

**2021-2022 Perkins V Funding  
Opportunities Webinar – July 16, 2021**

# **GET THERE**

**Florida's Workforce Education Initiative**

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

- Please keep your phone on mute while listening to the conference call. This prevents background noise and in-office discussions from disrupting the call.
- At the end of the presentation, we will take this call off presentation mode so that you may ask questions. At that time, please mute your phone by pressing the “Mute” button. If you do not have a “Mute” button, press \*6 to mute. Press \*6 to un-mute your phone in order to ask a question.
- You may also submit questions during the presentation through the webinar “Chat” feature.

# 2021-2022 Funding Opportunities

Perkins V: The Strengthening Career and Technical Education for the  
21<sup>st</sup> Century Act

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

**Due August 30, 2021**

[http://www.fldoe.org/academics/career-adult-edu/funding-  
opportunities/index.shtml](http://www.fldoe.org/academics/career-adult-edu/funding-opportunities/index.shtml)

# Carl D. Perkins – Perkins V Funding Opportunities Webinar Agenda

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

# Welcome and Introduction

Henry Mack  
Chancellor



# Funding Webinar Perkins V Goals

- To provide funding opportunities for the 2021-2022
- To provide pertinent programmatic information
- To provide information about Entrepreneurship
- Education and Training (EET) opportunities
- To provide local application submission requirements

# The Role of EET in Florida's Perkins V State Plan

Henry Mack  
Chancellor



# The Role of EET in 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.



# The Role of EET in Florida's Perkins V State Plan

Building upon Florida's proud tradition of entrepreneurship education, Florida endeavors to study and develop practical solutions to the following 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?

# The Role of EET in Florida's Perkins V State Plan

- This grant program aims to answer those very questions and help execute the vision of Florida's Strengthening Career and Technical Education for the 21<sup>st</sup> Century Act (Perkins V), which 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 \$1,500,000 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**



# 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 and 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 increase entrepreneurial capabilities (for students) and demonstrate potential for a future as a small business owner (for faculty) or 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 have 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.

# 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 and 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 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 encourage 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 FDOE.
- 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.

# EET RFP Programmatic Overview (Continued)

- Support non-traditional and special population access.
- Create 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 and 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.

# EET RFP Programmatic Overview (Cont.)

- Materials (guides, lesson plans, tool kits and 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.

# EET Training Opportunities

Kathleen Taylor  
Bureau Chief



# 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.
- Registration is open now!



# EET Training Opportunities

Date	Session Title	Time
July 22	The Standards for Entrepreneurship Education and Training ESB Certification	10 a.m. to 11 a.m.
July 29	The World of Resources for Entrepreneurship Education and Training	11 a.m. to 12 p.m.
August 2	Examples of Entrepreneurial Success in the Classroom	11 a.m. to 12 p.m.
August 4	Alumni Tell All – How Entrepreneurship Impacted their Lives	10 a.m. to 11 p.m.
August 5	Entrepreneurial Mindset in the Future of Work	10 a.m. to 11 a.m.
August 6	EET Successes and Learnings from State Exemplars	10 a.m. to 11 a.m.

# Local Application Requirements

Gloria Spradley-Brown  
Bureau Chief



# Entrepreneurship Requirements

- Entrepreneurship Education and Training (EET) Grants are funded ONLY in conjunction with eligible recipient's 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, 2022.

# Important Application Dates

**Notice of Intent-to-Apply: Friday, August 13, 2021**

- <https://www.surveymonkey.com/r/8JWLZ6X>

**Open Questions Period: Friday, August 13, 2021**

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

**Application Due Date: Monday, August 30, 2021**

**(by 11:59 pm EST)**

- **Email application submission to: [CTEGrant@fldoe.org](mailto: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 individuals with 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”

		<p>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.</p> <ul style="list-style-type: none"> <li>• Section 134: CLNA Need: Section 1 - Part A:4; Part C:2; Part D:2</li> <li>• Program Number or CIP#: 123456789</li> <li>• Section 135: Requirement for the Uses of Funds: 1A; 2B; 5O; 5D</li> </ul>
		<p>Retirement:</p> <ul style="list-style-type: none"> <li>• Section 134: CLNA Need: Section 1 - Part A:4; Part C:2; Part D:2</li> <li>• Program Number or CIP#: 123456789</li> <li>• Section 135: Requirement for the Uses of Funds: 1A; 2B; 5O; 5D</li> </ul>
		<p>FICA:</p> <ul style="list-style-type: none"> <li>• Section 134: CLNA Need: Section 1 - Part A:4; Part C:2; Part D:2</li> <li>• Program Number or CIP#: 123456789</li> <li>• Section 135: Requirement for the Uses of Funds: 1A; 2B; 5O; 5D</li> </ul>
		<p>Worker's Comp:</p> <ul style="list-style-type: none"> <li>• Section 134: CLNA Need: Section 1 - Part A:4; Part C:2; Part D:2</li> <li>• Program Number or CIP#: 123456789</li> <li>• Section 135: Requirement for the Uses of Funds: 1A; 2B; 5O; 5D</li> </ul>



# Submitting the Local Application

**Gloria Spradley-Brown**  
Bureau Chief



# Narrative Section Response Format

- Applications that are late will not be reviewed or scored
- Place all application items in the order specified (see Application Checklist).
  - Font: Arial/Size -12
  - Margin size - 1” and both sides and top/bottom
  - 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 30 PAGES**

# Submitting the Proposal

- Application must be submitted electronically to the Office of Grants Management via email to: [CTEGRANT@fldoe.org](mailto:CTEGRANT@fldoe.org).
- Required application submission naming convention:
  - Agency number: Agency Name-TAPS#22B094
  - Example: 999-Jones County SD-TAPS#22B094
  - Save the all application documents in one Pdf. File
- All required forms must 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.
- FDOE will accept as an electronic signature a scanned or PDF copy of a hardcopy signature.

# Conditions for Acceptance

- Request for Application is due **August 30, 2021, by 11:59 p.m. (EST)**
- Application must be submitted 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 has final approval.
- The Department retains the discretion to negotiate with applicants as deemed appropriate.

# General State and Federal Requirements

Gloria Spradley-Brown  
Bureau Chief



# 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 22, 2022**.

# General Information

- Executive order 11-116
  - Must utilize E-verify system to verify employment of new employees hired.
- Executive order 20-44
  - All entities named in statute with which the agency must form a sole source, public private agreement, and all entities that, through contract or other agreement with the State, annually receive 50% or more of their budget from the State or from combination of State and Federal funds, shall provide to the department an annual report showing total compensation for all members listed in the contract agreement, in the format prescribed by the department.

# General Information

- 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(s)
  - 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/>
- 2021-2022 Perkins V Implementation Guide  
<http://fldoe.org/academics/career-adult-edu/perkins/>

# Participants' Questions



[www.FLDOE.org](http://www.FLDOE.org)

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