

**The Florida House of Representatives**  
**Appropriations Project Request - Fiscal Year 2022-23**  
For projects meeting the definition of House Rule 5.14

1. Title of Project: Hispanic Business Initiative Fund Outreach Program
2. Date of Submission: 09/29/2021
3. House Member Sponsor: Chris Latvala

**4. Details of Amount Requested:**

- a. Has funding been provided in a previous state budget for this activity? Yes
- b. What is the most recent fiscal year the project was funded? 2021-22
- c. Were the funds provided in the most recent fiscal year subsequently vetoed? No
- d. Complete the following Project Request Worksheet to develop your request.

FY:	Input Prior Year Appropriation for this project for FY 2021-22 (If appropriated in 2021-22 enter the appropriated amount, even if vetoed.)			Develop New Funds Request for FY 2022-23 (Requests for additional RECURRING funds are prohibited.)		
Column:	A	B	C	D	E	F
Funds Description:	Prior Year Recurring Funds	Prior Year Nonrecurring Funds	Total Funds Appropriated	Recurring Base Budget	Additional Nonrecurring Request	TOTAL Nonrecurring plus Recurring Base Funds
Input Amounts:	775,000		775,000	775,000	725,000	1,500,000

- e. Provide the total cost of the project for FY 2022-23 from all sources of funding (Enter "0" if amount is zero):

Type of Funding	Amount	Percent of Total	Are the other sources of funds guaranteed in writing?
1. Amount Requested from the State in this Appropriations Project Request	725,000	33.4%	N/A
2. Federal	0	0.0%	No
3. State (Excluding the requested Total Amount in #4d, Column F)	0	0.0%	No
4. Local	784,000	36.2%	Yes

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5. Other	659,000	30.4%	Yes
<b>TOTAL</b>	<b>2,168,000</b>	<b>100%</b>	

5. Is this a multi-year project requiring funding from the state for more than one year?

Yes

a. How much state funding would be requested after 2022-23 over the next 5 years?

- <1M
- 1-3M
- >3-10M
- >10M

b. How many additional years of state support do you expect to need for this project?

- 1 year
- 2 years
- 3 years
- 4 years
- >= 5 years

c. What is the total project cost for all years including all federal, local, state, and any other funds? Select the single answer which best describes the total project cost. If funds requested are for ongoing services or for recurring activities, select "ongoing activity".

- ongoing activity – no total cost
- <1M
- 1-3M
- >3-10M
- >10M

6. Which is the most appropriate state agency to place an appropriation for the issue requested? Department of Economic Opportunity

a. Has the appropriate state agency for administering the funding, if the request were appropriated, been contacted? Yes

b. Describe penalties for failing to meet deliverables or performance measures which the agency should provide in its contract to administer the funding if appropriated.

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There will be a detailed agreement with the Department of Economic Opportunity (DEO) that will stipulate the specific dollar amount for penalties when specific deliverables are not met. In the past, the organization has always successfully delivered 100% of all items within the agreement.

7. Requester:

- a. Name: Augusto Sanabria
- b. Organization: Hispanic Business Initiative Fund of Florida, Inc. dba Prospera
- c. Email: asanabria@prosperausa.org
- d. Phone #: (407)413-8564

8. Contact for questions about specific technical or financial details about the project.

- a. Name: Luis E. Otero
- b. Organization: Hispanic Business Initiative Fund of Florida, Inc. dba Prospera
- c. Email: lotero@prosperausa.org
- d. Phone #: (407)413-8564

9. Registered lobbyist working to secure funding for this project.

- a. Name: Jose M. Boscan
- b. Firm: Boscan & Associates LLC
- c. Email: jose@boscanandassociates.com
- d. Phone #: (407)383-4600

10. Organization or Name of entity receiving funds:

- a. Name: Hispanic Business Initiative Fund of Florida, Inc.
- b. County (County where funds are to be expended): Orange
- c. Service Area (Counties being served by the service(s) provided with funding): Statewide

11. What type of organization is the entity that will receive the funds?

- For Profit
- Non Profit 501(c) (3)
- Non Profit 501(c) (4)
- Local Government
- University or College
- Other (Please describe)

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12. What is the specific purpose or goal that will be achieved by the funds being requested?

Job creation/retention from small businesses served by the organization. Business education to attendees of seminars and workshops on various important business subjects and governmental compliance. Access to capital, including loans secured for small businesses. The organization carefully tracks client progress and success in customer relationship management system (CRM). The organization also conducts an independent impact study to measure the overall economic impact to our communities.

13. Provide specific details on how funds will be spent. (Select all that apply)

Spending Category	Description	Amount Requested (Should equal 4d, Col. E) Enter "0" if request is zero for the category
Administrative Costs:		
<input type="checkbox"/> a. Executive Director/Project Head Salary and Benefits		
<input type="checkbox"/> b. Other Salary and Benefits		
<input type="checkbox"/> c. Expense/Equipment/Travel/Supplies/Other		
<input type="checkbox"/> d. Consultants/Contracted Services/Study		
Operational Costs:		
<input checked="" type="checkbox"/> e. Salaries and Benefits	25 FTE's not including 5 Admin support -CEO/Pres & CFO. 30 employees statewide. Breakdown of 25 FTE's-19 positions are In-House Business Consultants throughout the State of Florida which provide the training and consulting services for clients. 3 positions are the Regional Vice Presidents (Miami, Orlando and	650,000

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	Tampa). 3 positions are Customer Service Representatives assisting clients	
<input checked="" type="checkbox"/> f. Expenses/Equipment/Travel/Supplies/Other	Direct programs costs like supplies, information technology, marketing expenses, local travel (including to other state areas where Prospera does not have a physical presence	25,000
<input checked="" type="checkbox"/> g. Consultants/Contracted Services/Study	Subcontracted professional services directly related to programs: like CPAs, attorneys, marketing specialists, etc.	50,000
Fixed Capital Construction/Major Renovation:		
<input type="checkbox"/> h. Construction/Renovation/Land/Planning Engineering		
<b>TOTAL</b>		<b>725,000</b>

14. For Fixed Capital Costs requested in Question 13, what type of ownership will the facility be under when complete?

- For Profit
- Non Profit 501(c) (3)
- Non Profit 501(c) (4)
- Local Government (e.g., police, fire or local government buildings, local roads, etc.)
- State agency owned facility (For example: college or university facility, buildings for public schools, roads in the state transportation system, etc.)
- Other (Please describe)

15. Is the project request an information technology project?

No

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16. Is there any documented show of support for the requested project in the community including public hearings, letters of support, major organizational backing, or other expressions of support?

Yes

a. Please Describe:

Local government (counties and cities) agreements, and private sponsorship agreements with recurring funders and partners. The largest population increase in Florida are Hispanics and now make up about 1/3 of the population; estimated to be over 7 million in the state.

17. Has the need for the funds been documented by a study, completed by an independent 3rd party, for the area to be served?

Yes

a. Please Describe:

There are several independent studies that have been conducted that shows the following: 1. The continued growth of Hispanic population in the state 2. Hispanic start businesses at a faster pace than non-Hispanics 3. Hispanic-owned businesses fail more often due to the language and cultural barriers, a lack of understanding of how to do business in USA, and limited access to capital.

18. Will the requested funds be used directly for services to citizens?

Yes

a. What are the activities and services that will be provided to meet the purpose of the funds?

To assist entrepreneurs and small businesses, with a focus on under-served minority communities, to establish and grow their businesses across the entire State of Florida. Primarily to support small businesses in rural areas and communities where Prospera does not have an established presence.

b. Describe the direct services to be provided to the citizens by the funding requested.

BUSINESS SEMINARS - bilingual orientations for startups and advanced workshops on topics that are vital for the success of a business. BUSINESS CONSULTING - ongoing and personalized guidance to identify opportunities and overcome challenges of the existing or prospective business. BUSINESS GRANTS - subcontracted professional customized services vetted and paid for by Prospera (legal, accounting)

c. Describe the target population to be served (i.e., "the majority of the funds requested will serve these target populations or groups"). Select all that apply to the target population:

Elderly persons

Persons with poor mental health

Persons with poor physical health

Jobless persons

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- Economically disadvantaged persons
- At-risk youth
- Homeless
- Developmentally disabled
- Physically disabled
- Drug users (in health services)
- Preschool students
- Grade school students
- High school students
- University/college students
- Currently or formerly incarcerated persons
- Drug offenders (in criminal Justice)
- Victims of crime
- General (The majority of the funds will benefit no specific group)
- Other (Please describe): under-served minorities with entrepreneurial goals

d. How many in the target population are expected to be served?

- < 25
- 25-50
- 51-100
- 101-200
- 201-400
- 401-800
- >800

19. What benefits or outcomes will be realized by the expenditure of funds requested? (Select each Benefit/Outcome that applies)

Benefit or Outcome	Provide a specific measure of the benefit or outcome	Describe the method for measuring level of benefit or outcome
<input type="checkbox"/> Improve physical health		

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<input type="checkbox"/> Improve mental health		
<input type="checkbox"/> Enrich cultural experience		
<input type="checkbox"/> Improve agricultural production/promotion/education		
<input type="checkbox"/> Improve quality of education		
<input type="checkbox"/> Enhance/preserve/improve environmental or fish and wildlife quality		
<input type="checkbox"/> Protect the general public from harm (environmental, criminal, etc.)		
<input type="checkbox"/> Improve transportation conditions		
<input checked="" type="checkbox"/> Increase or improve economic activity	Revenues From Businesses	Client applications and annual surveys
<input type="checkbox"/> Increase tourism		
<input checked="" type="checkbox"/> Create specific immediate job opportunities	Jobs created/retained by businesses assisted by Prospera	Client applications and annual surveys
<input checked="" type="checkbox"/> Enhance specific individual's economic self sufficiency	Businesses started and jobs created and/or retained	Client applications and annual surveys
<input type="checkbox"/> Reduce recidivism		
<input type="checkbox"/> Reduce substance abuse		
<input type="checkbox"/> Divert from Criminal/Juvenile justice system		
<input type="checkbox"/> Improve wastewater management		
<input type="checkbox"/> Improve stormwater management		



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<input type="checkbox"/> Improve groundwater quality		
<input type="checkbox"/> Improve drinking water quality		
<input type="checkbox"/> Improve surface water quality		
<input type="checkbox"/> Other (Please describe):		