

**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: FloridaMakes
2. Date of Submission: 11/16/2021
3. House Member Sponsor: Rene Plasencia

**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? 2017-18
- 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 <i>(If appropriated in 2021-22 enter the appropriated amount, even if vetoed.)</i>			Develop New Funds Request for FY 2022-23 <i>(Requests for additional RECURRING funds are prohibited.)</i>		
Column:	A	B	C	D	E	F
Funds Description:	Prior Year Recurring Funds	Prior Year Nonrecurring Funds	Total Funds Appropriated	Recurring Base Budget	<b>Additional Nonrecurring Request</b>	<b>TOTAL Nonrecurring plus Recurring Base Funds</b>
Input Amounts:					2,000,000	2,000,000

- 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	2,000,000	50.0%	N/A
2. Federal	2,000,000	50.0%	Yes
3. State (Excluding the requested Total Amount in #4d, Column F)	0	0.0%	No
4. Local	0	0.0%	No

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5. Other	0	0.0%	No
<b>TOTAL</b>	<b>4,000,000</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.

Prorating future state contributions

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7. Requester:

- a. Name: Kevin Carr
- b. Organization: Florida Makes
- c. Email: kevin.carr@floridamakes.com
- d. Phone #: (407)450-7206

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

- a. Name: Zoraida Velasco
- b. Organization: Florida Makes
- c. Email: Zoraida.Velasco@floridamakes.com
- d. Phone #: (407)430-7714

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

- a. Name: Julia Juarez
- b. Firm: JEJ & Associates Inc
- c. Email: lena@jejassoc.com
- d. Phone #: (850)212-8330

10. Organization or Name of entity receiving funds:

- a. Name: Florida Makes
- b. County (County where funds are to be expended): Statewide
- 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)

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

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Increased competitiveness of FL manufacturing focusing on building the talent pipeline, upskilling incumbent workers, increasing the adoption of smart factory technologies, and building more robust, resilient supply chains. Economic growth through business expansion and retention activities that will advance and diversify the economy. Specific purpose of funds is to bring these services to unserved and under-served regions of the state, with a particular emphasis on rural manufacturing regions.

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 checked="" type="checkbox"/> b. Other Salary and Benefits	Financial, Outreach & Office Administration	165,000
<input checked="" type="checkbox"/> c. Expense/Equipment/Travel/Supplies/Other	Travel, Office Supplies, Training	10,000
<input checked="" type="checkbox"/> d. Consultants/Contracted Services/Study	Program Outreach, Insurance, Accounting, HR, Sales Force, Webpage	25,000
Operational Costs:		
<input checked="" type="checkbox"/> e. Salaries and Benefits	Business Advisors, Talent Development, Supply Chain	1,462,500
<input checked="" type="checkbox"/> f. Expenses/Equipment/Travel/Supplies/Other	Travel, Equipment, Supplies, Training - Business Advisors	100,000
<input checked="" type="checkbox"/> g. Consultants/Contracted Services/Study	Program Outreach	237,500
Fixed Capital Construction/Major Renovation:		

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<input type="checkbox"/> h. Construction/Renovation/Land/Planning Engineering		
<b>TOTAL</b>		<b>2,000,000</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
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:  
We have working relationships/receive support from: FL Chamber, Associated Industries of FL, CareerSource FL, Able Trust, Veterans FL, Enterprise FL, US Economic Development Agency, Small Business Development Center Network, US Small Business Administration, US Department of Commerce, and 14 regional manufacturers associations across the state as well as local governments within those regions
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:  
Please refer to FL TaxWatch report and opinion respectively: <https://floridatxwatch.org/Research/Full-Library/ArtMID/34407/ArticleID/19063/Supply-Chain-Resiliency-in-the-Face-of-Economic-Disruption-Connex-Florida-as-a-Platform-for-Resilience> and <https://www.tallahassee.com/story/opinion/2018/03/11/opinion-growfl-and-floridamakes-good-investments/411863002/>
18. Will the requested funds be used directly for services to citizens?

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Yes

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

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

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

Improve resiliency with 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 supply chains, new products, processes, customers and markets

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
- 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): Florida's 22,127 manufacturing establishments and the 386,200 people employed by them.

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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		
<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	Core measures include new & retained sales, cost savings and avoidance, increased capital	Federal sponsor surveys clients, through a third-party, 6 to 12 months after project completion

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	investment, and jobs created or retained.	to determine the impacts realized. Attachments A & B provide the survey used and performance to date, respectively.
<input type="checkbox"/> Increase tourism		
<input type="checkbox"/> Create specific immediate job opportunities		
<input type="checkbox"/> Enhance specific individual's economic self sufficiency		
<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		
<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):		