



# Orange County Government

Orange County  
Administration Center  
201 S Rosalind Ave.  
Orlando, FL 32802-1393

## Legislation Text

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**File #:** 24-1750, **Version:** 1

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### Interoffice Memorandum

**DATE:** November 13, 2024

**TO:** Mayor Jerry L. Demings and County Commissioners

**THROUGH:** N/A

**FROM:** Dennis Holste, Economic Development Administrator

**CONTACT:** Jessica Kinkle, Administrative Assistant

**PHONE:** 407-836-7366

**DIVISION:** Office of Economic, Trade and Tourism Development

**ACTION REQUESTED:**

Approval and execution of Orange County, Florida and Social, Employment & Educational Impact Corp. FY 2025 Grant Agreement and authorization to disburse \$78,795 for the support of startup and innovation experiential learning weekend, networking/pre-events, and community-focused innovation workshops. (Office of Economic, Trade and Tourism Development)

**PROJECT:** Orange County, and Social, Employment & Educational Impact Corp. FY 2025 Grant Agreement

**PURPOSE:** The County has determined that there is a public interest for such activities/programs in order to promote innovation and entrepreneurship in Central Florida through education, events, competitions, workshops and other activities conducive to Orange County's economy.

**BUDGET:** \$78,795

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**ORANGE COUNTY,  
FLORIDA AND  
SOCIAL, EMPLOYMENT & EDUCATIONAL IMPACT CORP.**

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**FY 2025 GRANT  
AGREEMENT**

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THIS AGREEMENT made and entered into this 1<sup>st</sup> day of October 2024, by and between ORANGE COUNTY, a charter county and political subdivision of the State of Florida, hereinafter referred to as the "County" and SOCIAL, EMPLOYMENT & EDUCATIONAL IMPACT CORP., hereinafter referred to as the "SEE Impact".

**WITNESSETH:**

WHEREAS the SEE Impact has applied to the County for a donation of funds for the operations of the SEE IMPACT; and

WHEREAS, the County has determined that there is a public interest for such activities/programs in order to promote innovation and entrepreneurship in Central Florida through education, events, competitions, workshops, and other activities conducive to Orange County's economy and, to that end, the County has appropriated funds to be donated to the SEE IMPACT for such purposes; and

WHEREAS, the County desires to enter into an agreement with the SEE IMPACT whereby the SEE IMPACT will receive and disburse said funds of the County in accordance with the terms and conditions herein set forth; and

WHEREAS, the SEE IMPACT has available the necessary qualified and trained personnel, facilities, materials and supplies to perform its obligations as set forth in this Agreement;

THEREFORE, in consideration of the premises and mutual covenants herein contained, the parties agree as follows:

**Section 1. County's Obligation.**

1.1 The County has appropriated for the period commencing October 1, 2024 and ending September 30, 2025, the total sum of Seventy-Eight Thousand Seven Hundred Ninety Five and No/100 Dollars (\$78,795.00) to be administered and disbursed by SEE IMPACT solely for the purposes set forth

in Exhibit "A". Any funds not spent or encumbered by September 30, 2025 for the designated purpose set forth in Exhibit "A", shall be returned to the County within sixty (60) days. At SEE IMPACT's request and for good cause shown, the Economic Development Administrator may, at his or her sole discretion, grant SEE IMPACT up to six (6) additional months to expend the funds. Any such request shall be submitted in writing to the Office of Economic, Trade &

Tourism Development. The Economic Development Administrator shall issue a written decision in response to such request within 10 County business days. The County's contributions of \$78,795.00 to SEE IMPACT shall be made in two (2) installments of \$39,397.50. Payments are scheduled based on the submission of two performance and financial reports, as outlined in Exhibit "A." The report for the first period (October 1 to March 31) is due no later than April 15, and the report for the final period (April 1 to September 30) is due no later than October 15, as described in Exhibit "B." The Final report will determine compliance for future funding. Failure to comply with the County's request for submission of such reports shall constitute grounds for termination of this Agreement and may result in the ineligibility of the SEE IMPACT to receive future contributions from the County.

1.2 No funds paid under this Agreement shall be expended for any lobbyist, as such term is defined in section 2-351 of the Orange County Code, to engage in any lobbying activities designed to influence decisions or other foreseeable actions of the Board of County Commissioners or the governing body of any other municipality located within Orange County. Furthermore, SEE IMPACT agrees that it shall not undertake, or cause to be undertaken, or participate in, any lobbying before the state legislature in order to advocate for or influence legislative decision making inconsistent with legislative priorities adopted by the Board of County Commissioners, without the prior written consent of the Board or the County Administrator.

1.3 No funds paid under this Agreement shall be expended for payment of any liability, claims, demands, damages, expenses, fees, fines, penalties, proceedings, actions and cost of actions, including attorney's fees or attorneys on appeal of proceedings or judgments of any kind and nature.

## **Section 2. SEE IMPACT's Obligation.**

2.1 **Representation of SEE IMPACT.** The SEE IMPACT represents that it will use its best efforts to develop and promote startup and social enterprise businesses in Central Florida, which should include partnering with Orange County Economic Development and Business Development.

2.2 **SEE IMPACT as Independent Contractor.** The parties expressly acknowledge that the SEE IMPACT is acting as an Independent Contractor, and nothing in this

Agreement is intended or shall be construed to establish an agency, partnership or joint venture relationship between the parties.

**2.3 Unlawful Discrimination.** The SEE IMPACT, in performing its obligations under this Agreement shall not unlawfully discriminate against any worker, employee, applicant or member of the public because of race, religion, sex, sexual orientation and gender expression/identity, color, age, disability or national origin.

**2.4 Accounting.** The SEE IMPACT will utilize such accounting procedures and practices in maintenance of the records of receipts and disbursements of the funds contributed by the County as will be in accordance with generally accepted accounting principles. The SEE IMPACT agrees to submit reports to the County's Office of Management and Budget according to the terms described in Exhibit "B". Reporting shall contain a standardized format including an Executive Summary, Table of Contents, detailed breakdown by programming, participant data, financials, and other specified sections pertaining to, as required by the agreement. All fonts in reporting should be legible and in Times New Roman 12 pt. format to ensure readability. A standardized reporting template to be provided upon request. Failure to comply with the County's request for submission of such reports shall constitute grounds for termination of this Agreement and may result in the ineligibility of the SEE IMPACT to receive future contributions from the County.

**2.5 Non-Profit Status.** The SEE IMPACT agrees to maintain its corporate, non-profit status in the State of Florida throughout the term of this Agreement. If the SEE IMPACT should, during the term of this Agreement, lose its corporate status, it shall immediately notify the County in writing, and the County reserves the right to terminate this Agreement immediately.

**2.6 Right to Inspect and Audit Accounts.** During the term of this Agreement, the SEE IMPACT, with respect to the receipt and expenditure of funds provided under this Agreement, shall permit County staff and the Orange County Comptroller and his staff to inspect and audit the SEE IMPACT's books and accounts at any time during normal working hours, provided that reasonable notice is given to the SEE IMPACT prior to any such inspection. Any costs incurred by the SEE IMPACT as a result of a County audit shall be the sole responsibility of and shall be borne by the SEE IMPACT. In addition, should the SEE IMPACT provide any or all of the County's funds to sub-recipients, then, and in that event, the SEE IMPACT shall include in written agreements with such sub-recipients a requirement that records of the sub-recipient be open to inspection and audit by the County or the County's designee.

**2.7 Maintenance of Records; Audit.** For a period ending five (5) years after the expiration or termination of this Agreement, the SEE IMPACT shall make all records and documents relating to this Agreement available for inspection and copying by the County or any agent designated by the County.

**2.8 Assignment.** The SEE IMPACT may not assign its rights hereunder, without the prior written consent of the County. Failure to comply with this section may result in immediate termination of this Agreement.

**2.9 Indemnification.** The SEE IMPACT agrees to indemnify and save harmless the County from and against any and all liability, claims, demands, damages, expenses,

fees, fines, penalties, suits, proceedings, actions and cost of actions, including reasonable attorney's fees, attorneys on appeal of any kind and nature arising or growing out or in any way connected with the performance of this Agreement itself.

**Section 3. Term and Termination.**

**3.1 Term and Termination.** The term of this Agreement shall begin on October 1, 2024 and shall continue until September 30, 2025. However, this Agreement can be terminated by either party at any time, with or without cause, upon no less than fifteen (15) days notice in writing to the other party. Said notice shall be delivered by certified mail or in person to the business address of the party upon whom such notice is served.

**Section 4. Miscellaneous.**

**4.1 Entire Agreement.** This Agreement constitutes the entire agreement between the parties. Any representations or statements heretofore made with respect to such subject matter, whether verbal or written, are merged herein. No other agreement, whether verbal or written, with regard to the subject matter hereof, shall be deemed to exist.

**4.2 Waivers.** Performance of this Agreement by either party, after notice of default of any of the terms, covenants or conditions, shall not be deemed a waiver of any right to terminate this Agreement for any subsequent default, and no waiver of such default shall be construed or act as a waiver of any subsequent default.

**4.3 No Third Party Beneficiaries.** This Agreement does not create, and shall not be construed as creating, any rights enforceable by any person or entity other than the parties to the Agreement.

**4.4 Governing Law.** This Agreement shall be governed by and construed in accordance with the laws of the State of Florida. Venue for any litigation occurring as a result of this Agreement shall be held in the Ninth Circuit Courts in and for Orange County, Florida, and shall be governed by the laws of the State of Florida.

**4.5 Severability.** It is agreed by and between the parties that if any covenant, condition or provision contained in this agreement is held to be invalid by any court of competent jurisdiction, such invalidity shall not affect the validity of any other covenants, conditions or provisions herein contained.

IN WITNESS WHEREOF, the parties have executed this Agreement on the dates set below.



ORANGE COUNTY, FLORIDA  
By: Board of County Commissioners

By: Bryan. Brooks  
for Jerry L. Demings, Orange County Mayor

Date: 3 December 2024

ATTEST: Phil Diamond, CPA, County Comptroller  
As Clerk of the Board of County Commissioners

By: Jennifer Jan - Limetz  
for Deputy Clerk

Date: DEC 03 2024

**SOCIAL, EMPLOYMENT & EDUCATIONAL IMPACT CORP.**

By: Rajiv P. Menon  
Rajiv Menon, President

Date: 11/30/2024

## EXHIBIT A

### SCOPE OF WORK

During the period of this SOW, OIL will do the following:

#### 1. **Startup and Innovation Experiential Learning weekend**

- OIL will deliver **two (2) 3-day events** that specialize in startup training and innovation in the calendar year 2023-2024
- The next of these is currently scheduled for Oct 18-20, 2024
- The outcome is to give attendees a real-world experience of what it means to build business models, validate ideas, do customer discovery, and pitch for investment.
- OIL is responsible for the end-to-end delivery of these events including venue rental, food, marketing, content, judges, speakers, facilitators, mentors and the overall experience.
- OIL will reach out to community leaders and organizations and target engagement of between 60 to 100 attendees per event

#### 2. **Networking/Pre-events:**

- OIL will deliver **four (4) single-evening events** that will serve to bring awareness to the Experiential Learning Weekend events mentioned above.
- OIL is responsible for the end-to-end delivery of these events including venue rental, food, marketing, content, and speakers.
- OIL will reach out to community leaders and organizations to target engagement of between 40-80 attendees per event

#### 3. **Community-focused innovation workshop:**

- OIL will deliver **one single day event (3-5 hours)** that is designed to pull together a select group of people (20-40) in a facilitated workshop environment to tackle a specific community challenge e.g. Improving connectivity between enterprises and tech community. The topic, attendee mix, and event format will be decided on based on the County's current needs.
- The outcomes and reporting will be tailored to the specific topic that the County requires to be explored. E.g. generate business ideas or list problems that prevent enterprise collaboration with the tech ecosystem.
- OIL is responsible for the end-to-end delivery of this event including venue rental, food, mentors, speakers and facilitator.
- OIL will reach out to appropriate community leaders and organizations to ensure engagement of between 20-40 attendees per event

### OUTCOMES & VISIBILITY

To ensure that Orange County has visibility into the engagement and outcomes of these events and activities, OIL will report on attendee numbers, winning team concepts, and any post-event engagement that occurs with attendees.

OIL will also ensure that Orange County is credited for its support through this grant at the events mentioned in this SOW, on social media and through email campaigns. Client has the option to send one (1) representative to speak for 3-5 minutes at any event described herein. This will ensure that Client has an opportunity to engage and educate the audience on other programs and resources it offers.

## COSTS

OIL has applied for a **grant of \$78,795/ year** for the delivery of these events and activities

## NOTES

- Client will be responsive to questions/support as needed to deliver the events with high quality ensure good visibility
- Grant money is non-refundable
- OIL will partner, hire, or contract resources as needed to fully deliver all the requirements of this SOW

## Social, Employment and Educational Impact Corp.

INCOME	
Grant-program related sponsorships	7,000.00
Orange County Grant	78,795.00
Grant program related ticketing revenue	7,000.00
<b>TOTAL</b>	<b>92,795.00</b>

  

EXPENSES	
SWORL pre-event costs (4 events at \$500/event)	2,000.00
Startup Weekend direct costs (two events at \$14,000/event) - food budget removed	28,000.00
Marketing and related costs	4,000.00
Design think workshop costs	5,000.00
Grant-program related Consolidated Contractor costs (event staff, logistics etc.)	20,000.00
Staff Payroll	32,000.00
Other Miscellaneous	1,500.00
<b>TOTAL</b>	<b>92,500.00</b>

  

BUDGET SUMMARY	
TOTAL INCOME	92,795.00
TOTAL EXPENSES	92,500.00
<b>NET</b>	<b>295.00</b>

## EXHIBIT B



~~The following reports are to be submitted to the Office Economic, Trade & Tourism Development as indicated:~~

1) SEE IMPACT shall provide the County with a copy of its performance and financial reports of the agency's activities/programs/services. A spreadsheet shall be provided outlining clients served to ensure alignment with programming goals. In cases where Grantee has been awarded multiple grants, staff should make every effort to prevent duplicating efforts and ensure that resources are allocated efficiently and strategically. Reporting periods shall end on March 31, and September 30.

<b>Invoice</b>	<b>Period</b>	<b>Reports and Invoices Due</b>
<b>1</b>	<b>October 1– March 31</b>	<b>April 15</b>
<b>2</b>	<b>April 1 – September 30</b>	<b>October 15</b>

Within each report, the following information needs to be included as it pertains to the agency's activities/programs/services offered to companies located within unincorporated Orange County:

- Brief summary of the progress of each event. Especially topics shared in each event and number of unique attendees as well as total attendee numbers for each event.
  - Updated listing of participants of all events- information provided can be in a table format and must be at least: name of participant, address, county, industry, particular alignment to the local social need/issue their product/service addresses, demographic information including gender and race/ethnicity.
  - SEE IMPACT shall provide the County with a copy of its annual financial report, external audit reports, and any performance or statistical data requested by Orange County.
- 2) A presentation to County staff will also be required to discuss through the final report.

**Reports and Communications to the COUNTY:**

Orange County. Office of Economic, Trade & Tourism Development  
ATTN: Economic Development Administrator  
201 S. Rosalind Avenue, 5<sup>th</sup> Floor  
Orlando, Florida 32801  
Phone: (407) 836-7370  
Fax: (407) 836-7399

**Reports and Communications to the SEE IMPACT:**

**SOCIAL, EMPLOYMENT & EDUCATIONAL IMPACT CORP.**  
ATTN: Rajiv Menon  
7437 Winding Lake Circle  
Oviedo, Florida 32765  
Phone: 866-222-2307  
FAX: 866-222-2307