



GET IT DONE WORKSHOP

Women-Owned Business
Minority Owned Business
Small Business
Veteran Owned Business

Become Certified

Become a registered Vendor with:

- State of Florida
- Palm Beach County
- Miami-Dade County
- Federal Government (SAM)
System Awards Mgmt.

September 27, 2019

Delray Beach Public Library
100 W Atlantic Avenue,
Delray Beach, FL 33444

10:00am - 3:00pm

This is a **FREE** hands-on
workshop, bring your documents,
get your questions answered,
complete your applications.

On-site:
Laptops
Notary (no cost)
Government Specialists

Registration required
www.FLWBC.org

For questions, please contact:
Victoria Hughes, FLWBC Director, at
561-265-3790 ext 103



Funded in part
through a Cooperative
Agreement with the SBA.



**CENTER FOR TECHNOLOGY,
ENTERPRISE AND DEVELOPMENT**

YOUTH ENTREPRENEURSHIP PROGRAM

**ORIENTATION & 1,2,3'S OF
STARTING A BUSINESS**

WHEN

March 28th, 2019

WHERE

TED Center Conference Room

401 W. Atlantic Ave., Suite 09

Delray Beach, FL 33444

TIME

12PM - 2PM

WWW.TEDCENTER.ORG



AGES

13 -17

GOAL

**Create Youth Businesses
in Delray Beach**

SPONSORS

Delray Beach CRA

City of Delray Beach

Comerica Bank

D. Stephenson Foundation

BENEFITING

**Residents of the Delray Beach
Targeted District**

**CENTER FOR TECHNOLOGY,
ENTERPRISE AND DEVELOPMENT**

YOUTH ENTREPRENEURSHIP PROGRAM

**BUSINESS PLAN COMPONENTS &
UNDERSTANDING BUSINESS CREDIT**

WHEN

APRIL 20th, 2019

WHERE

TED Center Conference Room

401 W. Atlantic Ave., Suite 09

Delray Beach, FL 33444

TIME

12PM - 2PM

WWW.TEDCENTER.ORG



AGES

13 -17

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Targeted District**

**CENTER FOR TECHNOLOGY,
ENTERPRISE AND DEVELOPMENT**

YOUTH ENTREPRENEURSHIP PROGRAM

WRITING YOUR BUSINESS PLAN

WHEN

June 15, 2019

WHERE

TED Center Conference Room

401 W. Atlantic Ave., Suite 09

Delray Beach, FL 33444

TIME

12PM - 2PM

WWW.TEDCENTER.ORG



AGES

13 -17

GOAL

**Create Youth Businesses
in Delray Beach**

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City of Delray Beach

Comerica Bank

D. Stephenson Foundation

BENEFITING

**Residents of the Delray Beach
Targeted District**

**CENTER FOR TECHNOLOGY,
ENTERPRISE AND DEVELOPMENT**

YOUTH ENTREPRENEURSHIP PROGRAM

**BUSINESS PLANNING &
MARKETING BASICS**

WHEN

June 20, 2019

WHERE

TED Center Conference Room

401 W. Atlantic Ave., Suite 09

Delray Beach, FL 33444

TIME

12PM - 2PM

WWW.TEDCENTER.ORG



AGES

13 -17

GOAL

**Create Youth Businesses
in Delray Beach**

SPONSORS

Delray Beach CRA

City of Delray Beach

Comerica Bank

D. Stephenson Foundation

BENEFITING

**Residents of the Delray Beach
Targeted District**

**CENTER FOR TECHNOLOGY,
ENTERPRISE AND DEVELOPMENT**

YOUTH ENTREPRENEURSHIP PROGRAM

**OBTAINING FUNDING
FOR YOUR BUSINESS**

WHEN

July 20, 2019

WHERE

TED Center Conference Room

401 W. Atlantic Ave., Suite 09

Delray Beach, FL 33444

TIME

12PM - 2PM

WWW.TEDCENTER.ORG



AGES

13 -17

GOAL

**Create Youth Businesses
in Delray Beach**

SPONSORS

Delray Beach CRA

City of Delray Beach

Comerica Bank

D. Stephenson Foundation

BENEFITING

**Residents of the Delray Beach
Targeted District**

Center for Technology Enterprise & Development, Inc.

Certificate of Completion

This Certificate is proudly
presented for honorable achievement to:

Kendrick Petty

Successful completion of the TED Center Youth Entrepreneurship program for
business planning, marketing and strategy.

Seabron A. Smith

Seabron A. Smith
Executive Director

August 20, 2019

Completion Date

Center for Technology Enterprise & Development, Inc.

Certificate of Completion

This Certificate is proudly
presented for honorable achievement to:

Hermionne Esperon

Successful completion of the TED Center Youth Entrepreneurship program for
business planning, marketing and strategy.

Seabron A. Smith

Seabron A. Smith
Executive Director

August 20, 2019

Completion Date

Center for Technology Enterprise & Development, Inc.

Certificate of Completion

This Certificate is proudly
presented for honorable achievement to:

Georgemael Pierre

Successful completion of the TED Center Youth Entrepreneurship program for
business planning, marketing and strategy.

Seabron A. Smith

Seabron A. Smith
Executive Director

August 20, 2019

Completion Date

Center for Technology Enterprise & Development, Inc.

Certificate of Completion

This Certificate is proudly
presented for honorable achievement to:

Francisco Moreno

Successful completion of the TED Center Youth Entrepreneurship program for
business planning, marketing and strategy.

Seabron A. Smith

Seabron A. Smith
Executive Director

August 20, 2019

Completion Date

Center for Technology Enterprise & Development, Inc.

Certificate of Completion

This Certificate is proudly
presented for honorable achievement to:

Beverly Pierre

Successful completion of the TED Center Youth Entrepreneurship program for
business planning, marketing and strategy.

Seabron A. Smith
Seabron A. Smith
Executive Director

August 20, 2019
Completion Date

Center for Technology Enterprise & Development, Inc.

Certificate of Completion

This Certificate is proudly
presented for honorable achievement to:

Angel Hector Garcia

Successful completion of the TED Center Youth Entrepreneurship program for
business planning, marketing and strategy.

Seabron A. Smith

Seabron A. Smith
Executive Director

August 20, 2019

Completion Date

Center for Technology Enterprise & Development, Inc.

Certificate of Completion

This Certificate is proudly
presented for honorable achievement to:

Myriame Bien-Aime

Successful completion of the TED Center Youth Entrepreneurship program for
business planning, marketing and strategy.

Seabron A. Smith

Seabron A. Smith
Executive Director

August 20, 2019

Completion Date

KP'Z Spic & Span Auto Detailing

Business Plan

Mission

In 2019, KP'Z Spic -N-Span Detailing was created as a Limited Liability Corporation. The mission of KP'Z Spic -N-Span Detailing is to provide top-quality washing and detail service for luxury car owners in Delray Beach and surrounding areas. The purpose is to generate additional funds to support my Family and opportunities for higher education for me and my siblings.

The bigger goal of this project is to maintain a level of responsibility in keeping youth distracted from peers that may not share a positive impact. This creation was inspired to me during my last year of community youth football league with Delray Rocks football.

My involvement with the Center for Technology, Enterprise and Development (TED CENTER) Youth Entrepreneurship Program (TEDYEP) has provided me with a clear insight of how to develop a successful business and opportunities for available resources.

Objectives

Revenue projected for fiscal year 2019 without external funding is expected to be \$15,000. Annual growth is projected to be 10% per year through 2023. We feel that within 3 years, KP'Z Spic -N-Span will be in a suitable position for further expansion or profitable acquisition. Our objective, at this time, is to propel the company into a prominent market position.

As a startup, the company can be characterized as a quality product, quality results mobile hand wash retailers.

- Using the Best quality wash wax product on each vehicle to enhance the shine and gloss leaving each vehicle with the manufacture fresh paint gloss all completed with bare hands.
- My vision is origination! Bringing each vehicle back to its original manufacture look.
- Mission Statement: "Bring back your brand @ Spic and Span"
- Products: High Performance Wash & Wax, Tire Shine, Black Wall Gloss, Window Perfection, Interior protection perfection with or without scent, Heavy duty vacuum, Interior Customized Air Freshener
- My intentions are to remain original sharing my expertise with restoring your vehicle to its original manufacture appearance. Each wash is to a gloss perfection using more of the hands on features verses machine(s).

Background

For many years, people have used regular carwash detergents or even dish washing detergent. Consumers aren't aware of the harmful chemical included in some detergents that causes chip paint, paint to dull or even detergent that leaves bubbles in paint.

haircuts, enjoy mobile lunch etc.

Guarantee: Guarantee all services under umbrella or return once on us

Warranty: Rain check in the event it rains, any unforeseen drops, debris, fog, chemical or bug interference

We've started off small by not charging a set fee, we feel that we should allow consumers to try services and reward us by the results. We feel this is a great way to draw in consumers as well as build clientele and get our name brewing. Starting off we aren't 100% mobile, we do home visits and commercial visits that allow us to make use of the water.

By mid-2020 we expect to be up and 100% mobile detailing having reliable clientele and our company name well known. We look to establish a busy set location where we're consumer noticeable and consumers frequent. By the mid-2021, we should be up with additional services and providing contractor work for other small business to partner with and add on to my vision.

Although, there are multiple competitors out there I feel that my hands on technique and spic and span gloss origination will speak for itself. Some of my competitors may be other mobile detailing business or even other hand wash car wash, bay washes or other self-service washes. I'm sure my washes will stand in a league of its own.

Target Market Segment Strategy

The strategy behind KP'Z Spic -N-Span Detailing target segmentation is to attract customers who will be repeat users and will frequent the business in the typically quiet times for a car wash business. It will not be difficult to attract customers during the summer months and on the weekends, the weekdays however, especially in the winter, people will not think about having their cars washed. For this reason, KP'Z Spic -N-Span Detailing will target people who will tend not to be restricted to these busy times.

- Business owners (new car owners) tend to be very busy people, but are often able to make their own hours.
- Retired people (older luxury car owners) are not restricted by typical work schedules so will be able to frequent the car wash during the week.
- Dealerships will need cars detailed and washed regardless of the time of the day and week. This will supply a constant flow of traffic.
- Businesses will need their fleet cars washed during the week during regular business hours.

Strategy and Implementation Summary

The key differentiator for KP'Z Spic -N-Span Detailing is Kendrick Petty and his business and personal connections within the Delray Beach neighborhood. For this reason, the sales and marketing focus will be on a one-to-one basis, with the emphasis on gaining loyal and repeat customers as "friends" of the business. KP'Z Spic -N-Span Detailing, therefore, will depend on word-of-mouth advertising for the immediate community.

Competitive Edge

KP'Z Spic -N-Span Detailing competitive edge will be the owner, Kendrick Petty and the quality of the family name in the Delray Beach area. As mentioned, the family has been in

and equipment earned an average wage of \$10.87 per hour as of 2012. In terms of annual salary, they averaged \$22,620. The median-earning half of vehicle cleaners reported wages ranging from \$8.61 an hour to \$11.94 an hour

(<https://www.google.com/search?q=2019%20Mobile%20detailing%20revenue&cad=h>)

Research

The average cost of getting your vehicle washed in an in-bay car wash is \$6.34, which yields an average profit of \$4.35 per wash. The average price of a car washed in a tunnel or conveyor car wash is \$15 per vehicle, which adds up to an average annual revenue stream of \$686,250 for this type of facility. (Dec. 19, 2016 Goggle search)

You can always increase revenue and attract new clients by adding special services to your detailing business.

Typical charges are as follows:

- | | |
|--------------------------------|--------------------------|
| • Vacuum and handwash | \$25 – \$45 |
| • Full detail | \$100 – \$150 |
| • Engine detail | \$40 – \$60 |
| • Paint touch-up | \$50 minor (\$200 major) |
| • Overspray or cement removal, | \$150 |
| • Black trim restoration, | \$25 – \$110 |
| • Carpet dyeing | \$75 – \$150 |
| • Windshield repair | \$25 – \$100 |
| • Paintless dent repair | \$90 – \$120 |

Estimate jobs per day, as follows:

- 1 detailing job per day @ \$100 x 5 days = \$500 per week
- 2 detailing jobs per day @ \$100 x 5 days = \$1,000 per week
- 3 detailing jobs per day @ \$100 x 5 days = \$1,500 per week

Likewise, you should estimate add-on services:

- Windshield repair @ \$50 x 3 jobs = \$150 per week
- Paint touch-up @ \$75 x 3 jobs = \$225 per week
- Paintless dent repair @ \$75 x 3 jobs = \$225 per week
- Keeping a busy schedule of 3 jobs per day (with a few add-on services) will bring in \$1,800 or more per week.
- Working alone, that's over \$90,000 yearly! Add an assistant and revenue will be significantly higher.

One-Time Start-Up Expenses

- | | |
|-------------------------------------|---------|
| • Incorporation fee (attorney) | \$1,000 |
| • Accountant or bookkeeper | \$800 |
| • Mobile office equipment - | \$250 |
| • Turnkey mobile detailing system - | \$8,000 |
| • Miscellaneous tools - | \$300 |

Estimate jobs per day, as follows:

- 1 detailing job per day @ \$100 x 5 days = \$500 per week
- 2 detailing jobs per day @ \$100 x 5 days = \$1,000 per week
- 3 detailing jobs per day @ \$100 x 5 days = \$1,500 per week

One-Time Start-Up Expenses

• Incorporation fee (attorney)	\$1,000
• Accountant or bookkeeper	\$800
• Mobile office equipment	\$250
• Turnkey mobile detailing system	\$8,000
• Miscellaneous tools	\$300
• Water reclamation system	\$2,500
• Initial stock of chemicals and supplies	\$500
• Initial promotion and marketing	\$1,000
• Merchant service	\$300
• Work clothes/uniform	\$300
• Licenses	\$100
• Start-up cash (always available)	\$5,000

Monthly Expenses

• Commercial van lease with no down payment	\$400
• Automobile insurance	\$150
• Cellular telephone service	\$50 to \$100
• Accountant or bookkeeper	\$80 to \$125
• Office supplies	\$25
• Miscellaneous tool maintenance	\$25
• Promotion and marketing	\$100
• Liability insurance	\$75
• Merchant service fees	\$30
• Chemicals	\$300

Management Team

Our management team consist of 1 male and 3 females

Business consist of myself with assistance from my siblings Ki-Ceana & Ki-Mecia and mother Ebony so to speak my business is family based. In the near future once business begins to expand I would like to share my expertise and knowledge with other teens and contract them to build on to my business and offer consumers more than just a wash! On a personal level the detailing business will remain small and family oriented. This will give my kids, my sibling kids a full business of their own that they will also be able to grow and add on to. Taking this small vision and growing it to more and more levels. Among our small team marketing, accounting, finances, sales, and operations and all other duties will be orchestrated through the family members above. This is my start up plan and the business is taken to another advance level I will level up duties and

Highlights Armour All

- Advanced Car Wash and Wax Formula
- Gently lifts away dirt that can cause scratches and swirls
- Helps water beading on your paint
- Delivers mirror-like shine as you wash
- Reveals your paint's deep, radiant color

Armor All® Ultra Shine Wash & Wax was developed using the most advanced technologies available. Our proprietary blend of cleaning agents, surface lubricants and real carnauba wax is absolutely guaranteed to meet the most exacting standards. 100% satisfaction guaranteed or your money back. Armor All® absolutely guarantees its products will meet your highest standards.

Includes: Automotive Wash

Features: Non-Abrasive

Capacity (Volume): 64 fl oz

Product Form: Liquid

Surfaces Not Recommended: Auto Upholstery

Product Results: Used for Cleaning , Removes Dirt, Removes Soil

Recommended Surface: Clear Coat Finish

TCIN: 13507210

UPC: 070612103468

Item Number (DPCI): 085-12-0145

If the item details above aren't accurate or complete, we want to know about it. Report incorrect product info. (https://www.target.com/p/armor-all-ultra-shine-wash-wax-car-wash-64-oz/-/A-13507210?ref=tgt_adv_XSOOOOOO&AFID=google_pla_df&fndsrc=tgtao&CPNG=PLA_Home%2BImprovment%2BShopping_Local&adgroup=SC_Home%2BImprovment&LID=700000001170770pgs&network=g&device=c&location=9012015&ds_rl=1246978&ds_rl=1247068&ds_rl=1246978&gclid=EAlaQobChMI6p2h48CK4wIVw4XVCh28ZQKxEAkYAiABEgLHnvD_BwE&gclsrc=aw.ds)

Highlights Maguire's

Use Maguire's Ultimate Wash & Wax to clean, shine and help protect your car's finish in between regular waxing. Our clear coat safe blend of premium carnauba wax and synthetic polymers gently cleans the paint while leaving behind additional wax protection each time you wash. Superior sudsing action safely lifts dirt and grime, leaving a deep, glossy, just-waxed shine. Ultimate Wash & Wax is compatible with all Maguire's washes and waxes.

- **CLEAR COAT SAFE:** Carnauba wax and synthetic polymer technology gently cleans the paint while leaving behind additional wax protection

shopping plazas etc. Our biggest advantage is the ending results and long existent shine.

Market Analysis

Within the next 3-5 years I can see this business leveling up into an one stop pull in bay servicing everything from a hand wash &* wax to haircuts, nail and spa, windshield wiper replacement, window tenting, etc. I'm looking to be one of the first youngest male entrepreneur of my time. I'm looking to level this business into a great establishment helping out young individuals that actually can see an dream unfold into reality right before their eyes.

Just like the product Maguire's being used was a product created by a family and recently sold to 3m..It's revenue is estimated annually as \$30M.(<https://www.owler.com/company/Maguire's>)

Alternate product being used is **Armor All** a line of car care products manufactured by American company Armored Auto Group of [Danbury, Connecticut](#), United States. The company markets the product line of sprays, gels, liquids. And wipes to clean, shine, and protect interior and exterior [automobile](#) surfaces.(https://en.wikipedia.org/wiki/Armor_All)

Although these products are sold worldwide the services offered aren't produced worldwide. We have intentions of bringing more highlight on the product as well as servicing the product appropriately for the best results. Eventually creating and producing our own brand.

The market is growing rapidly when you think about how many vehicles are being sold, hourly, daily, monthly and yearly times (X) the interior/ exterior vehicle care on a weekly, daily monthly bases not to mention when vehicles are in inclement weather conditions. I think that by me adding a spin onto my detailing business that the market for just a plain detailing service will decrease and Mobile detailing and more will become excessively popular.

In the market consumers like when they have a variety of things to take care of and all of the, convince can all be done in one location at the same time. My mission is to place youth entrepreneur like myself in a position to grow themselves as well as educate themselves with dealing with consumers in a business atmosphere. Only true way to perfect their profession by educating themselves on the topic and basic knowledge to be able to administer consumers concerns independently. (Education First)

In today's market there is little market growth in the detailing industry the average prediction est. \$28k yearly, although this may be somewhat the truth. However, I believe that a normal independent detailing business can populate income averaging \$60k annually once the right service and contractors are placed in position to grow,



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Detail By Document Number](#) /

Detail by Entity Name

Florida Limited Liability Company
SPIC & SPAN AUTO DETAILING, LLC

Filing Information

Document Number L19000213108
FEI/EIN Number NONE
Date Filed 08/20/2019
Effective Date 08/20/2019
State FL
Status ACTIVE

Principal Address

909 SW 11TH AVENUE
DELRAY BEACH, FL 33444

Mailing Address

909 SW 11TH AVENUE
DELRAY BEACH, FL 33444

Registered Agent Name & Address

PETTY, KENDRICK L, JR.
909 SW 11TH AVENUE
DELRAY BEACH, FL 33444

Authorized Person(s) Detail

Name & Address

Title AMBR

PETTY, KENDRICK L, JR.
909 SW 11TH AVENUE
DELRAY BEACH, FL 33444

Annual Reports

No Annual Reports Filed

Document Images

[08/20/2019 -- Florida Limited Liability](#)

[View image in PDF format](#)

Delray Beach CRA

Program/Project Outputs, Outcomes and Activities

Organization: The Center for Technology, Enterprise, Development, Inc.
Reporting Quarter: 4th Q FY 2019

GOAL 1: To train small business owners who are registered vendors with the city of Delray Beach purchasing on the process of identifying potential contracting opportunities

GOAL 2: To support the learning process for small business owners to develop knowledge regarding certifications for small businesses.

GOAL 3: To support the learning process for youth in Delray Beach Communities to develop knowledge regarding business ownership and business opportunities.

4th Quarter / Final Report

Key Activities	Outputs	Outcomes	Impact(s)	4th Q FY 2019 Activities, Outputs, Outcomes
Local Government Contracts/ Training <hr/> Number to be Served: 45 <hr/> 9 months 1st Q FY 19 - 3rd Q FY 19	Will host four workshops covering the following topics with hands on development of: Capability Statements, Definition of Terms Associated with RFP's and Proposals, How to search for opportunities, How to approach Purchasing & Contracting Officers	To support the registration of small businesses in the city purchasing department of Delray Beach. In an effort to identify opportunities and to be approved with the appropriate licensing and registrations.	Small business owners will understand the "process" and complete the necessary paperwork and structure to be considered for contracting opportunities. The number of proposals from small business owners to the City of Delray Beach will increase. The number of small business owners selected to complete contract work for the City of Delray Beach will increase	Conducted a total of 6 workshops, total # of attendees = 93 Last workshop (#6) held on July 2, 2019 – Review & Learn how to utilize your capability statement. Attached is a "sample" of the type of Capability Statements completed by business owners. Reviewed the process of utilizing Bidsync to locate opportunities (note: at last review, only 2 requests were open on Bidsync for the City of Delray Beach. Feedback from attendees of these workshops indicated that they were extremely helpful and supported a one stop location to not only get information but identifying next steps.

4th Quarter/ Final Report

Key Activities	Outputs	Outcomes	Impact(s)	3rd-Q FY 2019 Activities, Outputs, Outcomes
Small Business Certification Number to be Served: 12 9 months 1st Q FY 19 - 3rd Q FY 19	Four hands-on workshops on the following topics: Register as a vendor; Delray Beach, Palm Beach County, State of Florida. Certifications including veteran owned, minority owned, woman owned,	Attendees will complete and submit applications to appropriate agencies. Small business owners will become certified and increase credibility.	Small business owners will be registered with agencies with documentation regarding capabilities. Agencies will have a pool of businesses with vetted credentials. Prime contractors will have choices regarding subs and will be able to evaluate potential small business utilization on projects.	Conducted a total of 4✓ Workshops, total number of Attendees = 100 Workshop held on 9/27/2019 at the Delray Beach Library - Hands On – Get It Done Vendor Registration & Certification Total attendees = 56 Workshop held on 9/30/2019 to assist completion of registrations and certifications including notarization of required documents. (70% of the attendees have become registered vendors and/or certified business owners) ✓ 39 Picture attached of workshop flyer

4th Quarter / Final Report

Key Activities	Outputs	Outcomes	Impact(s)	2nd Q FY 2019 Activities, Outputs, Outcomes
Youth Entrepreneurship Training <hr/> Number to be Served: 20 <hr/> 6 months 1st Q FY 19 - 3rd Q FY 19	<p>Outreach to youth ages 13 -17.</p> <ul style="list-style-type: none"> - Via Churches - High School - Community Youth Programs <p>Over six months host 6 workshops focused on types of unique small businesses. Create a small business and allow participants to run/operate each department of the business.</p>	<p>During the 6 months, 6 workshops were conducted and 20 Youth attended a least 1 workshop with the majority attending all.</p> <p>Held 6 Workshops:</p> <ol style="list-style-type: none"> 1. Orientation 2. 123's of Starting a Business 3. Components of a Business Plan and Understanding Business Credit 4. Writing Your Business Plan 5. Marketing Basics 6. Obtaining Funding for Your Business <hr/> <p>4 Volunteer Instructors assisted with the Workshops:</p> <ol style="list-style-type: none"> 1. Bruce Baugh, Baugh Enterprises (Accounting Services) 2. Greg Dalmotte, Comerica Bank (Banking Basics) 3. Monique "MO" Corker, Comerica Bank (Budgeting & Finance) 4. Sandra Fenelon, ASW & Associates (Insurance & Credit Counseling) 	<p>Student learned important aspects about every phase of Business development vital to start and run a successful business.</p> <p>Several students were interested in starting their business but didn't feel that had enough time to commit.</p> <p>Training about the development of a small businesses was conducted. Pair each participant with a small business owner to get hands on experience. Students will broaden the vision of their future in terms of employment opportunity.</p> <p>Some percipients had challenges attending all the workshops due to school activities or employment obligations.</p>	<p>22 Youth attended 1 or more Workshops</p> <p>7 Youth Completed the Program and received Certificates</p> <p>1 Youth Business was Created</p> <ul style="list-style-type: none"> • Assisted with Business Plan • Identified funding resources • Created Start-up Budget • Created monthly operating expenses • Incorporated business with the State of Florida • Identified Equipment needs • Secured adequate fund for Business Startup

Exhibit "B"					
FY 2018 - 2019					
Combined Organization Budget Report					
ORGANIZATION NAME: TED Center		FY 2018 - 2019 Budget		Quarter: 4	
INCOME	TED CENTER Organization FY 2018-19 Quarter July 1, 2019 to Sept	TED CENTER Organization FY 2018-19 YTD	TED Center Organization FY Budget 2018-19	Variance Favorable (Unfavorable)	Percentage
Programs	11,488	79,063	57,390	21,673	138%
Sponsorships	19,500	104,500	133,800	(29,300)	78%
Donations				-	
CRA Grant	16,250	65,000	65,000	-	100%
Grants-Other	56,503	338,500	376,000	(37,500)	90%
In-Kind	12,043	74,835	75,000	(165)	100%
Interest Income				-	0%
Membership				-	
Other:				-	
Other:				-	0%
Other:				-	
Total Income	115,784	661,898	707,190	(45,292)	
Expense	TED CENTER Organization FY 2018-19 Quarter July 1, 2019 to Sept 30 2019	TED CENTER Organization FY 2018-19 Quarter July 1, 2019 to Sept 30 2019	TED Center Organization FY Budget 2018-19	Variance Favorable (Unfavorable)	Percentage
Salaries & Related Taxes	110,036	410,306	452,183	(41,877)	91%
Fringe Benefits				-	
Professional Svcs/Consulting	6,468	46,334	46,334	-	100%
Insurance				-	
Licenses, Registration, Permits				-	
Conferences & Meetings				-	0%
Marketing, Copying & Printing				-	
Repairs & Maintenance				-	
Utilities				-	
Office & Program Supplies	15,318	66,111	64,291	1,820	103%
Postage & Delivery				-	
Capital Expenditures				-	
In-Kind	8,925	74,835	75,000	(165)	100%
Security & Storage				-	
Other: General (Need to allocate to respective line items)			49,652	(49,652)	0%
Other: Fees Paid	1,673	6,460	6,460	-	100%
Other: Legal Fees	1,875	19,037	19,037	-	100%
Interest Expense	3,557	14,140	14,140	(0)	100%
Other: Travel	2,281	8,034	8,034	-	100%
Membership & Meetings	41	680	680	-	100%
Other: Dues & Subscriptions	680	3,485	3,485	-	100%
Other: Contracting Training	9,375	37,500	37,500	-	100%
Other: Small Business Certification	2,750	11,000	11,000	-	100%
Other: Youth Entrepreneurship	4,125	16,500	16,500	-	100%
Sub-Total Expenses	140,747	597,586	687,460	(89,874)	
Total Expense	140,747	597,586	687,460	(89,874)	
NET INCOME	(24,963)	64,312	19,730	44,582	
	(9,223)				
CRA Budget Narrative Form					
ORGANIZATION NAME: TED Center		FY 2018-19 Budget		Quarter: 4	
Exceeding Projection <input checked="" type="checkbox"/> On Target		Below Projection			
INCOME: Explanation of Variances					
Programs	Funding comes from incubator rents/workshop fees and net income from yearly Gala fundraiser				
Sponsorships					
Donations					
CRA Grant	CRA Grant is \$65,000.				

Grants-Other	
In-Kind	It includes FWBC's rent for TED Center Offices, Instructor's fees and Marketing fees
Interest Income	
Membership	
Lower than Projection <input checked="" type="checkbox"/> On Target Exceeding Projection	
EXPENSES:	Explanation of Variances
Salaries & Related Taxes	The "Programs Income" is expensed through several line items such as office supplies, telephone, utilities, Equipment lease
Fringe Benefits	
Professional Svcs/Consulting	
Insurance	
Licenses, Registration, Permits	
Conferences & Meetings	
Marketing, Copying & Printing	
Repairs & Maintenance	
Utilities	
Office & Program Supplies	
Postage & Delivery	
Capital Expenditures	
In-Kind	Marketing and rent fee's expensed
Security & Storage	
Other: General (Need to allocate to respective line items)	
Other: Bank fees	

Exhibit "B"
FY 2018 - 2019

Quarterly Budget Report - "Program A" - Contracting Training

ORGANIZATION NAME: TED Center		FY 2018 - 2019 Budget		Quarter: <u>4</u>	
INCOME	TED CENTER Organization FY 2018-19 Quarter July 1, 2019__ to Sept 30, 2019	TED CENTER Organization FY 2018-19 YTD	TED Center Program A FY Budget 2018-19	Variance Favorable (Unfavorable)	Percentage
Programs				-	0%
Sponsorships				-	0%
Donations				-	
CRA Grant	9,375	37,500	37,500	-	100%
Grants-Other				-	
In-Kind				-	
Interest Income				-	0%
Membership				-	
Other:				-	
Other:				-	0%
Other:				-	
Total Income	9,375	37,500	37,500	-	
Expense	TED CENTER Organization FY 2018-19 Quarter July 1, 2019__ to Sept 30, 2019	TED CENTER Organization FY 2018-19 YTD	TED Center Program A FY Budget 2018-19	Variance Favorable (Unfavorable)	Percentage
Salaries & Related Taxes	7,000	28,000	28,000	-	100%
Fringe Benefits				-	
Professional Svcs/Consulting				-	
Insurance				-	
Licenses, Registration, Permits				-	
Conferences & Meetings				-	0%
Marketing, Copying & Printing				-	
Repairs & Maintenance				-	
Utilities				-	
Office & Program Supplies	2,375	9,500	9,500	-	100%
Postage & Delivery				-	
Capital Expenditures				-	
In-Kind				-	
Security & Storage				-	
Other: General (Need to allocate to respective line items)				-	
Other: Bank fees				-	
Other: Event Expenses				-	
Other: Website Computers & Software				-	
Programs				-	
Membership & Meetings				-	
Dues & Subscriptions				-	
Other: Contracting Training				-	
Other: Small Business Certification				-	
Other: Youth Entrepreneurship				-	
Sub-Total Expenses	9,375	37,500	37,500	-	
Total Expense	9,375	37,500	37,500	-	
NET INCOME	-	-	-	-	

CRA Budget Narrative Form

ORGANIZATION NAME: TED Center FY 2018-19 Budget Quarter: 4
 Exceeding Projection ☒ On Target Below Projection

INCOME: Explanation of Variances

Fees, Tickets, Registration
 Programs
 Sponsorships
 Donations
 CRA Grant CRA Grant is \$37,500 for the Contracting Training Program.
 Grants-Other
 In-Kind
 Interest Income
 Membership

☐ Lower than Projection ☒ On Target ☐ Exceeding Projection

EXPENSES: Explanation of Variances

Salaries & Related Taxes
 Fringe Benefits
 Professional Svcs/Consulting
 Insurance
 Licenses, Registration, Permits
 Conferences & Meetings
 Marketing, Copying & Printing
 Repairs & Maintenance
 Utilities
 Office & Program Supplies
 Postage & Delivery
 Capital Expenditures
 In-Kind
 Security & Storage
 Other: General (Need to allocate to respective line items)
 Other: Bank fees
 Other: Event Expenses
 Other: Website Computers & Software
 Programs
 Membership & Meetings
 Dues & Subscriptions
 Other: Contracting Training
 Other: Small Business Certification
 Other: Youth Entrepreneurship

Exhibit "B"					
FY 2018 - 2019					
Quarterly Budget Report - "Program C" - Youth Entrepreneurship					
ORGANIZATION NAME: TED Center		FY 2018 - 2019 Budget		Quarter: 4	
INCOME	TED CENTER Organization FY 2018-19 Quarter July 1, 2019 to Sept 30, 2019	TED CENTER Organization FY 2018-19 YTD	TED Center Program C FY Budget 2018-19	Variance Favorable (Unfavorable)	Percentage
Fees, Tickets, Registration					0%
Programs					0%
Sponsorships					
Donations					
CRA Grant	4,125	16,500	16,500		100%
Grants-Other					
In-Kind					
Interest Income					0%
Membership					
Other:					
Other:					0%
Other:					
Total Income	4,125	16,500	16,500		
Expense	TED CENTER Organization FY 2018-19 Quarter July 1, 2019 to Sept 30, 2019	TED CENTER Organization FY 2018-19 YTD	TED Center Program C FY Budget 2018-19	Variance Favorable (Unfavorable)	Percentage
Salaries & Related Taxes	3,750	15,000	15,000		100%
Fringe Benefits					
Professional Svcs/Consulting					
Insurance					
Licenses, Registration, Permits					
Conferences & Meetings					0%
Marketing, Copying & Printing					
Repairs & Maintenance					
Utilities					
Office & Program Supplies	375	1,500	1,500		100%
Postage & Delivery					
Capital Expenditures					
In-Kind					
Security & Storage					
Other: General (Need to allocate to respective line items)					
Other: Bank fees					
Other: Event Expenses					
Other: Website Computers & Software					
Programs					
Membership & Meetings					
Dues & Subscriptions					
Other: Contracting Training					
Other: Small Business Certification					
Other: Youth Entrepreneurship					
Sub-Total Expenses			16,500		
Total Expense	4,125	16,500	16,500		
NET INCOME					
CRA Budget Narrative Form					
ORGANIZATION NAME: TED Center		FY 2018-19 Budget		Quarter: 4	
Exceeding Projection		X On Target		Below Projection	
INCOME: Explanation of Variances					
Fees, Tickets, Registration					
Programs					
Sponsorships					
Donations					
CRA Grant	CRA Grant is \$16,500 for the Youth Entrepreneurship Program				
Grants-Other					
In-Kind					
Interest Income					
Membership					
Lower than Projection X On Target Exceeding Projection					
EXPENSES: Explanation of Variances					
Salaries & Related Taxes					
Fringe Benefits					
Professional Svcs/Consulting					
Insurance					
Licenses, Registration, Permits					
Conferences & Meetings					
Marketing, Copying & Printing					
Repairs & Maintenance					
Utilities					
Office & Program Supplies					
Postage & Delivery					
Capital Expenditures					
In-Kind					
Security & Storage					
Other: General (Need to allocate to respective line items)					
Other: Bank fees					
Other: Event Expenses					
Other: Website Computers & Software					
Programs					
Membership & Meetings					
Dues & Subscriptions					
Other: Contracting Training					
Other: Small Business Certification					
Other: Youth Entrepreneurship					

Income		<u>Oct-Sept 2019</u>	<u>Grant Budget</u>	<u>Actual</u>	<u>Qtr Budget</u>	<u>Variance</u>
Income	Grants Received					
	Palm Beach	226,000.00	57,390.00	79,063.47	14,347.50	-64,715.97
	SBA	112,500.00	133,800.00	104,500.00	33,450.00	-71,050.00
	City of Del	48,750.00	65,000.00	48,750.00	16,250.00	-32,500.00
	Contributions Received	104,500.00	376,000.00	338,500.00	94,000.00	-244,500.00
	In-Kind Contribution	74,834.52	75,000.00	74,834.52	18,750.00	-56,084.52
	Program Income	46,406.19		645,647.99	176,797.50	-468,850.49
	Net Fundraiser Revenue	32,657.28				
	Total Income	645,647.99				
	Expense					
Expense	Accounting	6,025.00	452,183.00	410,305.58	113,045.75	-297,259.83
	Atlantic Grove Partners	19,037.10	64,291.00	66,111.25	16,072.75	-50,038.50
	Program Consultant Fees	46,330.72	75,000.00	35,700.00	18,750.00	-16,950.00
	In-Kind Program Contributions	0.00	49,652.00	104,192.08	12,413.00	-91,779.08
	Dues & Subscriptions	3,485.00	37,500.00	28,125.00	9,375.00	-18,750.00
	Equipment Lease	7,774.00	11,000.00	8,250.00	2,750.00	-5,500.00
	Fees Paid	6,460.00	16,500.00	12,375.00	4,125.00	-8,250.00
	Business Insurance	6,561.40		665,058.91	176,531.50	
	Interest Expense	14,139.94				
	In-Kind Marketing Expenses	3,300.00				
	Marketing Expense - (1,795.00				
	Office Expense	17,805.97				
	Postage and Delivery	489.52				
	Occupancy Expenses	13,102.29				
	Paid Time Off	55,032.92				
	Salaries and Wages -	311,904.51				
	Health Insurance	28,415.16				
	Workman's Compensation	992.66				
	Payroll Taxes	28,460.33				
	Rent	32,400.00				
	Repairs & Maintenance	7,738.48				
	Meetings	680.31				
	Travel Expense	8,034.01				
	Taxes-Other	704.41				
	Telephone	8,366.92				
	Utilities	3,568.26				
	Total Expense	632,603.91				
	Net Ordinary Income	13,044.08				