

DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY

Workshop Meeting

Thursday, September 1st, 2022 at 2:00 PM

Arts Warehouse





Delray Beach Downtown Development Authority - Art & Jazz Wrap Up









2021 - 2022







CRA GIS Property Map Demonstration



Modifications to A-G.U.I.D.E. Funding Agreement

Summary of Revisions of A-GUIDE Agreement (9/1/22)

Paragraph 4: Funding Availability

Paragraph 5: A-GUIDE Guidelines – added as an exhibit

Paragraph 6: A-GUIDE Nonprofit Partner Application – added as an exhibit

Paragraph 7: Duty to Supplement – Grantee has a duty to supplement by written notice with supporting documents to the CRA of any additions or changes to the information or documents it provided to the CRA in its approved A-GUIDE Nonprofit Partner Application for Funding and its attachments within 7 days of learning of the addition or change. Failure to comply with this provision is deemed a material breach and grounds for termination. Cease payment and recoupment option.

Paragraph 8: Facilities – Grantee must be housed in City or CRA owned facilities within CRA district with a lease, revocable license or similar agreement or management agreement

Paragraph 9: Quarterly Reports – supporting documents requirement such as invoices and cancelled checks shall be submitted to the CRA each quarter along with the quarterly budget and narrative reports and payment is not released until reports and supporting documentations along with any other requested information is verified as complete and sufficient

Paragraph 11: Variances – proposed changes to funding related documents must be approved in advance by the CRA Community Engagement Director as follows: 1) All changes to the Logic Model or Evaluation Plan; or 2) Changes of more than 10% in any budget line item

Paragraph 17: Termination for Convenience – CRA, in its sole and absolute discretion, reserves the right to terminate the Agreement without cause immediately upon providing written notice to the Grantee. CRA has the right to cease and recoup all payments.

Paragraph 15: Audit Rights – the CRA shall have the right at any time, for 7 years, to conduct audits of the Grantee's records pertaining to the Funding Amount, the Agreement, its financial status, performance, and expenditure of funds in accordance with its approved A-GUIDE funding application and this Agreement

Paragraph 18: Attorney's Fees – prevailing party shall be entitled to recover reasonable attorney's fees, court costs and all expenses incurred

Paragraph 22: Governing Law and Venue – At all times, Grantee shall comply with all applicable federal, <u>state</u> and local laws and regulations and a failure to do so is deemed a material breach of the Agreement



A-G.U.I.D.E. Applicant Presentations for FY 2022-2023

A-G.U.I.D.E. Achieving Goals Using Impact Driven Evaluation

- FY2022-2023 Applications
- Delray Beach CRA Overall Needs
 - Affordable Housing
 - Economic/Business
 Development
 - Recreation & Cultural Facilities
- No more than 25% (except for Affordable Housing)

- More visitors to downtown Delray Beach and the CRA District
- Increased
 economic
 development and
 activity downtown

FY 2022-2023 A-G.U.I.D.E. FUNDING REQUESTS

| A-GUIDE APPLICANT | A-GUIDE OVERALL NEED AREA | REQUEST AMOUNT |
|-------------------------------------|--|-------------------|
| Arts Garage | Recreation & Cultural Facilities | \$275,000 |
| Delray Beach Community Land Trust | Affordable Housing | \$161,000 |
| The Delray Beach Historical Society | Recreation & Cultural Facilities | \$75,000 |
| Spady Museum | Recreation & Cultural Facilities | \$109,000 |
| Delray Beach Public Library | Recreation & Cultural Facilities and Economic & Business Development | \$443,000 |
| Chamber of Commerce | Economic & Business Development | \$40,000 |
| | | TOTAL \$1,103,000 |



Arts Garage (Recreation & Cultural Facilities)

Funding Request for Fiscal Year 2022-2023: \$275,000



ARTS GARAGE

A-Guide Presentation for 2022 – 2023 September 1, 2022





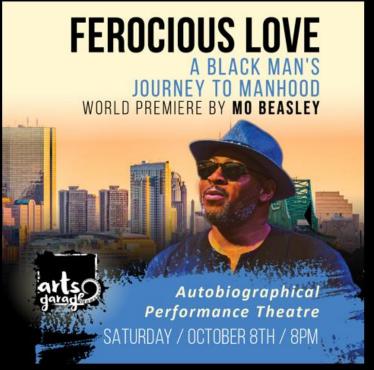


CRA FUNDS DEDICATED SOLELY TO PROGRAMMING EACH YEAR

Music



Theater



Comedy



CRA PROGRAM BASED REVENUES

- ✓ Arts Garage meets the CRA's mission of supporting Recreation & Cultural Facilities. AG also impacts the Economic Development in the CRA district.
- ✓ Drive consumers into our Downtown who spend money at local bars & restaurants & pay for parking
- ✓ Arts Garage increases the visibility of Delray Beach as an arts destination with 18,000+ subscribers to our e-newsletter, 31,000 followers on five social media platforms, 80,000+ Google searches in the last month and another 13,000 visits to our website in the last month
- ✓ 2021-2022: \$275,000 request was for 20% of budgeted revenues but actual grant dollars totaled only 14% of total revenues
- √ 2021 2023: \$275,000 request is for 18% of budgeted revenues
- ✓ Revenues in 21-22 and 22-23 used only for programming fees:
 - ✓ Artist Fees
 - ✓ Performer Lodging
 - ✓ Production Personnel (beyond staff)
 - ✓ Photography
 - ✓ Piano Tunings



21-22 PROGRAM HIGHLIGHTS

- Launched a new Comedy series: The Art of Laughter!
 - Quarterly in 2022
 - Monthly (First Fridays) in 2023
 - 2023 powered by Comedy Zone comedians
- Garage Queens drag shows monthly in 2022
 - Quarterly in 2023
- Theatre is back!
 - 2021-2022: Two play readings: The Bridge Play (suicide/mental health), Naming True (trans/intergenerational
 - 2022 2023: Mo Beasley's Ferocious Love, Danielle
 Trzcinski's The Family Tree, and The Spirit of Harriet Tubman





21-22 PROGRAM HIGHLIGHTS

- Existing genres: Jazz, Blues, Soul, Latin, Latin Jazz, Motown, Country, Rock, Jewish Jazz and more constantly in rotation on calendar with new and returning performers.
- New genres of Gospel & Irish in 2022. We are working on Haitian American Jazz, Armenian Soul and more in 2023.
- New demographic: Indigenous peoples in 2022
- While not a part of the CRA A-Guide funding, Arts Education and our Marshall Family Foundation Art Gallery are in full swing.

#COMMUNITY DRIVEN

- IDEA Director of Outreach & Programming position added: City Elders, Pompey Senior Club, Spirit of Giving, Spady Museum, and more.
- City of Delray Beach: Fire Chiefs, Police Chiefs & City Manager's Association
- KOPMN, Roots & Wings, Edventure Charter School, DDA, Impact 100 Men
- Authors Speak:
 - Amazing partnership with the Spady and CRA with more to come in 22-23!









Delray Beach Community Land Trust (Affordable Housing)

Funding Request for Fiscal Year 2022-2023: \$161,000



Shared vision, commissioned to:

"Minimize slum and blight, and Building a Stronger Community One Home At A Time"



PROGRAM SERVICE UPDATE

PORTFOLIO-106 Properties

- Ninety-three (93) Units owner occupied
- Three (3) lots new units coming soon
- **Four (4)** single family home rentals
- One (1) duplex two (2) rental units
- **Five (5) vacant lots** dedicated for the development of single-family units, one (1) Southridge lot

HOUSING DEVELOPMENT

- **246** NW 8th Ave (split lot) under construction with Purchase & Sales Contract executed
- 248 NW 8th Ave (split lot) under construction with Purchase & Sales Contract executed
- 21 SW 13th Ave new construction assigned
- 102 and 1311 NW 14th Ave-development not yet assigned
- 308 SW 3rd St-development not yet assigned
- Southridge/Zeder-development not yet planned
- 129 NW 4th Ave development not yet planned

RENTAL HOUSING

CRA Owned-Palm Manor Apartments (25 units):

2BR-1Bath units monthly rent start at \$925.00-\$9750.00 with water included, two laundry rooms on site

CRA Owned-The Courtyards at SW 12th Ave (12 units):

2BR-1Bath monthly rent start at \$950.00-\$1,000.00 with water included

CRA Owned-47 SW 8th Ave (1 single family unit):

3 BR unit, \$1,100.00

CRA Owned-121 SW 10th Ave, A & B (duplex 2 units:

3BR units, \$1,000 – \$1,200.00

DBCLT Rentals (6 units, duplex and 4 single family units):

2, 3 & 4BRs monthly rent start at \$1,000.00 - \$1,450.00.00

AFFORDABLE HOUSING PROGRAM OVERVIEW 2022-2023

ACTIVITIES WHAT WE DO

OUTPUTS

WHAT WE PRODUCE/ ACCOMPLISH (WITH YEARLY GOAL)

OUTCOMES

WHAT SHORT-TERM CHANGE WE ARE MAKING (WITH YEARLY GOAL)

IMPACT

IN THE LONG-TERM, OUR PROJECT/ PROGRAM WILL REALIZE THESE RESULTS (LONG-TERM)

HOMEOWNERSHIP AND RENTAL HOUSING

Development and management of housing units. The continued delivery of quality, affordable housing choices (homeownership/rentals) for very low to moderate income households within the DBCRA target area and city limits.

- Increase homeowner pool from 93 to 98
- Acquisitions or conveyance of vacant land or properties for affordable housing
 (2)
- New construction work assignments executed (5)
- Certificate of Occupancies for newly constructed single-family homes (5)
- Executed Purchase and Sales Contracts(5)
- Process new homebuyer applications (10)
- Facilitate (5) closings
- New rental applications processed (5)
- Execute lease agreements (45)
- Screening (credit/background checks) off all household members 18yrs and older (75)
- Facilitate (10) orientations
- Property Management Quarterly Reporting (4)
- DBCLT quarterly Reports (4)

- Increased housing applications received from target populations (10)
- Expand mortgage ready homebuyer pipeline (5)
- Expand the number of available properties for future development (2)
- Expand the number of available single-family homes for purchase (5)
- Provide education relative to homeowner expectations, and support services (40)
- Program revenue generated from developer fees and proceeds from sales \$145,000
- Number of individuals provided access to rental housing (75)
- Number of households' members provided access to rental housing (45)
- Rental housing revenue generated approximately \$520,000.00
- Required reports submitted for nonowned rental units (16)

- Bridge the affordable housing gap for very low to moderate income households
- Increase mortgage ready individuals
- Increase tax base
- Improve quality of life for families and neighborhoods, socially and economically
- Revitalization and stabilization of neighborhoods within the DBCRA target area
- Economic boost through the creation of jobs and tax base
- Minimize mortgage defaults and foreclosures
- Program revenue funds earned to offset the cost of operations
- Sustain rental housing services to reduce the number of individuals experiencing housing cost burden
- Provide tools and resources to achieve housing goals



ANNUAL BUDGET COMPARISON

| | 2022-2023 | | 2021-2022 | | Program A |
|----------------------------------|---------------|-----------|---------------|-----------|-----------------------|
| Account Descriptions | Annual Budget | % | Annual Budget | % | CRA Funds Only |
| Program Revenue | | | | | |
| Revenue | | | | | |
| C.R.A. Grant | 161,000.00 | 17% | 192,815.00 | 21% | 161,000.00 |
| Other Grant Funds | 15,000.00 | 2% | 15,000.00 | 2% | _ |
| Program Generated Revenue | 744,830.00 | 78% | 692,090.00 | 75% | _ |
| In-kind/Other | 36,000.00 | <u>3%</u> | 24,000.00 | <u>3%</u> | |
| Total Program Revenue | 956,830.00 | 99% | 923,905.00 | 100% | 161,000.00 |
| Expenses | | | | | |
| Office/Program Cost | 31,000.00 | 3% | 29,000.00 | <u>3%</u> | 30,500.00 |
| Postage & Delivery | 3,500.00 | 0% | 3,500.00 | 0% | 3,500.00 |
| Printing & Copying | 3,500.00 | 0% | 5,000.00 | <u>1%</u> | 3,500.00 |
| Loan Interest | 5,000.00 | 1% | 9,000.00 | <u>1%</u> | - |
| Travel/Mileage/Meals | 5,250.00 | 1% | 4,250.00 | 0% | 5,250.00 |
| Training/Conferences/Workshops | 7,000.00 | 1% | 5,000.00 | 1% | 7,000.00 |
| Salaries/Wages/Taxes/Benefits | 317,000.00 | 33% | 323,130.00 | 35% | _ |
| Fringe Benefits (employees) | 93,000.00 | 10% | 85,000.00 | 9% | _ |
| Workers Compensation Insurance | 6,000.00 | 1% | 8,000.00 | 1% | 6,000.00 |
| Occupancy-Office In-kind | 36,000.00 | 4% | 24,000.00 | 3% | |
| Professional Services | 42,500.00 | 4% | 44,500.00 | 5% | 42,500.00 |
| Insurance | 27,300.00 | 3% | 24,400.00 | 3% | 15,300.00 |
| Program Services | 110,375.00 | 12% | 103,950.00 | 11% | 46,175.00 |
| Program Services-Palm Manor | 137,550.00 | 14% | 136,750.00 | 15% | _ |
| Program Services-SW 12th Avenue | 84,800.00 | 9% | 78,800.00 | 9% | _ |
| Program Services-808 SW 3rd Ct | 14,500.00 | 2% | 10,000.00 | 1% | _ |
| Contingency | 6,000.00 | 1% | 6,000.00 | 1% | 1,275.00 |
| Program Services-121 SW 10th Ave | 16,600.00 | 2% | 14,650.00 | 2% | - |
| Program Services-47 SW 8th Ave | 9,955.00 | 1% | 8,975.00 | 1% | |
| Total Expenses | 956,830.00 | 100% | 923,905.00 | 100% | 161,000.00 |



We Thank You For Your Ongoing Support!



Delray Beach Historical Society (Recreation & Cultural Facilities)

Funding Request for Fiscal Year 2022-2023: \$75,000









Partners For 15 Years

PRESERVING, ORGANIZING & SHARING







THE CITY ARCHIVE

Accessioning Over 3,000 New Items • Launched "Delray Beach Historical Backroads" Docuseries •

Digitized Multi-media • NEW Auxiliary Archive • Increased Research Requests • New

Organizational Systems • Investment in NEW Preservation Materials

HERITAGE GARDEN: AN OUTDOOR CLASSROOM







CAMPUS IMPROVEMENTS

200 New Plantings: Native Trees and Plants • Defining Habitats • Maintenance Planning • New

Exhibit & Exterior Lighting • Sustainable Products • Collaborations • NEW Sound System

EXHIBITS, PROGRAMS & OUTREACH







SHARING HISTORY

Permanent Exhibits, "La Florida," & "The Last Frontier" Visited Year-round • School & Group Tours

Offsite Presentations • Website Blog • Social Media Storytelling

EXHIBITS, PROGRAMS & OUTREACH







SHARING HISTORY

- Membership Holiday Party Artisan Bazaar Unity in the Community NEW Website Delray
- Affair Art & Jazz "Art in the Garden" Leadership Delray Outdoor Movies Garden Lectures
- Heritage Lecture
 Delray Morning Live
 Business & Organization Outreach
 Summer Camp



WHAT'S AHEAD?

NEW Exhibit: "The Natural History of Delray Beach."

Delray Beach History Bus Tours with Spady Cultural Heritage Museum.

Heritage Lectures, Garden Lectures, Workshops, Outdoor Movie Series, Off-site Presentations, Tours, Children's Programs, new Cottage Book Club will launch this Fall.

Hospitality Night, Young Friends & Member Drive events are coming.

Annual "Fall Fest," "Art in the Garden," "Christmas at Cason Cottage" and "Twilight in the Garden" will be offered.

Participation in City events such as Climate & Art, Art & Jazz, Leadership Delray, Delray Affair and others.

Continuing development of the Educational Heritage Garden includes installing kiosks and creating a self-guided map. A marketing plan will bring people to the campus and to Delray Beach.

The DBHS will continue to partner with our non-profit friends and expand our outreach.



OUR MISSIONS ALIGN

We increase a "sense of place" and provide perspective and context about who we are and where we came from.

We elevate civic and social connectivity, inclusion, sense of pride and community.

We contribute to the view of Delray as a nationallyrecognized arts & culture destination.

We increase understanding of the value of historical societies and preservation.

We renew and expand appreciation for Delray's family histories, unique assets, cultural climate and historically designated landmarks and neighborhoods.

We connect the community with the people of the past who shaped our landscape, named our landmarks & made the decisions that affect us today.

The DBHS Requests 18.75 % Of Our Operating Budget: \$75,000



EPOCH (Spady Museum) (Recreation & Cultural Facilities)

Funding Request for Fiscal Year 2022-2023: \$109,000



SPADY CULTURAL HERITAGE MUSEUM, INC.

October 2021-September 2022 REVIEW

Created and hosted
21 public events

Conducted **18** youth activities

Conducted **10 private events** upon request

Made 8 public speaking/outreach appearances

226 uses of our meeting and event spaces by other organizations

220 days open for tours and gallery talks







SPADY CULTURAL HERITAGE MUSEUM, INC.

October 2022-September 2023 PLANNED ACTIVITIES/EVENTS

10 Prescheduled
Events and 10
additional

15 planned youth activities

Anticipate 10 speaking/outreac h appearances

Anticipate **10 private events**

150 uses of our meeting and event spaces by other organizations

230 days open for tours and gallery talks



Funding Request 2022-2023 Fiscal Year



| Organizational Budget | \$428,245 | |
|----------------------------------|-----------|--|
| CRA Request | \$109,000 | |
| Salaries & Related Taxes | \$18,592 | |
| Equipment Rental/Maintenance | \$11,450 | |
| Fine Arts Insurance | \$1,450 | |
| Telecommunication | \$7,500 | |
| Utilities | \$2,800 | |
| Advertising/Marketing | \$16,208 | |
| Educational Programs | \$26,000 | |
| Exhibition Rental, Fabrications, | \$25,000 | |
| Installation | | |
| TOTAL EXPENSES | \$109,000 | |







Elizabeth Burrows
Barbara Carey-Shuler
Nancy Chanin
Stacey Copeland
Louis Haym
Lawrence Moncrief
Christopher Redding
Colleen Rhodd
Larry Rosensweig
Clarence Vaughn
Bill Whigham

Founder: Vera Farrington

www.spadymuseum.com





Delray Beach Public Library (Recreation & Cultural Facilities and Business & Economic Development)

Program A: \$418,000

Program B: \$25,000

Funding Request for Fiscal Year 2022-2023: \$443,000



2021 LIBRARY AT A GLANCE





HOURS OPEN 61 **AVG PER** WEEK

3,172 **TOTAL HOURS** PER YEAR





WIFI 11,741 UNIQUE CONNECTED DEVICES

37,440 RESEARCH **ASSISTS**

135



205,534 CIRCULATION **INCLUDING BOOKS,** E-BOOKS, E-MAGAZINES, DATABASES, STREAMING, & AUDIO-VISUAL

CRA Funding for Sundays & Mondays provides free and equitable access to library services during times convenient to residents and businesses.

THROUGH CONSISTENTLY FORMING NEW PARTNERSHIPS THE LIBRARY SUPPORTS THE CRA TO BRING OPPORTUNITIES AND PROJECTS THAT POSITIVELY EFFECT THE COMMUNITY AS A WHOLE





- We collaborate with over 135+ partners, many in the CRA District to bring programming, outreach, and general support
- Literacy based assistance and programs to improve grade-level reading scores focused on neighborhood schools
- Expanded social service partnerships to meet the need for free assistance on a regular schedule

CAREERSOURCE OF PALM BEACH COUNTY
Assistance for filing unemployment, resumes and career development

CROS MINISTRIES/CARING KITCHEN MEALS 3 days a week at lunch

DARE2CARE LAUNDRY TRUCK

FAMILY PROMISE OF S. PALM BEACH COUNTY

FLASH

Florida's mobile syringe & health services programs

PALM BEACH COUNTY FOOD BANK

SEFLIN & FAU Social Work Interns

WASH & READ Free Laundry Services



IMPROVING THE QUALITY OF LIFE FOR RESIDENTS AND VISITORS



CHILDREN'S LIBRARY STAFF
DEVELOPED

300+

IN-PERSON & VIRTUAL PROGRAMS TO OVER

4,000 CHILDREN



THE LIBRARY FOCUSED

60+

PROGRAMS ON TEENS

1000+
YOUTH ATTENDED



THE LIBRARY HOSTED

150+

DIVERSE PROGRAMS FOR ADULTS BOTH IN PERSON & VIRTUALLY WHICH WERE ATTENDED BY

> 2,500 PATRONS



SUPPORT FOR SMALL BUSINESS & ENTREPRENEURS











BUSINESSES CAN RECEIVE HELP TO PRODUCE LOGOS, MARKETING MATERIALS, GRAPHICAL IMAGES, PORTFOLIOS, WEBSITES & MORE

- DEDICATED BUSINESS LIBRARIAN FOR MARKET RESEARCH
- ACCESS TO MORE THAN 60 COMPUTERS, OPEN WIFI
- HANDS ON ASSISTANCE WITH JOB SEEKERS; RESUME, CAREER, JOB SEARCH & GOVERNMENT ASSISTANCE
- TRAINING & ACCESS TO INFORMATION RICH DATABASES SUCH AS BRIAN FUSE, DATA AXLE & STATISA FOR SMALL BUSINESS DEVELOPMENT



 ACCESS TO TECHNOLOGICAL HELP, PRACTICE TESTS FOR CERTIFICATIONS AND TRAINING IN WORD, EXCEL, POWERPOINT & ADOBE

TECHNOLOGY TRAINING & INSTRUCTION LAB

BRIDGING THE DIGITAL DIVIDE 1700+
ADULTS & TEENS ATTENDED 450+ CLASSES

- WORK FORCE DEVELOPMENT Consultation for jobseekers, students, businesses with content creation in open lab space encourages confidence and collaborative learning.
- ONE-ON-ONE TECH HELP Technology tools & training including small business social media marketing, and video creation







BUSINESS COMMUNITY COMPUTER TRAINING

ADOBE CLASSES

3D MODELING AND PRINTING

PODCASTING & RECORDING STUDIO

BUDGET REQUEST 2022 - 2023

THE LIBRARY IS REQUESTING \$443,000 IN CRA FUNDING

PROGRAM A

CRA SUNDAYS & MONDAYS

\$418,000

PROGRAM B

TECHNOLOGY,
TRAINING &
INNOVATION
LAB SERVICES

\$25,000

THE LIBRARY WORKS WITH THE CRA TO COLLABORATE WITH THE COMMUNITY AND CREATE A SUSTAINABLE DOWNTOWN





Delray Beach Chamber of Commerce – Florida Small Business Development Center at Florida Atlantic University

(Business & Economic Development)

Funding Request for Fiscal Year 2022-2023: \$40,000



In support of the 175 current CRA business clients and future CRA clients, we are requesting a renewal of our grant in the sum of \$40,000 for FY2022-2023.

This presentation includes:

- The mission and role of the SBDC
- The funding structure of the SBDC
- Return on Investment to date of the CRA District from 2016 2022
- Current Stages of Client Businesses in the CRA
- Key Service Focus for 2022 2023







The Mission of the SBDC

1980 - Designated as a national program in 1980 under the SBA's oversight (Small Business Act 15 USC 648)

1977 - Florida statute 288.001 identifies the FSBDC as the principal business assistance organization for small businesses in the state –businesses less than 100 persons with a demonstrated capacity to grow in employment or revenue.

- 1. Planning related to start-up, operation, expansion.
- 2. Development and implementation of strategic or business plans.
- 3. Developing the **financial literacy** of existing businesses.
- 4. Developing and implementing plans to **expand new and existing markets**.
- 5. Supporting access to capital for **investment and expansion**.
- 6. Assisting in the planning for and response to natural disasters. Dedicated first responders with FEMA.

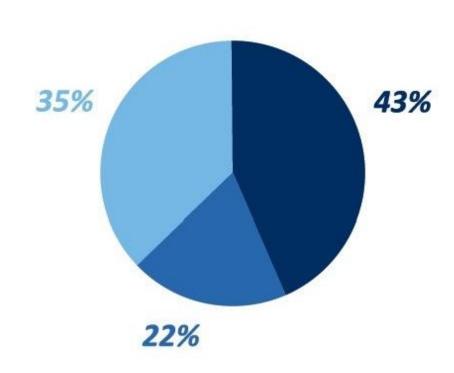
SBDC Funding Structure

Funding Data

2019 SOURCES OF FUNDS [BUDGET]



- \$4.0 Million State*
- \$6.4 Million
 Local & Private**





State funds were awarded beginning January 1, 2019*
Excludes local and private in-kind support**

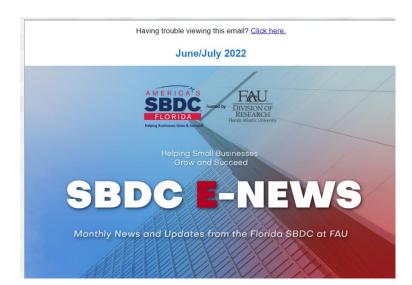


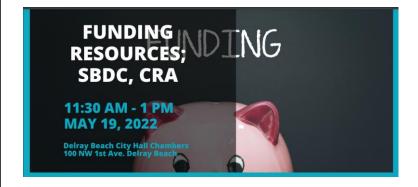


Roots Vegan Kitchen Thrives with Assistance from the Florida SBDC at FAU









FY2021 -2022 CRA Activity To-Date

- > Predominate activity has been assisting individual businesses with:
 - Business Planning LivePlan
 - Market Growth
 - Wrap up of pandemic funding sources.
- > Addition of 72 new clients with 2 business starts.
- Webinars in the following subjects:
 - Procurement Readiness
 - Local, State and Federal Funding Sources
 - Learn How to Know, grow and Scale Your Business
 - Tax preparation 101



Current CRA Client Business Status

5%

Pre-Venture – Exploring the business feasibility and needing assistance establishing the business. No sales, employees or secured funding.

10%

Emerging – New business, less than 3years.

Growth – In business 3 years with less than 5 employees or less than 500K in annual sales revenue. Holds promise and desire for growth in both employment and revenue.

75%

Established – In business 3+ years, more than 5 employees and 500K – 50M in sales revenue. Significant capacity for continued growth.

Services - 2022-2023

| 2022-2023 Services | | 2021 -2022 Measures |
|---------------------------|--------------------------------|------------------------------------|
| Pre-Venture | Emerging, Growth, Established | |
| | | Increase the Client base by 10% |
| Concept Analysis | Market Analysis and Research | over 2020-2021 |
| Business Mapping | Sales Growth | |
| Business Formation | Capital Access | Introduce 1 new service or |
| Structure | Leadership Coaching | business concept to CRA |
| Registration | Business Planning and | businesses quarterly via webinars |
| Basic Business tax | forecasting | followed by in-depth workshops. |
| information | Financial Literacy | |
| Next Steps | Business Continuation Planning | Identify additional capital access |
| | Export Planning | funding sources, while assisting |
| | Government Contracting | clients in leveraging current |
| | | programs. |



To request consulting services, or learn more about us:

sbdc.fau.edu



Thirty-page guide available through your SBDC consultant

Small Business Disaster Preparedness Guide

YOUR KEY TO DISASTER RESILIENCY



State Designated as Florida's Principal Provider of Business Assistance [§ 288.001, Fla. Stat.]







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Arts Warehouse





www.artswarehouse.org

GreenMarket

Odelraygreenmarket

delraybeachgreenmarket

www.delraycra.org/green-market