



2020-2021 Perkins V Funding Opportunities Webinar – September 25, 2020

**Entrepreneurship Education and Training (EET) Grant
Division of Career and Adult Education**



FLORIDA DEPARTMENT OF
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How to submit questions during the webinar

You may submit questions during the presentation through the webinar “questions” feature.

2020-2021 Funding Opportunities

**Perkins V: The Strengthening Career and Technical
Education for the 21st Century Act**

**Advancing Career and Technical Education through
Entrepreneurship Education and Training (EET)
Competitive Grant Program**

Due November 2, 2020

<http://www.fldoe.org/academics/career-adult-edu/funding-opportunities/index.shtml>

Funding Webinar

September 25, 2020

10:00 AM – 12:00 PM (EDT)

Call Number: 1-866-952-8437

Access Code: 961-652-268 then #

and

2:00 PM – 4:00 PM (EDT)

Call Number: 1-877-309-2071

Access Code: 447-820-894 then #

Carl D. Perkins – Perkins V Funding Opportunities Webinar Agenda

- 1. Welcome and Introduction**
- 2. The Role of Entrepreneurship Education and Training in the Perkins V State Plan**
- 3. Grant Programmatic Overview**
- 4. Training Opportunities**
- 5. Local Application Requirements**
- 6. Submitting the Local Application**
- 7. Questions**



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Welcome and Introduction

Chancellor Henry Mack



EET & Florida's Perkins V State Plan

- Perkins V State Plan commits to strengthening CTE programs and pathways to develop a robust ecosystem of innovation, entrepreneurship and cross-sector partnerships.
- Efforts at scaling innovation in CTE must consider the role of an entrepreneurial mindset.
- Given the demand for an innovative and adaptable workforce, a thoughtful strategy that considers the possibilities around entrepreneurship education and start-up/scale-up incubation and acceleration is now critical to not just the health of the state economy but the relevancy of CTE for 21st century professional success.

EET & Florida's Perkins V State Plan

Guiding Questions:

1. How does Florida promote self-employment, value creation and business start-ups as a viable career option for students?
2. How can CTE help cultivate entrepreneurial-related competencies and skills in students for a lifetime of meaningful employment?
3. How can CTE support interdisciplinary and entrepreneurial ways of thinking and acting across all career pathways?

EET & Florida's Perkins V State Plan

- This grant program aims to help us answer those questions while executing the vision of Florida's *Strengthening Career and Technical Education for the 21st Century Act (Perkins V)*.
- The Plan committed to creating a robust entrepreneurial ecosystem for the state's career and technical education (CTE) students.
- The Department has committed to an initial investment of \$1,000,000 from its Perkins V Set-Aside to fund innovative secondary and postsecondary projects that cultivate entrepreneurial mindsets and capabilities in CTE students.



EET RFP Programmatic Overview

Kathleen Taylor

Bureau Chief, Division of Career and Adult Education



EET RFP Programmatic Overview

- ***Entrepreneurial mindsets*** - i.e., the socio-emotional skills and overall awareness of “what it takes” to become a successful entrepreneur (e.g., self-confidence, leadership, creativity, risk propensity, motivation, critical thinking, high degrees of empathy, resilience, and self-efficacy)
- ***Entrepreneurial capabilities*** - i.e., the capacity for successful business management and venturing (e.g., knowledge of marketing, accounting, financial modeling, and the sources of capital, and evidencing the ability to de-risk an idea, successfully pivot, and value-create)

EET RFP Programmatic Overview

- This competitive grant program seeks to fund innovative EET projects that cultivate entrepreneurial mindsets and entrepreneurial capabilities in CTE students.
- EET funds must be exclusively used to support activities associated with CTE programs, students, and teachers/faculty.
- EET funds may only be used to support CTE programs that meet the size, scope, quality state standards as part of the comprehensive local needs assessment (CLNA).

EET RFP Programmatic Overview

Tiered Funding Investments:

Option One - High Impact: \$100,000 grant option must include minimum of 3 initiatives/activities related to EET.

- A high impact project is one that includes collaboration among multiple stakeholders, (i.e. a project that partners secondary (school district) and postsecondary (school district and/FCS institution) with area business and industry or CareerSource Workforce Board.
- A high impact project also requires that a high number of students and/or faculty (50+) will not just be exposed to said EET initiatives, but evidence increased entrepreneurial capabilities and (for students) demonstrate potential for a future as a small business owner or (for faculty) demonstrate the ability to effectively teach entrepreneurship.

EET RFP Programmatic Overview

Tiered Funding Investments:

Option Two - Medium-High Impact: \$50,000 grant option must include: at least 2 initiatives/activities related to EET.

- A medium-high impact proposal may not necessitate collaboration among multiple stakeholders but could be internally focused (i.e. a project that focuses on professional development training for faculty in EET or the development of in-house student accelerator program).
- A medium-high impact proposal should aim to expose a larger number of students to EET while only a few dozen may evidence increased entrepreneurial capabilities.
- As an alternative to exposure of large numbers of students, a medium-high impact proposal may only focus on the practice of teaching entrepreneurship or embedding EET within existing CTE courses, in view of culture transformation.

EET RFP Programmatic Overview

Tiered Funding Investments:

Option Three - Medium Impact: \$25,000 grant option must include: at least 1 initiatives/activities related to EET.

- Proposal is medium impact and focused on launching a foundational or exploratory EET-related initiative.
- A medium impact proposal may focus teacher training and planning for the integration of entrepreneurship competencies by identification of the programs targeted for integration, development of lesson plans and curriculum to be utilized, and piloting the lessons and curriculum.

EET RFP Programmatic Overview

Sample Project Initiatives and Activities:

EET project options for development may include but not limited to:

- Integration of EET curriculum into existing CTE programs and programs of study
- Develop or scale EET co-curricular activities (speaker series, angel investor pitch nights, student organizations, workshops, conferences, training seminars, etc.)
- Develop or scale EET-related professional development opportunities for teachers and faculty
- Advance teacher and faculty EET Community of Practice, teacher externship opportunities
- Create student-centered EET maker spaces for an existing CTE program(s)

EET RFP Programmatic Overview

Sample Project Initiatives and Activities:

EET project options for development may include but not limited to:

- Build and launch of a CTE-related school-based enterprise (client digital app development, digital design services, or other goods or services activity for community clients)
- Start-up CTE student boot camps
- Pitch competitions, entrepreneurship competitions or experiences that challenge students to develop innovative solutions for environmental, social, or community issues
- Expand existing EET programs that encourages growth and innovation
- Launch a student-centered accelerator/incubator that moves products from bench to market

EET RFP Programmatic Overview

- Applicants may submit more than one grant proposal for consideration, a Local Eligible Agency (LEA) will only be funded for a single project to ensure equitable distribution of projects across the state.
- To receive a grant award through the EET funding (under section 112), eligible recipients must have approved Secondary or Postsecondary Four-Year Plan Applications with the FLDOE.
- The Commissioner may recommend an amount greater or less than the amount requested in the proposed project and will prioritize awarding projects that:
 - Ensure minimum number of secondary CTE grant recipients are funded
 - Demonstrate partnerships with secondary and postsecondary collaborative project proposals
 - Support non-traditional and special population access
 - Collaborative partnerships with not for profit organizations, community-based organizations, student organizations, et al that provide curricular and extra-curricular experiences for students in grades 6-12 or postsecondary students

EET RFP Programmatic Overview

- EET grant recipients are required to participate in an end-of-year statewide convening (in-person or virtual) to discuss their results & share best practices. Statewide convening will be supported by the Florida Association for Career and Technical Educators (FACTE).
- EET grant recipients are required to have institutional representation in a new statewide community of practice *Florida's Entrepreneurial Future: How to Do Entrepreneurship Education?* This will be a continuous professional development opportunity for all faculty and staff to understand the role of EET in and for CTE.
- Grant orientation provided by the Department.
- Materials (guides, lesson plans, tool kits, curriculum) developed through the EET grant funds will be made available to other agencies and shared electronically statewide.
- EET grant recipients may be asked to serve as a demonstration site and host (in-person or virtual) school districts and FCS institutions interested in project replication.



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EET Training Opportunities

Kathleen Taylor

Bureau Chief, Division of Career and Adult Education



EET Training Opportunities

- To provide support to secondary and postsecondary applicants, the Department has partnered with the Florida Association of Career and Technical Education (FACTE), to offer a series of training webinars led by national experts, Network for Teaching Entrepreneurship (NFTE) and Uncharted Learning.
- Both organizations have teamed up to develop this unique training opportunity that will run during the RFP's solicitation period.
- [Registration](#) is open now!



ENTREPRENEURSHIP EDUCATION & TRAINING WEBINARS

Through our partnership with the Florida Association of Career and Technical Education (FACTE), the Florida Department of Education is pleased to announce a series of training webinars led by national experts, Network for Teaching Entrepreneurship (NFTE) and Uncharted Learning who have teamed up to develop this unique training opportunity:

9/29

Creating a Sustainable CTE Entrepreneurship Program

10/1

Creating a Sustainable CTE Entrepreneurship Program

10/6

Implementing an Entrepreneurship program of Medium Impact

10/8

Implementing an Entrepreneurship program of Medium-High Impact

10/13

Implementing an Entrepreneurship program of High Impact

10/15

Open Q&A Session

10/20

Creating a 6-12-Post Secondary Pathway Design for ongoing Entrepreneurship Opportunities

10/22

Open Q&A Session

10/27

Best Practices in RFP Writing

10/29

Open Q&A Session

**REGISTER NOW:
BIT.LY/3KD9QFW**



EET Training Opportunities

Date	Session Title	Time
9/29/20	Creating a Sustainable CTE Entrepreneurship Program	2:00 EST
10/1/20	Creating a Sustainable CTE Entrepreneurship Program	2:00 EST
10/6/20	Implementing an Entrepreneurship program of Medium Impact	2:00 EST
10/8/20	Implementing an Entrepreneurship program of Medium-High Impact	2:00 EST
10/13/20	Implementing an Entrepreneurship program of High Impact	2:00 EST
10/15/20	Open Q&A Session	2:00 EST
10/20/20	Creating a 6-12-Post Secondary Pathway Design for ongoing Entrepreneurship Opportunities	2:00 EST
10/22/20	Open Q&A Session	2:00 EST
10/27/20	Best Practices in RFP Writing	2:00 EST
10/29/20	Open Q&A Session	2:00 EST



Local Application Requirements

Gloria Spradley-Brown

Bureau Chief, Division of Career and Adult Education



Entrepreneurship Requirements

- Entrepreneurship Education and Training (EET) Grants are funded **ONLY** in conjunction with eligible recipients Secondary and Postsecondary approved Perkins V Local Four-Year Plan Application.
- Selected recipients must have an approved Perkins V four-year plan prior to the issuance of the grant award.
- Budget/Program Performance Period
 - Date Grant Approved through June 30, 2021

Important Application Dates

Notice of Intent-to-Apply: October 15, 2020

- <https://www.surveymonkey.com/r/S7F5BXP>

Open Questions Period: October 15, 2020

- <http://www.fldoe.org/academics/career-adult-edu/funding-opportunities>.

Application Due Date: November 2, 2020

(by 5pm EDT)

- Email application submission to: CTEGrant@fldoe.org

Narrative Sections

- Project Abstract
 - Complete the Chart
 - Select the Option (One, Two, or Three)
- Program Design and Implementation Plan
 - Initiatives/Activities
 - Partnership
 - Staffing
 - Populations Impacted
- Project Need
 - Compelling evidence and data to support the need

Narrative Sections

- Budget
 - Align with Secondary or Postsecondary CLNA results
 - CTE Program, CTE Number
 - SSQ, Labor Market alignment
 - DOE 101S, Narrative Form
 - See Budget Narrative Example
- Sustainability
 - Sustain Project and/or Expansion after grant period ends
- Dissemination Plan
 - Share Project information with appropriate population
 - Target Population/Local Community

Narrative Sections

- Support for reading/Strategic Imperatives
 - Project incorporate goals included in the State Board of Education's K-20 Strategic Plan
 - <http://www.fldoe.org/policy/state-board-of-edu/strategic-plan.stml>
- General Education Provisions Act (GEPA)
 - Federal requirement— ensure equitable access to and participation of students, teachers and special needs
 - <http://www.ed.gov/fund/grant/apply/appforms/gepa427.pdf>

Perkins V : Budget Narrative Guidelines

In the Perkins V Budget Narrative Form (DOE 101S Form) you will list out these numbers, such as: “Section 1, Part A, 4”

(1) FUNCTION	(2) OBJECT	(3) ACCOUNT TITLE, NARRATIVE, AND EXPLANATION	(4) FTE	(5) AMOUNT (whole \$)
####	###	Salaries: Full-Time: Career Specialist responsible for advisory committees, students scheduling, career specialists work collaboratively with the ESE Department to facilitate academic assistance to further the integration of academic and career and technical components and curriculum modifications and other support services collaborating with business partner. <ul style="list-style-type: none"> Section 134: CLNA Need: Section 1 - Part A:4; Part C:2; Part D:2 Program Number or CIP#: 123456789 Section 135: Requirement for the Uses of Funds: 1A; 2B; 5O; 5D 	1.0	\$59,000
####	###	Retirement: <ul style="list-style-type: none"> Section 134: CLNA Need: Section 1 - Part A:4; Part C:2; Part D:2 Program Number or CIP#: 123456789 Section 135: Requirement for the Uses of Funds: 1A; 2B; 5O; 5D 		\$4,425
#####	###	FICA: <ul style="list-style-type: none"> Section 134: CLNA Need: Section 1 - Part A:4; Part C:2; Part D:2 Program Number or CIP#: 123456789 Section 135: Requirement for the Uses of Funds: 1A; 2B; 5O; 5D 		\$1586
####	###	Worker's Comp: <ul style="list-style-type: none"> Section 134: CLNA Need: Section 1 - Part A:4; Part C:2; Part D:2 Program Number or CIP#: 123456789 Section 135: Requirement for the Uses of Funds: 1A; 2B; 5O; 5D 		\$1054



Submitting the Local Application

Gloria Spradley-Brown

Bureau Chief, Division of Career and Adult Education



Narrative Section response format

- Application that are late will both be reviewed or scored
- Place all application items in the order specified (see Application Checklist)
- Font - Arial/Size – 12
- Margin size - 1” – both sides and top/bottom margins
- Double spaced (this does not include charts)
- Single-sided pages
- Complete the narrative using the same sequence presented in the Narrative Components Sections
- Narrative Components (1-8) **MAXIMUM PAGE LIMIT (20) PAGES**

Submitting the Proposal

- Application must be submitted electronically to the Office of Grants Management via email to: CTEGRANT@fldoe.org.
- Required application submission naming convention:
 - Agency number- Agency Name -TAPS#21B094
 - Example: 999- Jones County SD -TAPS#21B094
 - Save all the application documents in one Pdf. file
- All required forms have signatures by an authorized entity. The Department will accept electronic signatures from the agency head in accordance with section 668.50(2)(h), Florida Statutes.
- Department will accept as an electronic signature a scanned or PDF copy of a hardcopy signature.

Conditions for Acceptance

- Request for Application is due, **November 2, 2020, by 5 p.m. (EDT)**
- Application must be submitted to electronically
- DOE 100A and DOE101S – Budget Narrative Form
- Assigned TAPS Number included on the forms
- Save the application with the required Naming Convention

Method of Review

- Review Committee will evaluate eligible proposals
- Each eligible proposal will be scored by three reviewers and scores will be averaged for the final review score.
- 100-point scale, with a minimum score of 75 points required for an application to be considered
- Ranked order highest to lowest score
- Commissioner of Education final approval
- The Department retains the discretion to negotiate with applicants, as deemed appropriate



General State and Federal Requirements

Gloria Spradley-Brown

Bureau Chief, Division of Career and Adult Education



General Information

- General Terms, Assurances and Conditions for Participation in Federal and State Programs
 - Must be signed by current agency head
- Risk Analysis
 - DOE 610 - School Districts, State Colleges, State Universities and State Agencies
 - DOE 620 - Governmental and Non-Governmental Entities

General Information

- Payment Methods
 - The funding method is designated by the approved method stated in the original DOE200 Award Notification
- Financial Consequences
 - Awarded projects are periodically reviewed based on the progress made on the activities and deliverables.
 - Contractors that fail to meet and comply with the activities/deliverables established in the contract or to make appropriate progress on the activities and/or towards the deliverables, may receive a reduced payment or be required to redo the work or terminate the contract.

General Information

- Fiscal Requirements
 - Must submit a completed DOE 101S, Budget Narrative form
 - Adhere to the “Green Book” and the General Assurances for Participation in Federal and State Programs
 - Charges to federal projects for personnel costs, whether treated as direct or indirect costs, will be based on payrolls documented in accordance with generally accepted accounting principles.
 - All project grantees must submit a completed DOE 399 form, Final Project Disbursement Report Form to the Florida Department of Education, Comptroller’s Office, by August 20, 2021

General Information

- Executive order 11-116
 - Must utilize E-verify system to verify employment of new employees hired
- Intellectual Property
 - Items produced by or developed in connection with the Grant/Contract shall become the exclusive property of the State of Florida and may be copyrighted, patented or otherwise restricted as provided by Florida or federal law.

Federal and State Requirements

- Fiscal Control:
 - 2CFR 200 in the Uniform Administrative Requirement,
 - Education Department General Administration Regulations (EDGAR), and
 - Reference Guide for State Expenditures
- Funding shall Supplement, Not Supplant
 - Non-federal funds
- Equipment Purchases:
 - Uniform Grant Guidance (UGG),
 - FLDOE Equipment Form, and
 - Florida Administrative Code, Rule, 691-72.002.

Federal and State Requirements

- Administrative Costs
 - Includes indirect cost
 - Not to exceed 5%
 - Positions such as project coordinator, accountant, clerical staff, or other positions not directly involved in instructional activities of students are considered administrative.
 - Travel, equipment, and supplies for administrators are also considered administrative costs unless used for the purpose of providing personnel professional development directly related to Career and Technical Education.

Federal and State Requirements

- Records Retention
 - Maintained for five years from the last day of the program or longer, if there is an ongoing investigation or audit.
- Data Privacy Requirement Students must be informed, in writing, that their personal and confidential information:
 - will be shared only among the Perkins program partner staff and subcontractors;
 - will be used only for the purpose of conducting an employment data match and that further disclosure of personal confidential information or records is prohibited; and
 - will not be shared among Perkins core partners if the individual declines to share personal confidential information or records and that declining to share will not impact eligibility for services.

Resources

- [Green Book](#)
- Division of Career and Adult Education Grants website at:
<http://www.fldoe.org/academics/career-adult-edu/funding-opportunities/>
- [Uniform Grants Guidance \(UGG\)](#)
- [Reference Guide for State Expenditures](#)
- Florida's Perkins V Four-Year State Plan
<http://fldoe.org/academics/career-adult-edu/perkins/>
- 2020-2021 Perkins V Implementation Guide
<http://fldoe.org/academics/career-adult-edu/perkins/>

Participants' Questions



www.FLDOE.org

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