



**Interoffice Memorandum**

May 27, 2021

TO: Mayor Jerry L. Demings  
-AND-  
County Commissioners

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

SUBJECT: **Consent Agenda Item - June 22, 2021**  
Approval of Economic Stimulus Strategy Grant Agreement Amendments

On February 23, 2021, the Board approved funding grant agreements for the period of October 1, 2020 through September 30, 2021 with 1) University of Central Florida Research Foundation, Inc.; 2) University of Central Florida Research Foundation, Inc.; 3) University of Central Florida Research Foundation, Inc.; 4) Black Orlando Tech, Inc.; 5) CFF I, LLC; 6) Rollins College Crummer Center for Advanced Entrepreneurship; 7) Starter Studio FL, Inc.; and 8) Veteran Entrepreneurship Initiative, Inc.

Final payments for these agreements will become due after the contracts have expired. In order to avoid making payments after the contracts have ended, the contract expiration date will be extended to December 31, 2021.

**ACTION REQUESTED:** Approval and execution of Orange County, Florida Amendment to FY 2021 Grant Agreements extending the expiration date of the agreements to December 31, 2021, with 1) University of Central Florida Research Foundation, Inc.; 2) University of Central Florida Research Foundation, Inc.; 3) University of Central Florida Research Foundation, Inc.; 4) Black Orlando Tech, Inc.; 5) CFF I, LLC; 6) Rollins College Crummer Center for Advanced Entrepreneurship; 7) Starter Studio FL, Inc.; and 8) Veteran Entrepreneurship Initiative, Inc.

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**ORANGE COUNTY, FLORIDA  
AND  
UNIVERSITY OF CENTRAL FLORIDA RESEARCH FOUNDATION, INC.  
AMENDMENT TO FY 2021 GRANT AGREEMENT**

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THIS AMENDMENT TO FY 2021 GRANT AGREEMENT ("Amendment") is made and entered into this 22 day of June, 2021, by and between ORANGE COUNTY, FLORIDA a charter county and political subdivision of the State of Florida, hereinafter referred to as the "County," and UNIVERSITY OF CENTRAL FLORIDA RESEARCH FOUNDATION, INC., hereinafter referred to as "UCFRF", a direct support organization and instrumentality acting for the benefit of and on behalf of The University of Central Florida Board of Trustees ("UCF").

**WITNESSETH:**

WHEREAS, the County and UCFRF entered into that FY 2021 Grant Agreement ("Agreement") dated February 23, 2021, pursuant to the terms and conditions of which the County provides grant funds to UCFRF to facilitate the launch of an initiative focusing on industry cluster development conducive to the County's economy; and

WHEREAS, section 3.1 of the Agreement authorizes the parties to extend the term of the Agreement by mutual, written agreement; and

WHEREAS, certain terms, conditions, and responsibilities referenced in the Agreement and intended to be set forth in further detail in an Exhibit to the Agreement were unintentionally omitted; and

WHEREAS, the County and UCFRF desire to extend the term of the Agreement and to incorporate the terms, conditions, and responsibilities inadvertently omitted from the Agreement as set forth herein.

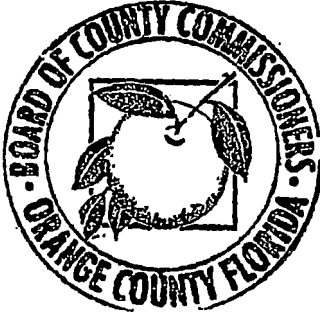
NOW THEREFORE, in consideration of the premises and mutual covenants herein contained, the Agreement is hereby amended as follows:

**Section 1. Term of the Agreement.** The term of the Agreement is hereby extended and shall terminate on December 31, 2021.

**Section 2. Incorporation of Exhibit "B."** The terms, conditions, and requirements set forth in "Exhibit B", attached hereto, are hereby fully incorporated into and shall constitute a material part of the Agreement.

**Section 3. Remaining Terms and Conditions.** Any terms and conditions of the Agreement not expressly modified by this Amendment shall remain in full force and effect.

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



**ORANGE COUNTY, FLORIDA**  
**By: Board of County Commissioners**

By: *Jerry L. Demings*  
for Jerry L. Demings  
Orange County Mayor

Date: June 22, 2021

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

By: *Katie Smith*  
Deputy Clerk

Date: June 22, 2021

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

By: *Terri Bigham*  
Terri Bigham, Associate Director

Date: 06/11/2021

## EXHIBIT B

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

1) Within 45 days of the end of the quarter, The Corridor shall provide the County with a copy of its quarterly performance and financial reports of the agency's activities/programs/services. Quarterly reporting periods shall end on March 31, June 30 and September 30, 2021.

<b>Quarter</b>	<b>Reports Due (no later than)</b>	<b>Payment Due to The Corridor</b>
First (1 <sup>st</sup> )	May 15	Within 30 days of receipt of first quarter report or by March 15
Second (2 <sup>nd</sup> )	August 15	Within 30 days of receipt of second quarter report or by June 15
Third (3 <sup>rd</sup> )	November 15	Within 30 days of receipt of third quarter report or by September 15

Within each quarterly report, the following information needs to be included as it pertains to the deliverables outlined above:

- Brief summary of the progress in the development of each of at least two industry clusters; as well as updates on the Matchmaking Tool and Mentor Database such as awarded vendors and copies of their proposals/scope of work
- Updated listing of stakeholders identified as participants in each cluster
- Updated summary of survey findings
- By second report and for the remaining reports, screenshots of essential parts of the website as it is being developed
- By second report and for the remaining reports, screenshots of Matchmaking Tool
- By second report and for the remaining reports, screenshots of Mentor Database

For the final report, the following is also needed:

- A glossary of lexicon/terms for each industry cluster
- A five-page summary of the sustainability plan
- A weblink to the website showcasing each industry cluster
- A weblink to the website for Matchmaking Tool
- A weblink to the website for Mentor Database
- Critical Mass
- Number of cluster firms per each cluster
- Number of cluster firms which overlap across clusters
- Notable cluster overlaps across stakeholders
- Geo-specific mapping of cluster firms' location across the region
- Human Resources:
- Number of skilled workers within each industry cluster within the region

- Typical job titles of professionals within each industry cluster
- Typical degrees, certifications and/or skills exhibited within each industry cluster
- Firm Capabilities
- Number of searchable common terms for industry sub-clusters or technology domains
- Number of firms captured in ecosystem information aggregation with facilities, equipment, and/or research capabilities available to public/partnerships
- Listing of types of cluster firm (i.e. educational institution vs. private sector vs. non-profit) and for private sector, what stage and/or size of business (i.e. Fortune 500 company vs. start-up, etc.)
- Reach
- Number of cluster firms open to or capable of exporting
- Listing of cluster firms and their headquarters location (city, state or country) if outside of Central Florida
- Recommendations for additional or different impact metrics for each industry cluster strategy
- Proof of Orange County logo and other sponsorship benefits/placement (i.e. soft copies of collateral and/or screenshots/photos suffice)

A presentation to County staff will also be required to discuss through the final report.

2) Within 30 days of its release, if requested by the County, the Corridor shall provide the County with a copy of its annual financial report, external audit reports, if any, and any other performance or statistical data requested by Orange County.

Reports and Communications to the 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

Reports and Communications to The Corridor:

Florida High Tech Corridor Council  
 ATTN: Paul Sohl, CEO  
 261 Spring Ln  
 Winter Park, Florida 32789  
 Phone: (904) 316-3664

BCC Mtg. Date: June 22, 2021

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**ORANGE COUNTY, FLORIDA  
AND  
UNIVERSITY OF CENTRAL FLORIDA RESEARCH FOUNDATION, INC.  
AMENDMENT TO FY 2021 GRANT AGREEMENT**

---

THIS AMENDMENT TO FY 2021 GRANT AGREEMENT ("Amendment") is made and entered into this 22 day of June, 2021 by and between ORANGE COUNTY, FLORIDA, a charter county and political subdivision of the State of Florida, hereinafter referred to as the "County," and UNIVERSITY OF CENTRAL FLORIDA RESEARCH FOUNDATION, INC., a direct support organization and instrumentality acting for the benefit of and on behalf of The University of Central Florida Board of Trustees ("UCF"), for the benefit of the National Entrepreneur Center ("NEC"), hereinafter referred to as "UCFRF".

**WITNESSETH:**

WHEREAS, the County and UCFRF entered into that FY 2021 Grant Agreement ("Agreement") dated February 23, 2021, pursuant to the terms and conditions of which the County provides grant funds to UCFRF to position the NEC as the regional hub for entrepreneurial assistance through marketing, programming, and resource enhancements; and

WHEREAS, section 3.1 of the Agreement authorizes the parties to extend the term of the Agreement by mutual, written agreement; and

WHEREAS, the County and UCFRF desire to extend the term of the Agreement and to incorporate a revised Exhibit "B" as set forth herein.

NOW THEREFORE, in consideration of the premises and mutual covenants herein contained, the Agreement is hereby amended as follows:

**Section 1. Term of the Agreement.** The term of the Agreement is hereby extended and shall terminate on December 31, 2021.

**Section 2. Revision to Exhibit "B."** The Exhibit "B" attached to this Amendment shall replace and supersede, in its entirety, the Exhibit "B" initially included and approved as part of the Agreement.

**Section 3. Revision to "Activity For Which Funding is Requested."** This section is amended to remove 4) NEC Online from the scope of work. Funding allocated to this work shall be reallocated to 3) Implement and Maintain SourceLink.

**Section 4. Remaining Terms and Conditions.** Any terms and conditions of the Agreement not expressly modified by this Amendment shall remain in full force and effect.

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



**ORANGE COUNTY, FLORIDA**  
By: Board of County Commissioners

By: *Jerry L. Demings*  
for Jerry L. Demings  
Orange County Mayor

Date: June 22, 2021

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

By: *Katie Smith*  
Deputy Clerk

Date: June 22, 2021

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

By: *Terri Bigham*  
Terri Bigham, Associate Director

Date: 06/14/21

## EXHIBIT B

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

1) Within 45 days of the end of the quarter, NEC shall provide the County with a copy of its quarterly performance and financial reports of the agency's activities/programs/services. Quarterly reporting periods shall end on March 31, June 30 and September 30.

<b>Quarter</b>	<b>Reports Due (no later than)</b>	<b>Payment Due to NEC</b>
First (1 <sup>st</sup> )	May 15	Within 30 days of receipt of first quarter report
Second (2 <sup>nd</sup> )	August 15	Within 30 days of receipt of second quarter report
Third (3 <sup>rd</sup> )	November 15	Within 30 days of receipt of third quarter report

Within each quarterly report, the following information needs to be included as it pertains to the deliverables outlined above:

- Brief summary of the progress of each place-based program offering especially topics of educational offerings, number of unique participants in any program, and total number of participants in each offering; additionally, provide % of low/medium income/vulnerable population residents served by programs/resource partners based in the following zip codes:
- Updated listing of new unique clients across all place based programs - information provided can be in a table format and must be at least: name of company, address of company, type of corporation (i.e. Sole Proprietorship vs. LLC, etc.), major industry company sells to (recommend also providing NAICs and NIGP codes), demographic information including gender and race/ethnicity, whether they are participating in another NEC program, and potential opportunities/synergies for the company to work with the County (can be short summaries); if the participant is an individual and not incorporated, please briefly explain why they are not incorporated by creating an additional column named "Notes"
- For 311 for Business, and in partnership with the County's 311 Department, provide the total number of calls, total number of unique residents/business served, provide a list of the topics and/or questions most frequently brought up, provide a list of the NEC resource partners or resources most requested or connected to, and the total number of connections to NEC resources made for callers and the NEC's network.
- When the SourceLink website goes live, if available, provide the outreach analytics report provided by the back end system

For the final report, the following is also needed:



- Number of unique, as well as total participants in each program
- Cumulative listing of every participant across all the programs up until September 30 – adding a progress column to the quarterly provided progress report table which provides any of the following for that organization: 1) total dollar amount of revenues/contracts obtained during the work period; 2) total dollar amount of grants obtained during the work period as well as total dollar amount of grants/contracts pursued; 3) total number of customer and/or partner connections made by NEC for client as well as who clients were introduced to; 4) number of mentors connected to organization and any resulting outcomes from mentorship; 5) whether Small Business Administration certifications were obtained as a result of the programs and which ones were obtained; and 6) any other notable progress metrics and/or anecdotes indicating participant's growth as a result of the program. UCFRF represents that it will use its best effort to obtain client impact data.
- A brief summary of each entrepreneur serving organization engaged in the SourceLink and 311 initiatives, especially capturing 1) any entrepreneur engagement increases/decreases in utilization of services; 2) any resulting sponsorships or other revenue to sustain their organization; 3) any connections to resources or partners which assist with their operations; or any notable anecdotes of how the concerted effort of streamlined, centralized marketing has improved or helped with their operations.
- A list of all the entrepreneur serving organizations featured on the SourceLink website
- Total cumulative list of new NEC Online users; as well as NEC Online usage analytics overall; also provide some anecdotes of users who successfully were able to deploy their education into tangible results for their business
- Proof of Orange County logo and other sponsorship benefits/placement (i.e. soft copies of collateral and/or screenshots/photos suffice)

A presentation to County staff will also be required to discuss through the final report.

2) Within 30 days of its release, if requested by the County, NEC shall provide the County with a copy of its annual financial report, external audit reports, if any, and any performance or statistical data requested by Orange County.

#### Reports and Communications to the 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

#### Reports and Communications to NEC:

NEC  
 ATTN: Jerome Ross, President  
 3201 E. Colonia Drive, Suite A20  
 Orlando, Florida 32803  
 Phone: 407-420-4848  
 EMAIL: jerry@nationalec.org

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**ORANGE COUNTY, FLORIDA  
AND  
UNIVERSITY OF CENTRAL FLORIDA RESEARCH FOUNDATION, INC.  
AMENDMENT TO FY 2021 GRANT AGREEMENT**

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THIS AMENDMENT TO FY 2021 GRANT AGREEMENT ("Amendment") is made and entered into this 22 day of June 2021, by and between ORANGE COUNTY, FLORIDA, a charter county and political subdivision of the State of Florida, hereinafter referred to as the "County," and UNIVERSITY OF CENTRAL FLORIDA RESEARCH FOUNDATION, INC., hereinafter referred to as "UCFRF", a direct support organization and instrumentality acting for the benefit of and on behalf of The University of Central Florida Board of Trustees ("UCF").

**WITNESSETH:**

WHEREAS, the County and UCFRF entered into that FY 2021 Grant Agreement ("Agreement") dated February 23, 2021, pursuant to the terms and conditions of which the County provides grant funds to UCFRF to facilitate the launch of a program providing education and training in entrepreneurship and business leadership for students, post-doctoral fellows, and researchers with the goal of accelerating formation and growth of startup companies based on UCF technologies; and

WHEREAS, section 3.1 of the Agreement authorizes the parties to extend the term of the Agreement by mutual, written agreement; and

WHEREAS, certain terms, conditions, and responsibilities referenced in the Agreement and intended to be set forth in further detail in an Exhibit to the Agreement were unintentionally omitted; and

WHEREAS, the County and UCFRF desire to amend the Agreement to extend the term of the Agreement and to incorporate the terms, conditions, and responsibilities inadvertently omitted from the Agreement as set forth herein.

NOW THEREFORE, in consideration of the premises and mutual covenants herein contained, the Agreement is hereby amended as follows:

**Section 1. Term of the Agreement.** The term of the Agreement is hereby extended and shall terminate on December 31, 2021.

**Section 2. Incorporation of Exhibit "B."** The terms, conditions, and requirements set forth in "Exhibit B", attached hereto, are hereby fully incorporated into and shall constitute a material part of the Agreement.

**Section 3. Remaining Terms and Conditions.** Any terms and conditions of the Agreement not expressly modified by this Amendment shall remain in full force and effect.

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



**ORANGE COUNTY, FLORIDA**

**By: Board of County Commissioners**

By: *Jerry L. Demings*

for Jerry L. Demings  
Orange County Mayor

Date: June 22, 2021

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

By: *Katie Smith*  
Deputy Clerk

Date: June 22, 2021

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

By: *Terri Bigham*  
Terri Bigham, Associate Director

Date: 06/11/2021

## EXHIBIT B

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

1) Within 45 days of the end of the quarter, UCFRF shall provide the County with a copy of its quarterly performance and financial reports of the agency's activities/programs/services. Quarterly reporting periods shall end on March 31, June 30 and September 30.

<b>Quarter</b>	<b>Reports Due (no later than)</b>	<b>Payment Due to UCFRF</b>
First (1 <sup>st</sup> )	May 15	Within 30 days of receipt of first quarter report or by March 15
Second (2 <sup>nd</sup> )	August 15	Within 30 days of receipt of second quarter report or by June 15
Third (3 <sup>rd</sup> )	November 15	Within 30 days of receipt of third quarter report or by September 15

Within each quarterly report, the following information needs to be included as it pertains to the deliverables outlined above:

- Brief summary of the progress of the Program's roll-out – should include topics shared in each educational offering and number of unique attendees, as well as total attendee numbers for each offering; number of mentors obtained and/or connected to participants; total number of hours coaching provided across participants from UCFRF staff
- Updated listing of new clients of Program - information provided can be in a table format and must be at least: name of individual, anticipated industry/application for technology, brief explanation of what the technology is, whether there is intellectual property involved and if so, each patent pending/patent numbers, whether the participant is a student or other position and which Department/Lab they represent, and his/her demographic information including gender and race/ethnicity. If a company is formed please share the address of company, type of corporation (i.e. Sole Proprietorship vs. LLC, etc.), major industry company could sell to (recommend also providing NAICs and NIGP codes), and potential opportunities/synergies for the company to work with the County (can be short summaries).

For the final report, the following is also needed:

- Cumulative listing of every participant in the Program up until September 30 – adding a progress column to the quarterly provided progress report table which provides any of the following for that individual: 1) total dollar amount of revenues/contracts/investments obtained during the work period; 2) total dollar amount of grants obtained during the work period as well as total dollar amount of grants/contracts pursued; 3) total number of mentor/SME connections made by UCFRF for client as well as whether the connection was made using the Central Florida Online Mentor Database; 4) total number of customer and/or partner connections made by UCFRF for client as well as who clients were introduced to; 5) brief summary of any new intellectual property created

or obtained as well as any progress on IP progressed (i.e. pending to full patent, etc.); and 6) any other notable progress metrics and/or anecdotes indicating participant's growth as a result of the Program (can include notes on founder skill development).

- Proof of Orange County logo and other sponsorship benefits/placement (i.e. soft copies of collateral and/or screenshots/photos suffice)

A presentation to County staff will also be required to discuss through the final report.

2) Within 30 days of its release, if requested by the County, UCFRF shall provide the County with a copy of its annual financial report, external audit reports, if any, and any performance or statistical data requested by Orange County.

Reports and Communications to the 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

Reports and Communications to UCFRF:

UCFRF  
ATTN: <NAME>, <TITLE>  
<ADDRESS>  
<CITY>, Florida <ZIP>  
Phone: <PHONE NUMBER>  
FAX: <FAX NUMBER>

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**ORANGE COUNTY, FLORIDA  
AND  
BLACK ORLANDO TECH**

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**AMENDMENT TO FY 2021 GRANT AGREEMENT**

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THIS AMENDMENT TO FY 2021 GRANT AGREEMENT ("Amendment") is made and entered into this 22 day of June, 2021, by and between ORANGE COUNTY, FLORIDA a charter county and political subdivision of the State of Florida, hereinafter referred to as the "County" and Black Orlando Tech, Inc., a Florida non-profit corporation, hereinafter referred to as the "BOT".

**WITNESSETH:**

WHEREAS, the County and BOT entered into that FY 2021 Grant Agreement ("Agreement") dated February 23, 2021, pursuant to the terms and conditions of which the County provides grant funds to BOT to launch a program to provide education and training in entrepreneurship and business leadership for minority business owners; and

WHEREAS, section 3.1 of the Agreement authorizes the parties to extend the term of the Agreement by mutual, written agreement; and

WHEREAS, the County and BOT desire to extend the term of the Agreement and to incorporate a revised Exhibit "B" as set forth herein.

NOW THEREFORE, in consideration of the premises and mutual covenants herein contained, the Agreement is hereby amended as follows:

**Section 1. Term of the Agreement.** The term of the Agreement is hereby extended and shall terminate on December 31, 2021.

**Section 2. Revision to Exhibit "B."** The Exhibit "B" attached to this Amendment shall replace and supersede, in its entirety, the Exhibit "B" initially included and approved as part of the Agreement.

**Section 3. Remaining Terms and Conditions.** Any terms and conditions of the Agreement not expressly modified by this Amendment shall remain in full force and effect.

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



**ORANGE COUNTY, FLORIDA**

By: Board of County Commissioners

By: *Ramona B. B. B.*  
for Jerry L. Demings  
Orange County Mayor

Date: June 22, 2021

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

By: *Kate Smith*  
Deputy Clerk

Date: June 22, 2021

**Black Orlando Tech, Inc.**

By: *Rose Lejiste*  
*Tiffany Spencer*  
Rose Lejiste, Executive Director  
Tiffany Spencer, Programs Director

Date: 6/5/2021

## EXHIBIT "B"

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

1) Within 45 days of the end of the quarter, BOT shall provide the County with a copy of its quarterly performance and financial reports of the agency's activities/programs/services. Quarterly reporting periods shall end on March 31, June 30 and September 30.

Quarter	Reports Due (no later than)	Payment Due to BOT
First (1st)	May 15	Within 30 days of receipt of first quarter report or by March 15
Second (2nd)	August 15	Within 30 days of receipt of second quarter report or by June 15
Third (3rd)	November 15	Within 30 days of receipt of third quarter report or by September 15

Within each quarterly report, the following information needs to be included as it pertains to the deliverables outlined above:

- Brief summary of the progress of the two technical assistance programs, especially topics shared in each cohort and number of unique attendees as well as total attendee numbers for each cohort
- Updated listing of new clients across these programs - information provided can be in a table format and must be at least: name of company, address of company, type of corporation (i.e. Sole Proprietorship vs. LLC, etc.), major industry company sells to (recommend also providing NAICs and NIGP codes), if a creative product/service provide a brief summary of what is sold, demographic information including gender and race/ethnicity, and potential opportunities/synergies for the company to work with the County (can be short summaries); if the participant is an individual and not incorporated, please briefly explain why they are not incorporated by creating an additional column named "Notes"
- Brief progress summary on the Forward Cities membership and engagement including how many meetings took place; whether external partners were engaged and who they are (organization name, contact information, brief note on interest in engagement with minority-business programs); brief summaries of outcomes from every major community engagement meeting; and any recommendations for the County to consider in moving forward with minority-vendor or community supporting functions

For the final report, the following is also needed:

- Number of unique, as well as total participants in each technical assistance programs



- Cumulative listing of every participant across the programs up until September 30 - adding a progress column to the quarterly provided progress report table which provides any of the following for that organization: 1) total dollar amount of revenues/contracts obtained during the work period; 2) total dollar amount of grants obtained during the work period as well as total dollar amount of grants/contracts pursued; 3) total number of customer and/or partner connections made by BOT for client as well as who clients were introduced to; 4) whether Small Business Administration certifications or other designations were obtained as a result of the programs and which ones were obtained; 5) number of engagements with new supplier diversity programs; and 6) any other notable progress metrics and/or anecdotes indicating participant's growth as a result of the program.
- Summary report of Pitch Competition including all participant feedback like strengths or weaknesses assessed by judges, ranking outcomes, and any metrics describing the outreach/impact of the Competition such as number of audience attendees; number of unique organizations judging or engaged otherwise; amount of prize funding raised; etc.
- Summary report on Forward Cities membership findings/recommendations; a comprehensive list of any external organizations who participated and level of engagement proposed to future initiatives, etc.
- Proof of Orange County logo and other sponsorship benefits/placement (i.e. soft copies of collateral and/or screenshots/photos suffice)

A presentation to County staff will also be required to discuss through the final report.

2) Within 30 days of its release, if requested by the County, BOT shall provide the County with a copy of its annual financial report, external audit reports, if any, and any performance or statistical data requested by Orange County.

#### Reports and Communications to the COUNTY:

Orange County. Office of Economic, Trade & Tourism Development  
 ATTN: Eric Ushkowitz, Economic Development Administrator  
 201 S. Rosalind Avenue, 5th Floor  
 Orlando, Florida 32802  
 Phone: (407) 836-7370  
 Fax: (407) 836-7399

#### Reports and Communications to BOT:

Black Orlando Tech  
 ATTN: Rose LeJiste, Executive Director  
 Tiffany Spencer, Programs Director  
 1001 N Orange Ave  
 Orlando, Florida 32801  
 Phone: (407) 244-0210

BCC Mtg. Date: June 22, 2021

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**ORANGE COUNTY, FLORIDA  
AND  
CFF I, LLC**

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**AMENDMENT TO FY 2021 GRANT AGREEMENT**

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THIS AMENDMENT TO FY 2021 GRANT AGREEMENT ("Amendment") is made and entered into this 8<sup>th</sup> day of June, 2021, by and between ORANGE COUNTY, FLORIDA a charter county and political subdivision of the State of Florida, hereinafter referred to as the "County" and CFF I, LLC, a Florida limited liability company, hereinafter referred to as "RALLY".

**WITNESSETH:**

WHEREAS, the County and Rally entered into that FY 2021 Grant Agreement ("Agreement") dated February 23, 2021, pursuant to the terms and conditions of which the County provides grant funds to Rally to launch a program to provide education and training in entrepreneurship and business leadership for minority business owners; and

WHEREAS, section 3.1 of the Agreement authorizes the parties to extend the term of the Agreement by mutual, written agreement; and

WHEREAS, the County and Rally desire to extend the term of the Agreement and to incorporate a revised Exhibit "B" as set forth herein.

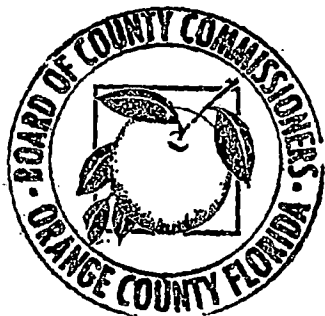
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**Section 3. Remaining Terms and Conditions.** Any terms and conditions of the Agreement not expressly modified by this Amendment shall remain in full force and effect.

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



**ORANGE COUNTY, FLORIDA**

By: Board of County Commissioners

By: *Jerry L. Demings*  
for Jerry L. Demings  
Orange County Mayor

Date: June 22, 2021

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

By: *Katie Smith*  
Deputy Clerk

Date: June 22, 2021

**CFF I, LLC**

By: *Robert Panepinto*  
Robert Panepinto, Board Chair/CEO

Date: 6/8/2021

## EXHIBIT B

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

1) Within 45 days of the end of the quarter, RALLY shall provide the County with a copy of its quarterly performance and financial reports of the agency's activities/programs/services. Quarterly reporting periods shall end on March 31, June 30 and September 30.

Quarter	Reports Due (no later than)	Payment Due to RALLY
First (1 <sup>st</sup> )	May 15	Within 30 days of receipt of first quarter report or by March 15
Second (2 <sup>nd</sup> )	August 15	Within 30 days of receipt of second quarter report or by June 15
Third (3 <sup>rd</sup> )	November 15	Within 30 days of receipt of third quarter report or by September 15

Within each quarterly report, the following information needs to be included as it pertains to the deliverables outlined above:

- Brief summary of the progress of each cohort, as well as Rally Maker Roundtable event, especially topics of educational offerings, number of unique participants in any program, and total cumulative number of participants across all programs
- Updated listing of new unique clients across all programs - information provided can be in a table format and must be at least: name of company, address of company, type of corporation (i.e. Sole Proprietorship vs. LLC, etc.), major industry company sells to (recommend also providing NAICs and NIGP codes), particular alignment to the local social need/issue their product/service addresses, demographic information including gender and race/ethnicity, and potential opportunities/synergies for the company to work with the County or County partners (can be short summaries); if the participant is an individual and not incorporated, please briefly explain why they are not incorporated by creating an additional column named "Notes"

For the final report, the following is also needed:

- Number of unique, as well as total participants in each offering
- Cumulative listing of every participant across all the programs up until September 30 – adding a progress column to the quarterly provided progress report table which provides

any of the following for that organization: 1) total dollar amount of revenues/contracts obtained during the work period; 2) total dollar amount of grants obtained during the work period as well as total dollar amount of grants/contracts pursued; 3) total number of customer and/or partner connections made by RALLY for client as well as who clients were introduced to; 4) number of mentors connected to organization and any resulting outcomes from mentorship; 5) whether B-corporation formation took place; 6) any impact metrics toward a local societal issue being improved; and 7) any other notable progress metrics and/or anecdotes indicating participant's growth as a result of the program.

- Electronic copies of press coverage on Rally Fellows from within the community or beyond
- Proof of Orange County logo and other sponsorship benefits/placement (i.e. soft copies of collateral and/or screenshots/photos suffice)

A presentation to County staff will also be required to discuss through the final report.

2) Within 30 days of its release, if requested by the County, RALLY shall provide the County with a copy of its annual financial report, external audit reports, if any, and any performance or statistical data requested by Orange County.

Reports and Communications to the 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

Reports and Communications to RALLY:

RALLY  
ATTN: Ben Hoyer, President/COO  
1001 N Orange Ave  
Orlando, Florida 32801  
Phone: 407-371-2925

BCC Mtg. Date: June 22, 2021

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**ORANGE COUNTY, FLORIDA  
AND  
ROLLINS COLLEGE CRUMMER CENTER FOR ADVANCED  
ENTREPRENEURSHIP**

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**AMENDMENT TO FY 2021 GRANT AGREEMENT**

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THIS AMENDMENT TO FY 2021 GRANT AGREEMENT ("Amendment"), is made and entered into this 22 day of June 2021, by and between ORANGE COUNTY, a charter county and political subdivision of the State of Florida, hereinafter referred to as the "County," and "Rollins College Crummer Center for Advanced Entrepreneurship" hereinafter referred to as "CFAE".

**WITNESSETH:**

WHEREAS, the County and CFAE entered into that FY 2021 Grant Agreement ("Agreement") dated February 23, 2021, pursuant to the terms and conditions of which the County provides grant funds to CFAE to launch a program to support existing small businesses and residents desiring to start a business venture in Central Florida through education, mentorship, investment pursuits and other activities conducive to Orange County's economy; and

WHEREAS, the County and CFAE desire to extend the term of the Agreement and to incorporate a revised Exhibit "B" as set forth herein.

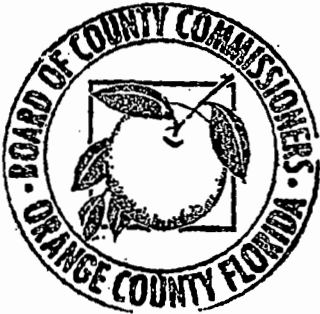
NOW THEREFORE, in consideration of the premises and mutual covenants herein contained, the Agreement is hereby amended as follows:

**Section 1. Term of the Agreement.** The term of the Agreement is hereby extended and shall terminate on April 30, 2022.

**Section 2. Revision to Exhibit "B."** The Exhibit "B" attached to this Amendment shall replace and supersede, in its entirety, the Exhibit "B" initially included and approved as part of the Agreement.

**Section 3. Remaining Terms and Conditions.** Any terms and conditions of the Agreement not expressly modified by this Amendment shall remain in full force and effect.

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



**ORANGE COUNTY, FLORIDA**

**By: Board of County Commissioners**

By: *Jerry L. Demings*  
for Jerry L. Demings  
Orange County Mayor

Date: June 22, 2021

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

By: *Katie Smith*  
Deputy Clerk

Date: June 22, 2021

**Rollins College**

By: *Deborah Crown*  
Dr. Deborah Crown, Dean, Crummer Graduate  
School of Business

Date: 2/8/2

## **EXHIBIT B**

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

1) Within 45 days of the end of the quarter, CFAE shall provide the County with a copy of its quarterly performance and financial reports of the agency's activities/programs/services. Quarterly reporting periods shall end on March 31, June 30 and September 30.

<b>Quarter</b>	<b>Reports Due (no later than)</b>	<b>Payment Due to CFAE</b>
First (1 <sup>st</sup> )	May 15	Within 30 days of receipt of first quarter report or by March 15
Second (2 <sup>nd</sup> )	August 15	Within 30 days of receipt of second quarter report or by June 15
Third (3 <sup>rd</sup> )	November 15	Within 30 days of receipt of third quarter report or by September 15

Within each quarterly report, the following information needs to be included as it pertains to the deliverables outlined above:

- Brief summary of the progress of each program offering especially topics of educational offerings, number of unique participants in any program, and total number of participants in each offering
- Updated listing of new unique clients across all programs - information provided can be in a table format and must be at least: name of company, address of company, type of corporation (i.e. Sole Proprietorship vs. LLC, etc.), major industry company sells to (recommend also providing NAICs and NIGP codes), demographic information including gender and race/ethnicity, whether they are participating in another CFAE program, and potential opportunities/synergies for the company to work with the County (can be short summaries); if the participant is an individual and not incorporated, please briefly explain why they are not incorporated by creating an additional column named "Notes"

For the final report, the following is also needed:

- Number of unique, as well as total participants in each program
- Cumulative listing of every participant across all the programs up until September 30 – adding a progress column to the quarterly provided progress report table which provides any of the following for that organization: 1) total dollar amount of revenues/contracts obtained during the work period; 2) total dollar amount of grants obtained during the work period as well as total dollar amount of grants/contracts pursued; 3) total number of customer and/or partner connections made by CFAE for client as well as who clients were introduced to; 4) number of mentors connected to organization and any resulting outcomes from mentorship; 5) whether Small Business Administration certifications were obtained



as a result of the programs and which ones were obtained; and 6) any other notable progress metrics and/or anecdotes indicating participant's growth as a result of the program.

- A brief summary of Rollins Venture Plan Competition's marketing outcomes such as notable public relations adoption metrics (i.e. name of publication, number of unique TV or radio mentions, etc.), amount of new funding for prize monies or in-kind services obtained for participants, etc.
- Any notable anecdotes of how peer-to-peer interactivity of CEO Forum/Roundtables have assisted participants in the further growth of their business
- Proof of Orange County logo and other sponsorship benefits/placement (i.e. soft copies of collateral and/or screenshots/photos suffice)

A presentation to County staff will also be required to discuss through the final report.

2) Within 30 days of its release, if requested by the County, CFAE shall provide the County with a copy of its annual financial report, external audit reports, if any, and any performance or statistical data requested by Orange County.

**Reports and Communications to the 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

**Reports and Communications to Crummer Center for Advanced Entrepreneurship:**

Crummer Center for Advanced Entrepreneurship  
ATTN: Dr. Pete McAlindon, Entrepreneur in Residence  
and Executive Director of the Center for Advanced  
1000 Holt Ave. 2722  
Winter Park, FL 32789-4499  
Phone: (321) 277-4272  
**Email:** [pmcalindon@rollins.edu](mailto:pmcalindon@rollins.edu)

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**ORANGE COUNTY, FLORIDA  
AND  
STARIER STUDIO FL INC**

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**AMENDMENT TO FY2021 GRANT AGREEMENT**

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THIS AMENDMENT TO FY 2021 GRANT AGREEMENT ("Amendment") is made and entered into this 10<sup>th</sup> day of June, 2021 by and between ORANGE COUNTY, FLORIDA, a charter county and political subdivision of the State of Florida, hereinafter referred to as the "County," and STARIER STUDIO FL INC, hereinafter referred to as the "STARIER STUDIO".

**~~WITNESSETH:~~**

WHEREAS, the County and STARIER STUDIO entered into that FY2021 Grant Agreement ("Agreement") dated February 23, 2021, pursuant to the terms and conditions of which the County provides grant funds to STARIER STUDIO to launch a program to provide education and training in entrepreneurship and business leadership for business owners; and

WHEREAS, section 3.1 of the Agreement authorizes the parties to extend the term of the Agreement by mutual, written agreement; and

WHEREAS, the County and STARIER STUDIO desire to extend the term of the Agreement and to incorporate a revised Exhibit "B" as set forth herein.

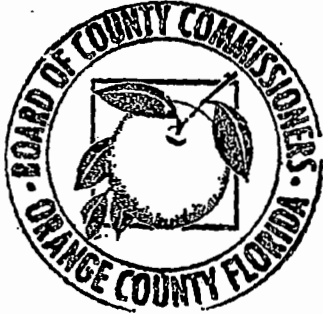
NOW THEREFORE, in consideration of the premises and mutual covenants herein contained, the Agreement is hereby amended as follows:

**Section 1. Term of the Agreement.** The term of the Agreement is hereby extended and shall terminate on December 31, 2021.

**Section 2. Revision to Exhibit "B."** The Exhibit "B" attached to this Amendment shall replace and supersede, in its entirety, the Exhibit "B" initially included and approved as part of the Agreement.

**Section 3. Remaining Terms and Conditions.** Any terms and conditions of the Agreement not expressly modified by this Amendment shall remain in full force and effect.

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



**ORANGE COUNTY, FLORIDA**

**By: Board of County Commissioners**

By: *Jerry L. Demings*  
for Jerry L. Demings  
Orange County Mayor

Date: June 22, 2021

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

By: *Katie Smith*  
Deputy Clerk

Date: June 22, 2021

**STARIERSTUDIO FLINC**

By: *Lilian Myers*  
Lilian Myers, Executive Director

Date: 6/3/2021

## EXHIBIT B

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

1) Within 45 days of the end of the quarter, StarterStudio shall provide the County with a copy of its quarterly performance and financial reports of the agency's activities/programs/services. Quarterly reporting periods shall end on March 31, June 30 and September 30.

<b>Quarter</b>	<b>Reports Due (no later than)</b>	<b>Payment Due to StarterStudio</b>
First (1 <sup>st</sup> )	May 15	Within 30 days of receipt of first quarter report or by March 15
Second (2 <sup>nd</sup> )	August 15	Within 30 days of receipt of second quarter report or by June 15
Third (3 <sup>rd</sup> )	November 15	Within 30 days of receipt of third quarter report or by September 15

Within each quarterly report, the following information needs to be included as it pertains to the deliverables outlined above:

- Brief summary of the progress of the accelerator programs – should include topics shared in each educational offering and number of unique attendees, as well as total attendee numbers for each offering; number of mentors obtained and/or connected to participants; total number of hours coaching provided across participants from StarterStudio staff or Contractors; any impact metrics or anecdotes of notable connections or outcomes from Demo days, etc.
- Updated listing of new clients of Program - information provided can be in a table format and must be at least: name of individual, anticipated industry/application for technology, brief explanation of what the technology is, whether there is intellectual property involved and if so, each patent pending/patent numbers, and his/her demographic information including gender and race/ethnicity. If a company is formed please share the address of company, type of corporation (i.e. Sole Proprietorship vs. LLC, etc.), major industry company could sell to (recommend also providing NAICs and NIGP codes), and potential opportunities/synergies for the company to work with the County (can be short summaries).

For the final report, the following is also needed:

- Cumulative listing of every participant in the accelerator programs up until September 30 – adding a progress column to the quarterly provided progress report table which provides any of the following for that individual: 1) total dollar amount of revenues/contracts/investments obtained during the work period; 2) total dollar amount of grants obtained during the work period as well as total dollar amount of grants/contracts pursued; 3) total number of mentor/SME connections made by StarterStudio for client as well as whether the connection was made using the Central Florida Online Mentor

Database, as well as the number of total unique mentors added over the year to either StarterStudio's database as well as to the Online Mentor Database; 4) total number of customer, investor and/or partner connections made by StarterStudio for client as well as who clients were introduced to; 5) brief summary of any new intellectual property created or obtained as well as any progress on IP progressed (i.e. pending to full patent, etc.); and 6) any other notable progress metrics and/or anecdotes indicating participant's growth as a result of the Program (can include notes on founder skill development).

- Proof of Orange County logo and other sponsorship benefits/placement (i.e. soft copies of collateral and/or screenshots/photos suffice)

A presentation to County staff will also be required to discuss through the final report.

2) Within 30 days of its release, if requested by the County, StarterStudio shall provide the County with a copy of its annual financial report, external audit reports, if any, and any performance or statistical data requested by Orange County.

**Reports and Communications to the 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

**Reports and Communications to StarterStudio:**

StarterStudio  
ATTN: Lilian Myers, Executive Director  
101 S Garland Ave, Suite 108  
Orlando, Florida 32801  
Phone: 407-378-4150

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**ORANGE COUNTY, FLORIDA  
AND  
VETERAN ENTREPRENEURSHIP INITIATIVE, INC.**

**AMENDMENT TO FY 2021 GRANT AGREEMENT**

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THIS AMENDMENT TO FY 2021 GRANT AGREEMENT ("Amendment") is made and entered into this 10 day of JUNE, 2021, by and between ORANGE COUNTY, FLORIDA a charter county and political subdivision of the State of Florida, hereinafter referred to as the "County" and Veteran Entrepreneurship Initiative, Inc., a Florida non-profit corporation, hereinafter referred to as "VEI".

**WITNESSETH:**

WHEREAS, the County and VEI entered into that FY 2021 Grant Agreement ("Agreement") dated February 23, 2021, pursuant to the terms and conditions of which the County provides grant funds to VEI to develop, promote and support existing military veterans' small businesses, and veteran entrepreneurs desiring to start a business venture in Central Florida through education, mentorship, investment pursuits and other activities conducive to Orange County's economy; and

WHEREAS, the County and VEI desire to amend the Agreement to extend its term and to incorporate a revised Exhibit "B" as set forth herein.

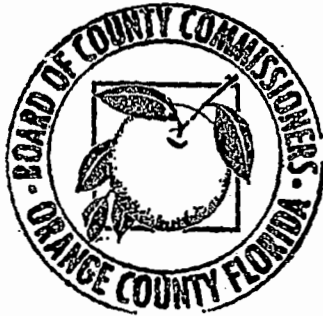
NOW THEREFORE, in consideration of the premises and mutual covenants herein contained, the Agreement is hereby amended as follows:

**Section 1. Term of the Agreement.** The term of the Agreement is hereby extended and shall terminate on December 31, 2021.

**Section 2. Revision to Exhibit "B."** The Exhibit "B" attached to this Amendment shall replace and supersede, in its entirety, the Exhibit "B" initially included and approved as part of the Agreement.

**Section 3. Remaining Terms and Conditions.** Any terms and conditions of the Agreement not expressly modified by this Amendment shall remain in full force and effect.

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



**ORANGE COUNTY, FLORIDA**

By: Board of County Commissioners

By: *Jerry L. Demings*  
for Jerry L. Demings  
Orange County Mayor

Date: June 22, 2021

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

By: *Phil Diamond*  
Deputy Clerk

Date: June 22, 2021

**VETERAN ENTREPRENEURSHIP INITIATIVE,  
INC.**

By: *Rafael Caamano*  
Rafael Caamano, President – Co-Founder

Date: 6/10/2021

## **EXHIBIT B**

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

1) Within 45 days of the end of the quarter, VEI shall provide the County with a copy of its quarterly performance and financial reports of the agency's activities/programs/services. Quarterly reporting periods shall end on March 31, June 30 and September 30.

<b>Quarter</b>	<b>Reports Due (no later than)</b>	<b>Payment Due to VEI</b>
First (1 <sup>st</sup> )	May 15	Within 30 days of receipt of first quarter report or by March 15
Second (2 <sup>nd</sup> )	August 15	Within 30 days of receipt of second quarter report or by June 15
Third (3 <sup>rd</sup> )	November 15	Within 30 days of receipt of third quarter report or by September 15

Within each quarterly report, the following information needs to be included as it pertains to the deliverables outlined above:

- Brief summary of the progress of the two new educational programs - Market to Government Integration Academy and Invention to Venture, especially topics shared in each offering and number of unique attendees as well as total attendee numbers for each offering
- Updated listing of new clients across all three programs - information provided can be in a table format and must be at least: name of company, address of company, type of corporation (i.e. Sole Proprietorship vs. LLC, etc.), major industry company sells to (recommend also providing NAICs and NIGP codes), demographic information including gender and race/ethnicity, and potential opportunities/synergies for the company to work with the County (can be short summaries); if the participant is an individual and not incorporated, please briefly explain why they are not incorporated by creating an additional column named "Notes"

For the final report, the following is also needed:

- Number of unique, as well as total participants in each program
- Cumulative listing of every participant across the three programs up until September 30 – adding a progress column to the quarterly provided progress report table which provides any of the following for that organization: 1) total dollar amount of revenues/contracts obtained during the work period; 2) total dollar amount of grants obtained during the work period as well as total dollar amount of grants/contracts pursued; 3) total number of customer and/or partner connections made by VEI for client as well as who clients were introduced to; 4) whether Small Business Administration certifications or other Veteran designations were obtained as a result of the programs and which ones were obtained; and



- 5) any other notable progress metrics and/or anecdotes indicating participant's growth as a result of the program.
- Proof of Orange County logo and other sponsorship benefits/placement (i.e. soft copies of collateral and/or screenshots/photos suffice)

A presentation to County staff will also be required to discuss through the final report.

2) Within 30 days of its release, if requested by the County, VEI shall provide the County with a copy of its annual financial report, external audit reports, if any, and any performance or statistical data requested by Orange County.

Reports and Communications to the 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

Reports and Communications to VEI:

VEI  
ATTN: Rafael Caamano, President  
16877 E. Colonial Dr. #130  
Orlando, Florida 32820  
Phone; (407) 408-4297