

**2023-2024 Perkins V Funding  
Opportunities Webinar  
August 16, 2023**

# **GET THERE**

**Florida's Workforce Education Initiative**

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



- All participants will be muted during this webinar.
- You may submit questions during the presentation through the webinar “Questions” feature.
- All questions will be answered at the end of the webinar.

# 2023-2024 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

Deadline: **September 8, 2023**

<https://www.fldoe.org/academics/career-adult-edu/funding-opportunities/2022-2023-funding-opportunities/>

# 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

**Kathleen Taylor**  
Bureau Chief  
Frameworks, Benchmarks  
and Standards



# Funding Webinar Perkins V Goals

- ✓ To provide funding opportunities for the 2023-2024 school year
- ✓ 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

**Kathleen Taylor**  
Bureau Chief  
Frameworks,  
Benchmarks and  
Standards



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

- Florida's Perkins V State Plan commits to strengthening CTE programs and pathways to develop a robust ecosystem of innovation, entrepreneurship and cross-sector partnerships.
- Efforts towards 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 (continued)

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 (continued)

- This grant program aims to answer those very questions and help execute Florida's vision of 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 \$2,000,000 from its Perkins V Set-Aside to fund innovative secondary and postsecondary projects that not only cultivate entrepreneurial mindsets and capabilities in CTE students, but also helps students with growing or expanding an existing business.

# EET RFP Programmatic Overview

**MarLinda Monroe-Johnson**  
Career and Technical Education  
Program Specialist



# EET Request for Proposal (RFP) Programmatic Overview

- ***Entrepreneurial mindsets*** - i.e., the 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, the sources of capital, evidencing the ability to de-risk an idea, successfully pivot, and value-create).
- ***Growing or expanding an existing business*** i.e., finding ways to generate and sustain revenue by providing stability and opportunity for growth (e.g., knowledge of community resources, investors, incubators, accelerators and mentorships for guiding support).

# EET RFP Programmatic Overview (continued)

- This competitive grant program seeks to fund innovative EET projects that cultivate entrepreneurial skills 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 of state standards as part of the comprehensive local needs assessment (CLNA).

# EET RFP Programmatic Overview (continued)

## Funding Investments:

**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 provide evidence for 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 (continued)

## Sample Project Initiatives and Activities:

EET project options for development may include but not be 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).
- Create mentoring opportunities for students.
- Develop incubators or accelerators to help students grow or expand existing business.

# EET RFP Programmatic Overview (continued)

## Sample Project Initiatives and Activities:

EET project options for development may include but not be 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.
- Develop a mentorship pipeline for students growing or expanding an existing business.



# EET RFP Programmatic Overview (continued)

- Support non-traditional and special population access.
  - Economically disadvantaged students
  - Military dependents
  - Foster care students
  - Veterans
- Develop 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.
- Provide mentoring opportunities for students who are growing or expanding an existing business. FDOE is committed to providing mentorship training and support through a collaboration with the Florida Association of Career and Technical Education (FACTE) and the Venture Mentoring Team (VMT).

# EET RFP Programmatic Overview (continued)

- Applicants may submit more than one grant proposal for consideration; Local Eligible Agency (LEA) will only be funded for a single project to ensure equal 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 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)

- EET grant recipients are required to participate in an end-of-year, statewide, in-person convening to discuss their results and share best practices.
- Statewide convening will be supported by an assemblage of partners, such as the chosen host facility, FACTE, Network for Teaching Entrepreneurship (NFTE), The Entrepreneurial Learning Initiative (ELI), Global Innovation and Management Institute (GIMI), Venture Mentoring Team (VMT), Veterans Florida and Uncharted Learning.
- Grant orientation provided by FDOE.

# EET RFP Programmatic Overview (continued)

- 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.

# Local Application Requirements

**Charles Feehrer**  
Bureau Chief Grants  
Administration and  
Compliance



# Entrepreneurship Requirements

- 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
  - **July 1, 2023 through June 30, 2024.**

# Important Application Dates

**Notice of Intent-to-Apply: Wednesday, August 30, 2023**

- <https://www.surveymonkey.com/r/7WTDWBW>

**Open Questions Period: Wednesday, August 30, 2023**

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

**Application Due Date: Friday, September 8, 2023  
(by 11:59 pm EDT)**

- **Submit the application through the ShareFile system.**

# Narrative Sections

- Project Abstract
  - Complete the Chart
- Program Design and Implementation Plan
  - Initiatives/Activities
  - Partnership
  - Staffing
  - Students Impacted
- Project Need
  - Compelling evidence and data to support the need



# Narrative Sections (continued)

- 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 (continued)

- Support for reading/Strategic Imperatives
  - Project must 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

On the Perkins V Budget Narrative Form (DOE 101S Form), you will list CLNA Needs and Priorities, Fundable Program or CIP#, and Requirement for Uses of Funds

(1)	(2)	(3)	(4)	(5)	(6)
FUNCTION	OBJECT	ACCOUNT TITLE, NARRATIVE, AND EXPLANATION	FTE	AMOUNT (whole \$)	% Allocated to this Project
####	###	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"> <li>Narrative Section, CLNA Need and Priority#: Section 1- C:iii Need 4; E:ii Need 2; F:ii Need 2</li> <li>Program Number or CIP#: 123456789</li> <li>Section 135: Requirement for the Uses of Funds: 1A; 2B; 5O; 5D</li> </ul>	1.0	\$59,000	100%
####	###	Retirement:		\$4,425	100%
#####	###	FICA:		\$1586	100%
####	###	Worker's Comp:		\$1054	100%

# Submitting the Local Application

**Charles Feehrer**  
Bureau Chief  
Grants Administration  
and Compliance



# 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).
- Double spaced (this does not include charts).
- 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 via **Office of Grant Management (OGM) ShareFile system folder Agency Number\_AgencyName\_XXB094\_submit**
- Required application submission naming convention:
  - Agency number- Agency Name -TAPS#24B094
  - Example: 999- Jones County SD -TAPS#24B094
  - Save all application documents in one PDF file
- All required forms have signatures by an authorized entity. FDOE 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, **Friday, September 8, 2023 by 11:59 p.m. (EDT)**
- Application must be submitted electronically.
- DOE100A 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 70 points required for an application to be considered.
- Ranked order highest to lowest score.
- Commissioner of Education has final approval.
- FDOE retains the discretion to negotiate with applicants, as deemed appropriate.



# General State and Federal Requirements

**Charles Feehrer**  
Bureau Chief  
Grants Administration  
and Compliance



# 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 (continued)

- 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 (continued)

- 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 the date specified on the DOE 200 Award Notification.

# General Information (continued)

- Executive order 11-116
  - Must utilize the 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 shall provide to FDOE an annual report in the format required by the department if they receive 50% or more of their budget from the state or from a combination of state and Federal funds.

# General Information (continued)

- 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),
  - FDOE Equipment Form, and
  - Rule 69I-72.002 Florida Administrative Code

# Federal and State Requirements (continued)

- 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 (continued)

- 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/>
- 2022-2023 Perkins V Implementation Guide  
<http://fldoe.org/academics/career-adult-edu/perkins/>

# Participants' Questions

**www.FLDOE.org**

MarLinda Monroe-Johnson  
CTE Program Specialist  
Division of State and Federal Initiatives  
[MarLinda.Monroe-Johnson@fldoe.org](mailto:MarLinda.Monroe-Johnson@fldoe.org)

Kathleen Taylor  
Bureau Chief  
Frameworks, Benchmarks & Standards  
[Kathleen.Taylor@fldoe.org](mailto:Kathleen.Taylor@fldoe.org)

Charles "Charlie" Feehrer  
Bureau Chief  
Division of Grants Administration &  
Compliance  
[Charles.Feehrer@fldoe.org](mailto:Charles.Feehrer@fldoe.org)

