median net worth of twelve times higher than those who do not own a business however while minorities make up 32% of the population only 18% of all businesses are minority owned.

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

To provide satellite offices in each prospective city, providing a one-stop resource center in each designated zip code to drive economic development.  
 \* Marketing for each center office.  
 \* Incubator program services at each office, providing equitable access to training modules in business planning and strategy, human resources, accounting, marketing, technology, access to capital and other financial resources inclusive of applicable small business grants. Inspired through technical assistance workshop equipped to take the next step in ownership and financial empowerment.  
 The Greater North Miami Chamber of Commerce was an IRS determined 501c3 for 30 years but recently transitioned to follow suit of being a business member 501c6. We are in process of filing the IRS 1023 form to convert back to a 501c3, which will incorporate all the city satellite offices, to help seek philanthropic support and grant allocations funding vital business development programs.

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

Emerging Entrepreneurs and small businesses will be provided the following services:

1. Help to develop a solid foundation through the creation of how to establish a business structure and obtain permits.
2. Access to capital seed funding via angel investors and loans.
3. How to file taxes, conduct audits and establish accounting procedures.
4. The development of marketing and advertising campaigns.
5. Help to build a social media fan base.
6. Logo design and launch brand development.
7. Technical drive to launch e-commerce.
8. Development of human resource protocols: on-boarding, employer vs employee rights, worker's compensation, and liabilities.
9. How to diversify wealth to boost income and increase net worth.
10. Plan to build customer base — acquisition versus retention.
11. Help with business grants: research RFP proposals, writing, metrics.

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

Emerging entrepreneurs and new business owners, with specialized focused on under-served markets including women, single parents, veterans, domestic violence survivors and minority demographics.

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



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The Chamber is growth driven and education centered, offering incubator services, technical assistance, mentoring and development assistance in effort to:

- Inspire Ideas
- Form Business Entities
- Scale Businesses
- Create Jobs
- Steward Multi-Generational Wealth

**Outcomes/Metrics**

\* Improved mental health balance which is affected by the stress indicators of being unemployment or having financial insecurity. Program Director will serve as a case manager of individual business members/clients measuring their overall mental balance.

\* Cultivating a network of entrepreneurship, corporate ambassadors, and collaborative relationships: Measurements: Increased business traffic in each market, ROI initiatives, increased revenue sales and consumer attrition

\* Enhance specific individual's economic self sufficiency via number of jobs created.

**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?**

1. Loss of funds
2. Repayment of funds
3. Possible legal action

**15. Requester Contact Information**

**a. First Name**  **Last Name**

**b. Organization**

**c. E-mail Address**

**d. Phone Number**  **Ext.**

**16. 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**



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#### 17. Lobbyist Contact Information

a. Name	<input type="text" value="None"/>
b. Firm Name	<input type="text"/>
c. E-mail Address	<input type="text"/>
d. Phone Number	<input type="text"/>