

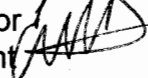


**Interoffice Memorandum**

BCC Mtg. Date: November 15, 2016

October 31, 2016

TO: Mayor Teresa Jacobs  
-AND-  
Board of County Commissioners

FROM: Eric Ushkowitz, Economic Development Administrator  
Office of Economic, Trade & Tourism Development 

SUBJECT: **November 15, 2016 – Consent Agenda Item**  
Approval and Execution of Orange County, Florida and the  
University of Central Florida FY 2017 Grant Agreement

Funding in the amount of \$765,000 was provided in the FY 2016-17 adopted budget for the University of Central Florida (UCF). The funding is to be distributed amongst the following departments: UCF Small Business Development Center's Advisory Board Council to receive \$102,000; UCF Small Business Development Center to receive \$102,000; UCF Venture Accelerator to receive \$127,500; UCF College of Business Administration - Institute for Economic Competitiveness to receive \$204,000; UCF Second Stage Incubation/GrowFL program to receive \$25,500; UCF Business Incubator International Soft Landing Program to receive \$10,200; National Entrepreneur Center – Central Florida International Trade Office to receive \$66,300; and UCF Business Incubation Program - Central Florida Research Park to receive \$127,500.

In order to expedite the disbursement of funds, it is required that the Board of County Commissioners approve and execute the grant agreement.

This agreement has been reviewed by the Orange County Attorney's Office.

EU/tp

**ACTION REQUESTED:** Approval and execution of Orange County, Florida and University of Central Florida Research Foundation, Inc. FY 2017 Grant Agreement and authorization to disburse \$765,000 as provided in the FY 2016-17 adopted budget.

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**ORANGE COUNTY, FLORIDA  
AND  
UNIVERSITY OF CENTRAL FLORIDA RESEARCH FOUNDATION, INC**

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**FY 2017 GRANT AGREEMENT**

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THIS AGREEMENT, made and entered into this 15<sup>th</sup> day of November 2016, by and between ORANGE COUNTY, a charter county and political subdivision of the State of Florida, hereinafter referred to as the "County" and the UNIVERSITY OF CENTRAL FLORIDA RESEARCH FOUNDATION, INC. (UCFRF), a Florida non-profit corporation and direct support organization acting as an instrumentality of the University of Central Florida Board of Trustees (UCF), a public institution and part of the State of Florida university system, with a business address of 12201 Research Parkway, Suite 501, Orlando, FL 32826, whose EIN number is 59-3086453.

**WITNESSETH:**

WHEREAS, UCFRF has applied to the County for grant funding for several small business programs operated in association with the UCF College of Business Administration, Venture Accelerator, Small Business Development Center, National Entrepreneur Center, GrowFL Program and Business Incubation Program; and

WHEREAS, the County has determined that there is a public interest for such programs in order to promote businesses in Central Florida through education, training, work sessions, seminars and other activities conducive to Orange County's economy and, to that end, the County has appropriated funds to be donated to UCFRF for such purposes; and

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

WHEREAS, the County understands and agrees that UCFRF does not have any employees, and that all personnel performing under this Agreement are employees or agents of UCF, and that UCF 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 Payment Obligation.**

**1.1** The County has appropriated for the period commencing October 1, 2016 and ending September 30, 2017, the total sum of seven hundred sixty-five thousand dollars and No/100 (\$765,000) to be allocated as follows:

- (a) one hundred and two thousand dollars (\$102,000) for the Small Business Development Center - Advisory Board Council;
- (b) one hundred and two thousand dollars (\$102,000) for the UCF Small Business Development Center;
- (c) one hundred twenty-seven thousand and five hundred dollars (\$127,500) for the UCF Venture Accelerator;
- (d) two hundred and four thousand dollars (\$204,000) for the UCF College of Business Administration - Institute for Economic Competitiveness;
- (e) one hundred twenty-seven thousand and five hundred dollars (\$127,500) for the UCF Business Incubation Program - Central Florida Research Park;
- (f) sixty six thousand and three hundred dollars (\$66,300) for the National Entrepreneur Center (NEC) International Pilot Program;
- (g) twenty five thousand and five hundred dollars (\$25,500) for the UCF Second Stage Incubation / GrowFL Program; and
- (h) ten thousand and two hundred dollars (\$10,200) for the UCF Business Incubator Soft Landing Program.

Such funds shall be administered and disbursed by UCF solely for the purposes set forth in Exhibit "A." Any funds not spent or encumbered by September 30, 2017 for the designated purposes set forth in Exhibit "A", shall be returned to the County. An extension may be granted upon requested and written approval from Orange County's Economic Development Administrator. The County's contributions of \$765,000 to UCFRF shall be made in one (1) installment upon execution of this Agreement and the County's receipt of an original invoice from UCFRF. By March 31, 2017, UCFRF will provide the Orange County Economic Development Administrator with a written status report describing the use of the County contribution under this Agreement. Additional status reports and other information related to the County's contribution will be provided by UCFRF as may be requested by the County.

## **Section 2. UCFRF's Obligation.**

**2.1 Representation of UCFRF.** UCFRF represents that it will use its best efforts to develop and promote small businesses in Central Florida, which should include partnering with Orange County Economic Development and Business Development Offices. UCFRF represents and agrees that it shall use the funds paid under this Agreement solely for the purposes set forth in Exhibit "A."

**2.2 No Lobbying.** UCFRF acknowledges and agrees that 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, UCFRF 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.

**2.3 UCFRF as Independent Contractor.** The parties expressly acknowledge that UCFRF 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.

**2.4 Unlawful Discrimination.** UCFRF, 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.

**2.5 Accounting.** UCFRF 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.

**2.6 Non-Profit Status.** UCFRF agrees to maintain its non-profit and direct support organization status in the State of Florida throughout the term of this Agreement. If UCFRF should, during the term of this Agreement, change its status as an institution within the State of Florida university system, it shall immediately notify the County in writing, and the County reserves the right to terminate this Agreement immediately.

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

**2.8 Maintenance of Records; Audit.** For a period ending five (5) years after the expiration or termination of this Agreement, UCFRF 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.** Neither party may assign its rights hereunder, without the prior written consent of the other party. Failure to comply with this section may result in immediate termination of this Agreement.

**2.9 Indemnification.** To the extent permitted by Florida law, UCFRF 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 or arising from UCFRF's activities funded pursuant to this Agreement.

**Section 3. Term and Termination.**

**3.1 Term and Termination.** The term of this Agreement shall begin on October 1, 2016 and shall continue until September 30, 2017. 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.

**Section 5. Notice.**

Whenever notice or communications shall or may be given to either party, such notice shall be in writing and shall be delivered or sent to:

COUNTY: Orange County  
Office of Economic, Trade & Tourism Development  
ATTN: Eric Ushkowitz, Economic Development Administrator

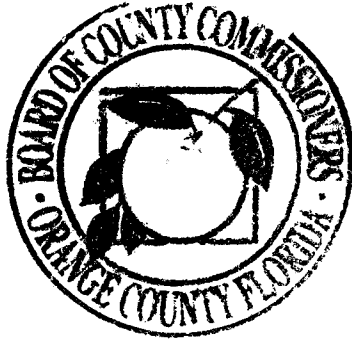
201 S. Rosalind Avenue, 5<sup>th</sup> Floor  
Orlando, Florida 32802  
Phone: (407) 836-7370  
Fax: (407) 836-7399

UCF: University of Central Florida Research Foundation, Inc.  
ATTN: Kim Smith, Director and COO  
12201 Research Parkway, Suite 501  
Orlando, Florida 32826

Phone: (407) 823-3062  
Fax: (407) 823-3299

*[signatures on following page]*

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



**ORANGE COUNTY, FLORIDA**

**By: Board of County Commissioners**

By: *Teresa Jacobs*  
Teresa Jacobs  
Orange County Mayor

Date: 11.15.16

ATTEST: Martha O. Haynie, County Comptroller  
As Clerk of the Board of County Commissioners

By: *Martha O. Haynie*  
for Deputy Clerk  
Clerk/Deputy Clerk of the Board

Date: NOV 15 2016

**UNIVERSITY OF CENTRAL FLORIDA RESEARCH  
FOUNDATION, INC.**

By: *Kim Smith*  
Kim Smith, Director and Chief Operating Officer

Date: 10.26.16

Approved as to Form and Legality

*10-26-16*

**ORANGE COUNTY, FLORIDA  
FY 2017 GRANT AGREEMENT  
with  
UNIVERSITY OF CENTRAL FLORIDA RESEARCH FOUNDATION, INC.**

**\$102,000 for Small Business Development Center:** County funds shall be used solely to provide 1) Strategic Workshop series, designed for businesses who are undertaking growth and expansion and 2) Small Business Institute program, which allows UCF students to participate in hands-on learning experiences by providing management consulting services to local small businesses. The County's contribution will be used exclusively to help fund the general operating expenses of the Small Business Development Center activities of UCF and support the following types of activities: 1) administration and equipment acquisition; 2) activities associated with advising local businesses; 3) activities associated with organizing and hosting events and workshops in areas ranging from entrepreneur's law school, market research, strategy planning, export strategies, government business opportunities, awards luncheon and e-marketing strategies; and 4) other university-driven initiatives that support entrepreneurship in Orange County. In its marketing efforts, UCF in its capacity as the Small Business Development Center will recognize the important role it plays in the County's economic development strategy.

**\$102,000 for Small Business Development Center - Advisory Board Council:** The sole mission of the Advisory Board Council is to provide advisory boards to small businesses at no cost to such businesses. The County's contribution will be used solely to fund the general operating expenses of UCF's Advisory Board Council and support the following types of activities: 1) soliciting, screening, and selecting companies for the program; 2) recruiting, preparing, and managing volunteers to serve on advisory boards; 3) networking receptions and other events associated with the Advisory Board Council program; and 4) staff development activities in order to better serve advisory boards. In its marketing efforts, UCF in its capacity as the Advisory Board Council will recognize the important role it plays in the County's economic development strategy.

**\$127,500 for UCF Venture Accelerator:** The sole mission of the Venture Accelerator is to nurture new company spin-offs from UCF faculty and student research, and new technology startups from outside UCF that have the potential for hiring UCF graduates. The County's contribution will be used exclusively to help fund the general operating expenses of the UCF Venture Accelerator and support the following types of activities: 1) administration and equipment acquisition; 2) activities associated with advising UCF faculty and students; 3) activities associated with organizing and hosting events and workshops in areas ranging from intellectual property, patents, and copyrights, to faculty conflict of interest issues and business competitions; and 4) other university-driven



initiatives that support entrepreneurship in Orange County. In its marketing efforts, UCF in its capacity as the Venture Accelerator will recognize the important role it plays in the County's economic development strategy.

**\$127,500 for UCF Business Incubation Program – Central Florida Research Park:** County funds will be used exclusively for the following types of activities: 1) admitting new client companies into the Business Incubator; 2) graduating companies from the Business Incubator; 3) offering the “Excellence in Entrepreneurship” Certificate Course; 4) consolidating operations and facilities; 5) supporting technology companies that utilize the National Entrepreneur Center; and 6) partnering with other UCF initiatives to coordinate and carry out marketing, education, and networking activities to promote new business creation and growth. In its marketing efforts, UCF in its capacity as the Business Incubator will recognize the important role it plays in the County's economic development strategy.

**\$204,000 for UCF College of Business Administration - Institute for Economic Competitiveness:** The sole mission of the Institute is to provide economic information and research to support informed economic choices regarding the Central Florida economy. It is further understood that the County's contribution will be used exclusively to help fund the general operating expenses of the Institute and support the following types of activities: 1) staffing the Institute with a full-time Director, economists, and student interns; 2) publishing quarterly economic forecasts for the nation, the state of Florida, and Florida metropolitan areas; 3) benchmarking Central Florida against other regions and the national economy; 4) staging an economic outlook conference or event; and 5) undertaking other activities that increase both the public's understanding of the regional economy and the means for improving its performance. In its marketing efforts, UCF in its capacity as the Institute will recognize the important role it plays in the County's economic development strategy.

**\$66,300 for National Entrepreneur Center (NEC) Central Florida International Trade Office (CFITO):.** This office will serve as the regional point of contact for all activities related to international trade and protocol and will act as the liaison between the inquiring party and the relevant regional partners. The Program will support the following types of activities: 1) Hire Program Specialist; 2) Develop an International Trade Database to include, Central Florida exporters, Central Florida importers, Listing of resources, assistance and partners in international trade; 3) Gather support materials from regional international trade resources; and 4) Plan, coordinate, and deliver International trade education & events.

**\$25,500 for UCF Second Stage Incubation / GrowFL Program:** Second Stage incubation refers to providing services to companies that are beyond the startup phase, but still small. This process leverages “economic gardening” methodologies focused on helping companies with at least 10, but no more than 100 employees grow their top line sales and help propel a company for rapid growth. UCF provides these services via the GrowFL program.

**\$10,200 for UCF Business Incubator International Soft Landing Program:** The Soft Landing Program has been piloted at UCF since late 2011. This program provides businesses outside the Central Florida region the ability to easily locate satellite offices in the area at an existing UCF Business Incubation facility. This is especially appealing for international companies looking to establish a presence in the USA. The funding for this initiative will be used to provide operational support and outreach in support of economic development activities targeting companies being recruited into Orange County. In addition, this program will utilize existing Orange County funded economic development programs and resources—such as the UCF Business Incubator and UCF Venture Accelerator