

Triumph Gulf Coast, Inc. Application for Funds

February 2019

***** IMPORTANT *****

Required for ALL Projects in Bay, Franklin, Gulf and Wakulla Counties

Hurricane Michael Application Addendum

For ALL regular project applications not yet approved by the Triumph Gulf Coast Board in Bay, Franklin, Gulf and Wakulla counties:

Please provide documentation of support or continued support for the proposal as a component of the county's post-Hurricane Michael recovery efforts made by the Board of County Commissioners (for each Hurricane Michael impacted county included in the project) on a date after October 10, 2018.

Triumph Gulf Coast, Inc. Trust Fund Application for Funds

Proposal Instructions: The Triumph Gulf Coast, Inc. Trust Fund Grant Application (this document) must be completed by the entity applying for the grant and signed, as applicable, by either the individual applying for funds, an individual authorized to bind the entity applying for funds, a chief elected official, the administrator for the governmental entity or their designee. Please read the Application carefully as some questions may require a separate narrative to be completed. In addition, please complete all Addendums that may be applicable to the proposed project or program.

Triumph Gulf Coast, Inc. will make awards from available funds to projects or programs that meet the priorities for economic recovery, diversification, and enhancement of the disproportionately affected counties. Triumph Gulf Coast, Inc. may make awards for:

- Ad valorem tax rate reduction within disproportionately affected counties;
- Local match requirements of s. 288.0655 for projects in the disproportionately affected counties;
- Public infrastructure projects for construction, expansion, or maintenance which are shown to enhance economic recovery, diversification, and enhancement of the disproportionately affected counties;
- Grants to local governments in the disproportionately affected counties to establish and maintain equipment and trained personnel for local action plans of response to respond to disasters, such as plans created for the Coastal Impacts Assistance Program;
- Grants to support programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties. Eligible programs include those that increase students' technology skills and knowledge encourage industry certifications; provide rigorous, alternative pathways for students to meet high school graduation requirements; strengthen career readiness initiatives; fund high-demand programs of emphasis at the bachelor's and master's level designated by the Board of Governors; and, similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission of Education; encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties;
- Grants to support programs that provide participants in the disproportionately affected counties with transferable, sustainable workforce skills that are not confined to a single employer; and
- Grants to the tourism entity created under s. 288.1226 for the purpose of advertising and promoting tourism and Fresh From Florida, and grants to promote workforce and infrastructure, on behalf of all of the disproportionately affected counties.

Pursuant to Florida Law, Triumph Gulf Coast, Inc. will provide priority consideration to Applications for projects or programs that:

- Generate maximum estimated economic benefits, based on tools and models not generally employed by economic input-output analyses, including cost-benefit, return-on-investment, or dynamic scoring techniques to determine how the long-term economic growth potential of the disproportionately affected counties may be enhanced by the investment.
- Increase household income in the disproportionately affected counties above national average household income.
- Leverage or further enhance key regional assets, including educational institutions, research facilities, and military bases.
- Partner with local governments to provide funds, infrastructure, land, or other assistance for the project.
- Benefit the environment, in addition to the economy.
- Provide outcome measures.
- Partner with K-20 educational institutions or school districts located within the disproportionately affected counties as of January 1, 2017.
- Are recommended by the board of county commissioners of the county in which the project or program will be located.
- Partner with convention and visitor bureaus, tourist development councils, or chambers of commerce located within the disproportionately affected counties.

Additionally, the Board of Triumph Gulf Coast, Inc. may provide discretionary priority to consideration of Applications for projects and programs that:

- Are considered transformational for the future of the Northwest Florida region.
- May be consummated quickly and efficiently.
- Promote net-new jobs in the private sector with an income above regional average household income.
- Align with Northwest Florida FORWARD, the regional strategic initiative for Northwest Florida economic transformation.
- Create net-new jobs in targeted industries to include: aerospace and defense, financial services/shared services, water transportation, artificial intelligence, cybersecurity, information technology, manufacturing, and robotics.
- Promote industry cluster impact for unique targeted industries.
- Create net-new jobs with wages above national average wage (e.g., similar to EFI QTI program, measured on graduated scale).
- Are located in Rural Area of Opportunity as defined by the State of Florida (DEO).
- Provide a wider regional impact versus solely local impact.
- Align with other similar programs across the regions for greater regional impact, and not be duplicative of other existing projects or programs.
- Enhance research and innovative technologies in the region.
- Enhance a targeted industry cluster or create a Center of Excellence unique to Northwest Florida.
- Create a unique asset in the region that can be leveraged for regional growth of targeted industries.

- Demonstrate long-term financial sustainability following Triumph Gulf Coast, Inc. funding.
- Leverage funding from other government and private entity sources.
- Provide local investment and spending.
- Are supported by more than one governmental entity and/or private sector companies, in particular proposed projects or programs supported by more than one county in the region.
- Provide clear performance metrics over duration of project or program.
- Include deliverables-based payment system dependent upon achievement of interim performance metrics.
- Provide capacity building support for regional economic growth.
- Are environmentally conscious and business focused.
- Include Applicant and selected partners/vendors located in Northwest Florida.

Applications will be evaluated and scored based on compliance with the statutory requirements of the Triumph Gulf Coast legislation, including but not limited to the priorities identified therein and the geographic region served by the proposed project or program.

Applicant Information

Name of Individual (if applying in individual capacity): _____

Name of Entity/Organization: AMikids Pensacola

Background of Applicant Individual/Entity/Organization: See attached

(If additional space is needed, please attach a Word document with your entire answer.)

Federal Employer Identification Number: 59-3051944

Contact Information:

Primary Contact Information: Cheri Williams

Title: Executive Director

Mailing Address: 3685 Muldoon Rd, Pensacola, FL 32526

Phone: 850-453-1910

Email: Pensacola-ED amikids.org

Website: www.amikids.org

Identify any co-applicants, partners, or other entities or organizations that will have a role in the proposed project or program and such partners proposed roles.

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

Total amount of funding requested from Triumph Gulf Coast: \$180,000

Has the applicant in the past requested or applied for funds for all or part of the proposed project/program?

Yes No

If yes, please provide detailed information concerning the prior request for funding, including:

- the date the request/application for funding was made;
 - the source to which the request/application for funding was made,
 - the results of the request/application for funding, and
 - projected or realized results and/or outcomes from prior funding.
-

(If additional space is needed, please attach a Word document with your entire answer.)

Describe the financial status of the applicant and any co-applicants or partners:

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

In a separate attachment, please provide financial statements or information that details the financial status of the applicant and any co-applicants or partners.

Has the applicant or any co-applicants, partners or any associated or affiliated entities or individuals filed for bankruptcy in the last ten (10) years?

Yes No

If yes, please identify the entity or individual that filed for bankruptcy and the date of filing.

(If additional space is needed, please attach a Word document with your entire answer.)

Eligibility

Pursuant to Section 288.8017, Triumph Gulf Coast, Inc. was created to make awards from available funds to projects or programs that meet the priorities for economic recovery, diversification, and enhancement of the disproportionately affected counties. The disproportionately affected counties are: Bay County, Escambia County, Franklin County, Gulf County, Okaloosa County, Santa Rosa County, Walton County, or Wakulla County. See, Section 288.08012.

1. From the choices below, please check the box that describes the purpose of the proposed project or program (check all that apply):

- Ad valorem tax rate reduction within disproportionately affected counties;
- Local match requirements of s. 288.0655 for projects in the disproportionately affected counties;
- Public infrastructure projects for construction, expansion, or maintenance which are shown to enhance economic recovery, diversification, and enhancement of the disproportionately affected counties;
- Grants to local governments in the disproportionately affected counties to establish and maintain equipment and trained personnel for local action plans of response to respond to disasters, such as plans created for the Coastal Impacts Assistance Program;
- Grants to support programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties. Eligible programs include those that increase students' technology skills and knowledge; encourage industry certifications; provide rigorous, alternative pathways for students to meet high school graduation requirements; strengthen career readiness initiatives; fund high-demand programs of emphasis at the bachelor's and master's level designated by the board of governors and similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission of Education, encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties;
- Grants to support programs that provide participants in the disproportionately affected counties with transferable, sustainable workforce skills that are not confined to a single employer; and
- Grants to the tourism entity created under s. 288.1226 for the purpose of advertising and promoting tourism and Fresh From Florida, and grants to promote workforce and infrastructure, on behalf of all of the disproportionately affected counties.

2. Provide the title and a detailed description of the proposed project or program, including the location of the proposed project or program, a detailed description of, and quantitative evidence demonstrating how the proposed project or program will promote economic recovery, diversification, and enhancement of the disproportionately affected counties, a proposed timeline for the proposed project or program, and the disproportionately affected counties that will be impacted by the proposed project or program.

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

3. Explain how the proposed project or program is considered transformational and how it will effect the disproportionately affected counties in the next ten (10) years.

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

4. Describe data or information available to demonstrate the viability of the proposed project or program.

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

5. Describe how the impacts to the disproportionately affected counties will be measured long term.

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

6. Describe how the proposed project or program is sustainable. (Note: Sustainable means how the proposed project or program will remain financially viable and continue to perform in the long-term after Triumph Gulf Coast, Inc. funding.)

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

7. Describe how the deliverables for the proposed project or program will be measured.

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

Priorities

1. Please check the box if the proposed project or program will meet any of the following priorities (check all that apply):

- Generate maximum estimated economic benefits, based on tools and models not generally employed by economic input-output analyses, including cost-benefit, return-on-investment, or dynamic scoring techniques to determine how the long-term economic growth potential of the disproportionately affected counties may be enhanced by the investment.
- Increase household income in the disproportionately affected counties above national average household income.
- Leverage or further enhance key regional assets, including educational institutions, research facilities, and military bases.

- Partner with local governments to provide funds, infrastructure, land, or other assistance for the project.
- Benefit the environment, in addition to the economy.
- Provide outcome measures.
- Partner with K-20 educational institutions or school districts located within the disproportionately affected counties as of January 1, 2017.
- Are recommended by the board of county commissioners of the county in which the project or program will be located.
- Partner with convention and visitor bureaus, tourist development councils, or chambers of commerce located within the disproportionately affected counties.

2. Please explain how the proposed project meets the priorities identified above.

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

3. Please explain how the proposed project or program meets the discretionary priorities identified by the Board.
See attached

(If additional space is needed, please attach a Word document with your entire answer.)

4. In which of the eight disproportionately affected county/counties is the proposed project or program located? (Circle all that apply)

(Escambia) Santa Rosa Okaloosa Walton Bay Gulf Franklin Wakulla

5. Was this proposed project or program on a list of proposed projects and programs submitted to Triumph Gulf Coast, Inc., by one (or more) of the eight disproportionately affected Counties as a project and program located within its county?
 Yes No

If yes, list all Counties that apply: _____

6. Does the Board of County Commissioners for each County listed in response to question 5, above, recommend this project or program to Triumph?
 Yes No

**Please attach proof of recommendation(s) from each County identified.

Approvals and Authority

1. If the Applicant is awarded grant funds based on this proposal, what approvals must be obtained before Applicant can execute an agreement with Triumph Gulf Coast, Inc.?
No additional approvals will be needed
(If additional space is needed, please attach a Word document with your entire answer.)
2. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the entity and Triumph Gulf Coast:
A. Provide the schedule of upcoming meetings for the group for a period of at least six months.
B. State whether that group can hold special meetings, and if so, upon how many days' notice.

(If additional space is needed, please attach a Word document with your entire answer.)
3. Describe the timeline for the proposed project or program if an award of funding is approved, including milestones that will be achieved following an award through completion of the proposed project or program.
See attached
(If additional space is needed, please attach a Word document with your entire answer.)
4. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the entity applying for funding. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc. In addition, please attach any support letters from partners.

Funding and Budget:

Pursuant to Section 288.8017, awards may not be used to finance 100 percent of any project or program. An awardee may not receive all of the funds available in any given year.

1. Identify the amount of funding sought from Triumph Gulf Coast, Inc. and the time period over which funding is requested.
\$180,000 per year for 5 years

(If additional space is needed, please attach a Word document with your entire answer.)

2. What percentage of total program or project costs does the requested award from Triumph Gulf Coast, Inc. represent? (Please note that an award of funding will be for a defined monetary amount and will not be based on percentage of projected project costs.)
38%

(If additional space is needed, please attach a Word document with your entire answer.)

3. Please describe the types and number of jobs expected from the proposed project or program and the expected average wage.
See attached

(If additional space is needed, please attach a Word document with your entire answer.)

4. Does the potential award supplement but not supplant existing funding sources? If yes, describe how the potential award supplements existing funding sources.

Yes No

(If additional space is needed, please attach a Word document with your entire answer.)

5. Please provide a Project/Program Budget. Include all applicable costs and other funding sources available to support the proposal.
See attached

A. Project/Program Costs:

Example Costs (Note: Not exhaustive list of possible Cost categories.)

Construction	\$ _____
Reconstruction	\$ _____
Design & Engineering	\$ _____
Land Acquisition	\$ _____
Land Improvement	\$ _____
Equipment	\$ _____
Supplies	\$ _____
Salaries	\$ _____

Other (specify) \$ _____

Total Project Costs: \$ _____

B. Other Project Funding Sources:

Example Funding Sources (Note: Not an exhaustive list of possible Funding Sources.)

City/County \$ _____

Private Sources \$ _____

Other (e.g., grants, etc.) \$ _____

Total Other Funding \$ _____

Total Amount Requested: \$ _____

Note: The total amount requested must equal the difference between the costs in 3A. and the other project funding sources in 3.B.

C. Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding and any other pertinent budget-related information.

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

Applicant understands that the Triumph Gulf Coast, Inc. statute requires that the award contract must include provisions requiring a performance report on the contracted activities, must account for the proper use of funds provided under the contract, and must include provisions for recovery of awards in the event the award was based upon fraudulent information or the awardee is not meeting the performance requirements of the award.

Yes No

Applicant understands that awardees must regularly report to Triumph Gulf Coast, Inc. the expenditure of funds and the status of the project or program on a schedule determined by Triumph Gulf Coast, Inc.

Yes No

Applicant acknowledges that Applicant and any co-Applicants will make books and records and other financial data available to Triumph Gulf Coast, Inc. as necessary to measure and confirm performance metrics and deliverables.

Yes No

Applicant acknowledges that Triumph Gulf Coast, Inc. reserves the right to request additional information from Applicant concerning the proposed project or program.

Yes No

ADDENDUM FOR INFRASTRUCTURE PROPOSALS:

1. Program Requirements

- A. Is the infrastructure owned by the public?
 Yes No
- B. Is the infrastructure for public use or does it predominately benefit the public?
 Yes No
- C. Will the public infrastructure improvements be for the exclusive benefit of any single company, corporation or business entity?
 Yes No
- D. Provide a detailed explanation of how the public infrastructure improvements will connect to a broader economic development vision for the community and benefit additional current and future businesses.

(If additional space is needed, please attach a Word document with your entire answer.)

- E. Provide a detailed description of, and quantitative evidence demonstrating how the proposed public infrastructure project will promote:
- o Economic recovery,
 - o Economic Diversification,
 - o Enhancement of the disproportionately affected counties,
 - o Enhancement of a Targeted Industry.

(If additional space is needed, please attach a Word document with your entire answer.)

2. Additional Information

- A. Is this project an expansion of existing infrastructure project?
 Yes No
- B. Provide the proposed beginning commencement date and number of days required to complete construction of the infrastructure project.
-

(If additional space is needed, please attach a Word document with your entire answer.)

- C. What is the location of the public infrastructure? (Provide the road number, if applicable.)
-

(If additional space is needed, please attach a Word document with your entire answer.)

- D. Who is responsible for maintenance and upkeep? (Indicate if more than one are applicable.)
-

(If additional space is needed, please attach a Word document with your entire answer.)

- E. What permits are necessary for the infrastructure project?
-

(If additional space is needed, please attach a Word document with your entire answer.)

Detail whether required permits have been secured, and if not, detail the timeline for securing these permits. Additionally, if any required permits are local permits, will these permits be prioritized?

(If additional space is needed, please attach a Word document with your entire answer.)

- F. What is the future land use and zoning designation on the proposed site of the Infrastructure improvement, and will the improvements conform to those uses?
-

(If additional space is needed, please attach a Word document with your entire answer.)

- G. Will an amendment to the local comprehensive plan or a development order be required on the site of the proposed project or on adjacent property to accommodate the infrastructure and potential current or future job creation opportunities? If yes, please detail the timeline

Yes No

(If additional space is needed, please attach a Word document with your entire answer.)

- H. Does this project have a local match amount? If yes, please describe the entity providing the match and the amount.

Yes No

(If additional space is needed, please attach a Word document with your entire answer.)

- I. Provide any additional information or attachments to be considered for this proposal.
-
-

(If additional space is needed, please attach a Word document with your entire answer.)

ADDENDUM FOR WORKFORCE TRAINING PROPOSALS

I. Program Requirements

- A. Will this proposal supports programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties? If yes, please identify where the campuses are located and provide details on how the proposed programs will prepare students for future occupations and at which K-20 institutions that programs will be provided.
- Yes No

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Will the proposed program (check all that apply):
- Increase students' technology skills and knowledge
 - Encourage industry certifications
 - Provide rigorous, alternative pathways for students to meet high school graduation requirements
 - Strengthen career readiness initiatives
 - Fund high-demand programs of emphasis at the bachelor's and master's level designated by the Board of Governors
 - Encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties (similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission on Education)

For each item checked above, describe how the proposed program will achieve these goals

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Will this proposal provide participants in the disproportionately affected counties with transferable, sustainable workforce skills but not confined to a single employer? If yes, please provide details.
- Yes No

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

- D. Identify the disproportionately affected counties where the proposed programs will operate or provide participants with workforce skills.
- Escambia County
-

(If additional space is needed, please attach a Word document with your entire answer.)

- E. Provide a detailed description of, and quantitative evidence demonstrating how the proposed project or program will promote:
- o Economic recovery,
 - o Economic Diversification,
 - o Enhancement of the disproportionately affected counties,
 - o Enhancement of a Targeted Industry.
-

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

2. Additional Information

- A. Is this an expansion of an existing training program? Is yes, describe how the proposed program will enhance or improve the existing program and how the proposal program will supplements but not supplant existing funding sources.
- Yes No

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Indicate how the training will be delivered (e.g., classroom-based, computer based, other).
- If in-person, identify the location(s) (e.g., city, campus, etc.) where the training will be available.

If computer-based, identify the targeted location(s) (e.g., city, county) where the training will be available.

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Identify the number of anticipated enrolled students and completers.

We expect to enroll 75 students, and that 75% (56) will complete the program.

(If additional space is needed, please attach a Word document with your entire answer.)

- D. Indicate the length of the program (e.g. quarters, semesters, weeks, months, etc.) including anticipated beginning and ending dates.

The program is currently ongoing and each student typically completes the program within 6 months.

(If additional space is needed, please attach a Word document with your entire answer.)

- E. Describe the plan to support the sustainability of the proposed program.

See attached

(If additional space is needed, please attach a Word document with your entire answer.)

- F. Identify any certifications, degrees, etc. that will result from the completion of the program.

NCCER Core plus OSHA NCCER Carpentry Level 1 Masonry Level 1 CDL Licensing

(If additional space is needed, please attach a Word document with your entire answer.)

- G. Does this project have a local match amount? If yes, please describe the entity providing the match and the amount.

Yes No

(If additional space is needed, please attach a Word document with your entire answer.)

- H. Provide any additional information or attachments to be considered for this proposal.

N/A

(If additional space is needed, please attach a Word document with your entire answer.)

ADDENDUM FOR AD VALOREM TAX RATE REDUCTION:

I. Program Requirements

- A. Describe the property or transaction that will be supported by the ad valorem tax rate reduction.

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Provide a detailed explanation of how the ad valorem tax rate reduction will connect to a broader economic recovery, diversification, enhancement of the disproportionately affected counties and/or enhancement of a targeted industry.

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Provide a detailed description of the quantitative evidence demonstrating how the proposed ad valorem tax reduction will promote:
- o Economic recovery,
 - o Economic Diversification,
 - o Enhancement of the disproportionately affected counties,
 - o Enhancement of a Targeted Industry.

(If additional space is needed, please attach a Word document with your entire answer.)

2. Additional Information

- A. What is the location of the property or transaction that will be supported by the ad valorem tax rate reduction?

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Detail the current status of the property or transaction that will be supported by the ad valorem tax rate reduction and provide a detailed description of when and how the ad valorem tax rate reduction will be implemented.
-

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Does this proposed project have a local match amount? If yes, please describe the entity providing the match and the amount.
 Yes No

(If additional space is needed, please attach a Word document with your entire answer.)

- D. Provide any additional information or attachments to be considered for this proposal.

(If additional space is needed, please attach a Word document with your entire answer.)

**ADDENDUM FOR LOCAL MATCH REQUIREMENTS OF SECTION 288.0655,
FLORIDA STATUTES**

1. Program Requirements

- A. Describe the local match requirements of Section 288.0655 and the underlying project, program or transaction that will be funded by the proposed award.

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Provide a detailed explanation of how the local match requirements and the underlying project or program will connect to a broader economic recovery, diversification, enhancement of the disproportionately affected counties and/or enhancement of a targeted industry.

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Provide a detailed description of, and quantitative evidence demonstrating how the proposed local match requirements will promote:
- o Economic recovery,
 - o Economic Diversification,
 - o Enhancement of the disproportionately affected counties,
 - o Enhancement of a Targeted Industry.

(If additional space is needed, please attach a Word document with your entire answer.)

2. Additional Information

- A. What is the location of the property or transaction that will be supported by the local match requirements?

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Detail the current status of the property or transaction that will be supported by the local match requirement and provide a detailed description of when and how the local match requirement will be implemented.

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Provide any additional information or attachments to be considered for this proposal.

(If additional space is needed, please attach a Word document with your entire answer.)

ADDENDUM FOR LOCAL ACTION PLAN

1. Program Requirements

- A. Describe how the proposed award will establish and maintain equipment and trained personnel for local action plans of response to respond to disasters.
- B. Describe the type and amount of equipment and trained personnel that will be established or maintained by the proposed award.
- C. Identify the specific local action plans (*e.g.*, Coastal Impacts Assistance Program) that will benefit from the proposed award.
- D. Provide a detailed explanation of how the proposed award will connect to a broader economic recovery, diversification, enhancement of the disproportionately affected counties and/or enhancement of a targeted industry.

(If additional space is needed, please attach a Word document with your entire answer.)

- E. Provide a detailed description of the quantitative evidence demonstrating how the proposed will promote:
 - o Economic recovery,
 - o Economic Diversification,
 - o Enhancement of the disproportionately affected counties,
 - o Enhancement of a Targeted Industry.

(If additional space is needed, please attach a Word document with your entire answer.)

2. Additional Information

- A. What is the location of the local action program that will be supported by the proposed award?

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Detail the current status of the local action plans (*e.g.*, new plans, existing plans, etc.) that will be supported by the proposed award and provide a detailed description of when and how the proposed award will be implemented.

(If additional space is needed, please attach a Word document with your entire answer.)

C. Provide any additional information or attachments to be considered for this proposal.

(If additional space is needed, please attach a Word document with your entire answer.)

ADDENDUM FOR ADVERTISING/PROMOTION

1. Program Requirements

- A. Is the applicant a tourism entity created under s. 288.1226, Florida Statutes?
 Yes No
- B. Does the applicant advertise and promote tourism and Fresh From Florida? If yes, provide details on how it advertises and promotes tourism and Fresh From Florida.
 Yes No

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Does the proposed award promote workforce and infrastructure on behalf of the disproportionately affected counties? If yes, describe how workforce and infrastructure is promoted on behalf of the disproportionately affected counties.
 Yes No

(If additional space is needed, please attach a Word document with your entire answer.)

- D. Provide a detailed explanation of how the proposed award will connect to a broader economic recovery, diversification, enhancement of the disproportionately affected counties and/or enhancement of a targeted industry.

(If additional space is needed, please attach a Word document with your entire answer.)

- E. Provide a detailed description of the quantitative evidence demonstrating how the proposed will promote:
- o Economic recovery,
 - o Economic Diversification,
 - o Enhancement of the disproportionately affected counties,
 - o Enhancement of a Targeted Industry.

(If additional space is needed, please attach a Word document with your entire answer.)

2. Additional Information

- A. Describe the advertising and promotion mediums and locations where the advertising and promotion will occur.

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Detail the current status of the advertising and promotion (e.g., new plans, existing plans, etc.) that will be supported by the proposed award and provide a detailed description of when and how the proposed award will be implemented.

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Provide any additional information or attachments to be considered for this proposal.

(If additional space is needed, please attach a Word document with your entire answer.)

I, the undersigned, do hereby certify that I have express authority to sign this proposal on my behalf or on behalf of the above-described entity, organization, or governmental entity:

Name of Applicant: AMTKids Pensacola, INC

Name and Title of Authorized Representative: Cheri Williams, Executive Director

Representative Signature: Cheri Williams

Signature Date: 4-9-2020

10/13/2017 FINAL

Background of Applicant Individual/Entity/Organization:

Since 1991, AMIkids, Pensacola has been dedicated to helping participants discover the potential within them, transform their lives and strengthen our community. Located in Pensacola, Florida, AMIkids Pensacola empowers our students through care and guidance to reach that potential and, as a result, breaks the cycle of failure and poverty. Even youth with a troubled past have the potential to achieve a bright future, and our programs work every day to separate their troubled past from a bright future.

Identify and new co-applicants, partners, or other entities or organizations that will have a role in the proposed project or program and such partners proposed roles:

AMIkids, Inc. – The AMIkids Home Office provides administrative support such as finance, human resources, and communications, as well as oversight and guidance from experts in youth care and education.

US Department of Labor Employment and Training Administration – Contributes significant financial support as well as technical assistance.

Florida Department of Juvenile Justice – Refers young adults to the program.

Florida Department of Corrections – Refers young adults to the program.

Career Source Escarosa – Assists in job placement and employer relations.

Describe the financial status of the applicant and any co-applicants or partners:

AMIkids, Pensacola is currently being funded through the Department of Labor, as well as through grants and contributions from local foundations and individuals. AMIkids, Inc. is funded through a wide variety of federal, state, and local government contracts; the organization is financially sound and has been in operation for over 50 years.

2. Provide the title and a detailed description of the proposed project or program, including the location of the proposed project or program, a detailed description of, and quantitative evidence demonstrating how the proposed project or program will promote economic recovery, diversification, and enhancement of the disproportionately affected counties, a proposed timeline for the proposed project or program, and the disproportionately affected counties that will be impacted by the proposed project or program.

The title of the proposed program is the AMIkids Pensacola Workforce Development Program. The program is located at 3685 Muldoon Road, Pensacola, FL 32526. This facility in West Pensacola includes classroom space and an onsite workshop for both classroom-based learning and hands-on skills training.

The AMIkids Pensacola Workforce Development Program is a comprehensive integrated vocational training program for justice-involved young adults (age 18-24) that is individualized to each participant's needs. Independently validated research has shown the program to be effective in increasing employment outcomes and decreasing the risk of recidivism for a similar population (age 16-21).

The program was first designed and implemented with funding from the US Department of Labor's Face Forward 3 grant program in 2016 and most recently sustained again by US Department of Labor's Reentry grant program. Program services include evidence-informed interventions such as Intensive Case Management, Legal Services, Motivational Interviewing, Employer Engagement, Social Skills training, Mentoring, Financial Incentives for participants and Support Services such as assistance with child care and transportation.

Participants in the program have the opportunity to earn the following certifications:

1. High School Diploma
2. NCCER (National Center for Construction Education and Research) Core Certification and OSHA 10
3. NCCER Carpentry 1 Certification
4. Commercial Driver's License (CDL)
5. Florida SafeStaff Food Handler Certification

AMIkids, Inc., parent organization of AMIkids Pensacola, is sponsored to deliver NCCER training by the Florida Masonry Education and Apprentice Foundation, who affirms that AMIkids Pensacola Workforce Development program adequately prepares participants to transition into their Apprenticeship program in a variety of construction trades. Additionally, the program components work together to identify and remove the most significant barriers to a participant's success in obtaining and maintaining gainful employment. Current program funding is not sufficient to support NCCER Masonry training, in addition to the Core Curriculum and Carpentry. Our desire is to expand our Core Certification, OSHA 10 and Carpentry Level 1 vocational training by offering NCCER Masonry training as additional funding becomes available.

AMIkids has developed exceptionally strong partnerships in Florida that will assure the success of this project. Supporters include educational partners such as the Florida Masonry Education and Apprentice Foundation, Associated Builders and Contractors Inc. (ABC) and community colleges; recruiting partnerships such as local justice agencies and law enforcement; and employers such as Lennar Homes and Canteen. These partnerships support all 5 of AMIkids' Reentry programs in the State of Florida.

Locally, AMIkids Pensacola has received financial support and/or endorsements from Escambia County, Escambia County Sheriff's Department, CareerSource EscaRosa and more than a half dozen local construction companies.

This project of AMIkids Pensacola began July 1, 2019 and is partially funded by the DOL grant (at approximately 55% of program cost) through September 30, 2022. Four cohorts of participants will be recruited to attend the training program for 6 months each. Cohorts will begin October 1, 2019; March 1, 2020; October 1, 2020; and March 1, 2021. If funded by this requested grant, AMIkids will hire a Participant Recruiter in May, 2020 to enhance student recruiting through the remainder of the project period.

3. Explain how the proposed project or program is considered transformational and how it will affect the disproportionately affected counties in the next ten (10) years.

The AMIkids Workforce Development program was created in response to community needs. The local labor market needs skilled workers to carry out recovery-related construction and rehabilitation projects, and justice-involved individuals in the community need skills training to obtain living-wage jobs.

AMIkids Pensacola is working with community stakeholders to ensure that the training program meets the needs of local employers, to support the economic recovery in Escambia County. The population we serve is ideally suited to pursue meaningful employment in construction trades and related jobs. What this population lacks is education (most are high school dropouts) and occupational skills. A high school diploma coupled with nationally recognized industry certifications will provide our graduates with good

jobs and our construction industry with qualified employees which will impact the Escambia County community for the next ten years or more.

4. Describe data or information available to demonstrate the viability of the proposed project or program.

Since inception, AMIkids Pensacola Workforce Development Program has enrolled 221 participants, of which 201 participants earned industry recognized certifications in the area of Food Service and Construction. Since the Reentry program began on October 1, 2019, the program has enrolled 30 participants, 14 of whom have been placed into jobs.

In addition, this model has proven to be effective across a variety of AMIkids programs in various locations. The AMIkids Pre-Apprenticeship/Apprenticeship Program uses evidence-informed interventions, and the model itself has been shown to reduce the risk of recidivism. In a 2018 study of independently validated recidivism data, the youth in the AMIkids Pre-Apprenticeship/Apprenticeship program who were placed in a job reoffended at a rate of just 6% compared to the 12-month recidivism rate of 14% across the program overall. Both recidivism rates are significantly lower than the state recidivism average of 33% (Bates & Corrigan, in review).

5. Describe how the impacts to the disproportionately affected counties will be measured long term.

Participants continue to receive services after they complete their initial training, and the long-term results of the training are measured up to 2 years after program completion. When a participant completes the program he or she will enter a 12-month follow up period. The Case Manager will be responsible for case management during the follow up period, and will periodically check in with each participant to monitor employment retention and assist with removing barriers to success. AMIkids has established a protocol of follow-up which includes weekly calls initially, site visits to places of employment, continued family counseling, contact with the student's employer and guidelines for removing barriers to the participants maintaining their positive placement after leaving AMIkids. Ongoing support from mentors will also be critical to ensuring success during this period. Job retention, employment status, and recidivism rate will continue to be tracked up to 2 years after program completion in order to assess the long term impact of the project.

6. Describe how the proposed project or program is sustainable. (Note: Sustainable means how the proposed project or program will remain financially viable and continue to perform in the long-term after Triumph Gulf Coast, Inc. funding.)

We expect current sources of funding such as the U.S. Department of Labor and local funding to continue. With funding from Triumph Gulf Coast, the project will result in increased certifications and jobs for program participants; AMIkids Pensacola and its Board of Trustees will leverage these results to seek out additional funding sources, including federal contracts and local private support.

7. Describe how the deliverables for the proposed project or program will be measured.

Recidivism Rate: the percentage of participants who were in or returning from a juvenile or adult correctional facility or on probation prior to enrolling in the program and have been convicted of a new criminal offense committed within 12 months of their release from a juvenile or adult correctional facility or placement on probation. The goal for this measure is 20 percent or below.

Placement Rate: the percentage of participants who are placed into one or more of the following: Apprenticeship, Unsubsidized Employment, or Post-Secondary Education. Grantees have until the end of the grant period of performance to achieve this measure. The goal for this measure is 70 percent.

Occupational Skills Training Rate: the percentage of participants who enter occupational skills training. The goal for this measure is 60 percent.

Credential Attainment Rate: The percentage of those participants enrolled in an education or training program (excluding those in on-the-job training (OJT) and customized training) who attain a recognized postsecondary credential, a secondary school diploma or its recognized equivalent or an industry-recognized credential during participation in or within one year after exit from the program. A participant who has attained a secondary school diploma or its equivalent is included in the credential attainment rate, only if the participant is also employed or is enrolled in an education or training program leading to a recognized postsecondary credential within one year after exit from the program. Grantees must meet the rate of 60%.

WIOA Measures:

In addition to reporting on the above performance goals, grantees will report on WIOA performance indicators. These are the performance indicators used to measure the effectiveness of federal workforce development programs under the Workforce Innovation and Opportunity Act.

1. **Employment Rate – 2nd Quarter After Exit:** The percentage of participants who are in unsubsidized employment during the second quarter after exit from the program.
2. **Employment Rate – 4th Quarter After Exit:** The percentage of participants who are in unsubsidized employment activities during the fourth quarter after exit from the program
3. **Median Earnings – 2nd Quarter After Exit:** The median earnings of participants who are in unsubsidized employment during the second quarter after exit from the program.
4. **Effectiveness in Serving Employers:** The percentage of program participants who exit and are employed with the same employer in the second and fourth quarters after exit.
5. **Measurable Skill Gains:** The percentage of participants who, during a program year, are in an education or training program that leads to a recognized postsecondary credential or employment and who are achieving measurable skill gains, defined as documented academic, technical, occupational, or other forms of progress, towards such a credential or employment. Depending on the type of education or training program, documented progress is defined as one of the following:
 - a) Documented achievement of at least one educational functioning level of a participant who is receiving instruction below the postsecondary education level;
 - b) Documented attainment of a high school school diploma or its recognized equivalent;

c) Secondary or postsecondary transcript or report card for a sufficient number of credit hours that shows a participant is meeting the State unit's academic standards;

d) Satisfactory or better progress report, towards established milestones, such as completion of OJT or completion of one year of an apprenticeship program or similar milestones, from an employer or training provider who is providing training; or

e) Successful passage of an exam that is required for a particular occupation or progress in attaining technical or occupational skills as evidenced by trade-related benchmarks such as knowledge-based exams.

2. Please explain how the proposed project meets the priorities identified above. (Increase household income in the disproportionately affected counties above national average household income.)

This project will result in more candidates who are qualified to fill higher paying jobs in Escambia County, filling an increasing demand for local employers. This project will specifically target some of those who are currently most likely to have low household incomes, live below the poverty line, and become dependent on public services.

Many young people in Escambia County are disconnected from school and work; lack of participation in post-secondary education, trade school, and the workforce puts these young adults at a higher risk for chronic unemployment, lower lifelong productivity and a lack of accumulated earning potential. This amounts to a large economic loss in earnings over the next 10 years for the youth themselves, as well as the loss of potential tax revenues in their communities.

In addition, past involvement with the justice system is a significant barrier to employment for the young adults that we serve. Time spent in the justice system often means time taken away from pursuing training and educational opportunities. Our goal is to eliminate this barrier by providing training and job placement, ultimately resulting in reduced recidivism.

AMIkids provides comprehensive youth and community development programs that include community service learning, alternative school, job training and pre-apprenticeship, leadership development opportunities, career-focused mentoring, and a long-term alumni community for young people to address the fundamental issues facing them today, preparing them not only for a job but for a career path in which they can build their own future. Young people may enter AMIkids programs as potential burdens on their community's resources, but leave as citizens prepared to enter and remain in the workforce and fill vital employment needs in their communities.

3. Please explain how the proposed project or program meets the discretionary priorities identified by the Board.

This project will provide vocational training services in Construction, a fast-growing industry in which trained employees are highly sought-after. According to the U.S. Bureau of Labor Statistics, "Employment of construction and extraction occupations is projected to grow 11 percent from 2016 to 2026, faster than the average for all occupations, a gain of about 747,600 new jobs. Overall growth in the economy and population will increase demand for new buildings, roads, and other structures, which will create new jobs in construction and extraction occupations."

In Escambia County, the Construction industry is expected to grow by 11.4%, resulting in 1,000 new jobs.

Participants in the AMIkids training program will be prepared to fill this employment gap, many of them in high-paying fields such as Carpentry and similar construction trades.

3. Describe the timeline for the proposed project or program if an award of funding is approved, including milestones that will be achieved following an award through completion of the proposed project or program.

This project of AMIkids Pensacola began July 1, 2019 and is partially funded by the DOL grant (at 55% of program cost) through September 30, 2022. Four cohorts of participants will be recruited to attend the training program for 6 months each. Cohorts will begin October 1, 2019; March 1, 2020; October 1, 2020; and March 1, 2021. If funded, AMIkids will hire a Participant Recruiter in May, 2020 to enhance student recruiting through the remainder of the project period. Milestones will include program completion rates for each cohort; certifications earned; and job placements.

3. Please describe the types and number of jobs expected from the proposed project or program and the expected average wage.

We expect that at least 85% (51 per year) of the young adults who complete the program will obtain employment; nearly all of these jobs will be in the construction field. The average wage earned is \$15-20 per hour once they receive their NCCER Core and OSHA certifications.

4. Does the potential award supplement but not supplant existing funding sources? If yes, describe how the potential award supplements existing funding sources.

Currently the program is partially funded by existing funding sources, including the US Department of Labor Employment and Training Administration. The award from Triumph will address the gap in funding, as well as allow us to hire an additional staff member, a Participant Recruiter, who will significantly increase our impact by enabling us to provide services to more young adults in Escambia County. This staff member will improve our ability to meet the outcomes described in this proposal.

5. Please provide a Project/Program Budget. Include all applicable costs and other funding sources available to support the proposal.

A. Project/Program Costs:

Compensation	\$169,118
Employee Benefits and Payroll Taxes	\$46,989
Travel and Training	\$9,674
Other Personnel	\$1,533
Occupancy and Administrative	\$36,954
Insurance	\$60,374
Professional Fees	\$8,696
AMIkids Direct/Indirect Management Fees	\$33,627
Interest	\$14,557

Student Care	\$11,535
Education and Training	\$27,968
Maintenance and Repair	\$12,166
Depreciation	\$35,576

Total Project Costs: \$468,767

B. Other Project Funding Sources:

US Department of Labor	\$263,459
Board Contributions	\$25,000
United Way	\$20,000
Other grants & contributions	\$89,884

Total Other Funding	\$398,343
Total Amount Requested	\$180,000
Total Other Funding	\$288,767
Total Amount Requested	\$180,000

C. Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding and any other pertinent budget-related information.

The full amount of funding from the Department of Labor (\$263,459) is currently secured. The funding provided through local grants and contributions is pending; however, AMIkids Pensacola has a strong track record of raising funds to support its programming. Last year we received major donations (\$5,000 or greater) raised the following from the Pensacola and Escambia County community:

- \$20,190 – United Way of West Florida
- \$20,000 – Escambia County Sheriff’s Department
- \$15,050 – Jesse and Margo Rigby
- \$12,500 – Monroe, Mary Rose & Jessica Lee (Owners, Kia Autosport of Pensacola)
- \$ 5,000 – The Bear Family Foundation
- \$ 5,000 – Switzer Brothers Charitable Foundation

B. Will the proposed program:

X Encourage industry certifications

X Provide rigorous, alternative pathways for students to meet high school graduation requirements

X Strengthen career readiness initiatives

For each item checked above, describe how the proposed program will achieve these goals.

This program will result in industry-recognized certifications including:

- NCCER (National Center for Construction Education and Research) Core Certification and OSHA 10

- NCCER Carpentry 1 Certification
- Commercial Driver's License (CDL)
- Florida SafeStaff Food Handler Certification

We expect that our students will earn 60 certifications per year during each year of the program. In addition, the young adults in the program will have the opportunity to work toward their high school diploma or GED as part of the program. Finally, the program includes in depth career readiness training resulting in young adults in Escambia County who are prepared to compete for good paying jobs in the community.

C. Will this proposal provide participants in the disproportionately affected counties with transferable, sustainable workforce skills but not confined to a single employer? If yes, please provide details.

Yes. The skills that participants will learn during this program are transferable, sustainable workforce skills that will allow them to compete favorably in the workforce across many fields. Participants will complete industry-recognized certification courses which result in certifications that are widely recognized and fulfill entry level training requirements across many employers.

The AMIkids training program has been designed specifically with broad-based, transferable skills in mind. For example, The Florida Masonry Apprentice & Education Foundation has been AMIkids' sponsor since the program's inception in 2015. Using the NCCER curriculum, AMIkids Pensacola will offer courses leading to industry-recognized certifications in Core Construction and Carpentry; with a desire to expand into Masonry as funding becomes available to hire an additional vocational instructor. Upon completion of the AMIkids Pre-Apprenticeship/Apprenticeship Program, participants will be qualified to enter a Registered Apprenticeship in the construction trades.

E. Provide a detailed description of, and quantitative evidence demonstrating how the proposed project or program will promote:

- o Economic recovery,
- o Economic Diversification,
- o Enhancement of the disproportionately affected counties,
- o Enhancement of a Targeted Industry.

The AMIkids Workforce Development program was created in response to community needs. The local labor market needs skilled workers to carry out recovery-related construction and rehabilitation projects, and justice-involved individuals in the community need skills training to obtain living-wage jobs.

AMIkids Pensacola is working with community stakeholders to ensure that the training program meets the needs of local employers, to support the economic recovery in Escambia County. The population we serve are ideally suited to pursue meaningful employment in construction trades and related jobs. What this population lacks is education (most are high school dropouts) and occupational skills. A high school diploma coupled with nationally recognized industry certifications will provide our graduates with good jobs and our construction industry with qualified employees which will impact the Escambia County community for the next ten years or more.

This project will provide vocational training services in Construction, a fast-growing industry in which trained employees are highly sought-after. According to the U.S. Bureau of Labor Statistics, "Employment of construction and extraction occupations is projected to grow 11 percent from 2016 to 2026, faster than the average for all occupations, a gain of about 747,600 new jobs. Overall growth in the economy and

population will increase demand for new buildings, roads, and other structures, which will create new jobs in construction and extraction occupations.”

In Escambia County, the Construction industry is expected to grow by 11.4%, resulting in 1,000 new jobs. Participants in the AMIkids training program will be prepared to fill this employment gap, many of them in high-paying fields such as Carpentry and Masonry.

2. A. Is this an expansion of an existing training program? Is yes, describe how the proposed program will enhance or improve the existing program and how the proposal program will supplement but not supplant existing funding sources.

Yes. This project of AMIkids Pensacola began July 1, 2019 and is partially funded by the DOL grant (at 55% of program cost) through September 30, 2022. Four cohorts of participants will be recruited to attend the training program for 6 months each. Cohorts will begin October 1, 2019; March 1, 2020; October 1, 2020; and March 1, 2021. If funded, AMIkids will hire a Participant Recruiter in May, 2020 to enhance student recruiting through the remainder of the project period. An identified shortfall in the federal grant is funding to increase the pool of potential students so that our staff can identify those most likely to succeed. The most pressing program difficulty is recruiting a large enough potential student pool to ensure we enroll and help those candidates most dedicated and motivated to improve their employment skills and fulfill their positive life ambitions. We recognize we will never be able to help every 18-24 year-old in Escambia County who needs our assistance, but a full-time Participant Recruiter should enhance our ability to make the most effective use of what will always be limited financial resources.

We are requesting performance-based funding, with Triumph Gulf Coast to provide unrestricted use funding in the following amount for certifications earned by our graduates: \$3,000 for all Triumph approved certifications, but specifically to include NCCER Core Curriculum plus OSHA 10, NCCER Carpentry Level 1, Masonry Level 1, and CDL attainment. The purpose for the additional performance-based funding is to close the gap between the cost to operate the Workforce Development Program and the core funding from the US Department of Labor. The federal funding supports required staffing (with the exception of our full-time GED teacher, who is funding by local donors), but does not provide funding for the normal and reasonable overhead expenses required to provide a facility from which training can be provided. Performance based funding will fill part of the gap between 100% of costs and the 55% provided by the federal grant.

2. B. Indicate how the training will be delivered (e.g., classroom-based, computer based, other). If in-person, identify the location(s) (e.g., city, campus, etc.) where the training will be available. If computer-based, identify the targeted location(s) (e.g., city, county) where the training will be available.

The training will be delivered through a combination of classroom-based instruction, computer-based instruction, and hands-on skills training, all of which will be delivered on-site at AMIkids Pensacola’s facility in Escambia County. In the event that there are periods of time in which we cannot provide on-site services due to restrictions around the coronavirus, we are prepared to switch our services to computer-based training, or on-site services that comply with state recommendations.

AMIkids has developed the AMIkids Job Readiness Curriculum which will be delivered to participants in a group format throughout the program during regular weekly sessions with the Job Developer. The four curricular modules are: 1) Self Awareness: Learning Styles and Career Interest; 2) Career Exploration: Conducting Career Research; 3) Academic and Career Planning: Resume Writing and References; 4) Employability Skills: Soft Skills and Skilled Interview Techniques.

The Job Developer will facilitate professionals from a variety of educational and business partners to speak to youth about career exploration, exposing them to a variety of potential career paths. In addition, the Job Developer will facilitate career focused mentoring groups with community volunteers to assist youth with networking and pursuing their educational and career goals. These volunteer mentors will be derived from partnerships with local and regional employers.

Once a participant completes the AMIkids Job Readiness Curriculum, he or she will earn an internal certificate and leave the program with a job readiness portfolio that includes all of the tools they need to successfully find employment including resume, cover letter, reference letters, sample job applications, interview attire, vocational certificates, and tax credit information.

AMIkids is sponsored to provide NCCER training by the Florida Masonry Apprentice and Educational Foundation (Florida Masonry). Working with Florida Masonry ensures that the training provided by AMIkids Pensacola meets the needs of industry employers, and will prepare participants to enter a registered apprenticeship upon graduation.

Curriculum and instructional materials will be purchased from the National Center for Construction Education and Research (NCCER). NCCER is a not-for-profit 501(c)(3) education foundation created in 1996 with the support of more than 125 construction CEOs and various association and academic leaders who united to revolutionize training for the construction industry.

NCCER develops standardized construction and maintenance curriculum and assessments with portable credentials. In an effort to provide students and craft professionals with industry-recognized credentials and assure national portability of skills, NCCER maintains a credentialing and certification system through its Registry. This online database tracks both training and/or assessments for its participants. For training, the NCCER Registry System provides transcripts, certificates and wallet cards to students who successfully complete the NCCER curriculum through an NCCER Accredited Training Sponsor. A transcript, certificate and an initial wallet card are granted when a trainee completes Core Curriculum or any other full level of a craft. These industry credentials allow participants to provide easy verification of training for current or potential employers. Participants will have the opportunity to earn the NCCER Core Certification which is the foundational pre-requisite course for all entry level certifications. The Core certification requires 72.5 contact hours, which will be accomplished over approximately four weeks.

E. Describe the plan to support the sustainability of the proposed program.

We expect current sources of funding such as the U.S. Department of Labor and local funding to continue as long as the program is producing results. The funding from Triumph Gulf Coast will be essential to the success and performance of the program; as a result the project will produce increased certifications and jobs for program participants. This success will be leveraged to obtain additional funding over time. AMIkids Pensacola and its Board of Trustees are committed to leveraging these results to seek out additional funding sources, including federal contracts and local private support.

MEMORANDUM IN EXPLANATION OF FINANCIAL STATEMENTS

Prepared by: Jesse W. Rigby, Treasurer, AMIkids Pensacola, Inc.
Date: April 9, 2020
Re: Triumph Gulf Coast Funding Application

This package contains the following documents:

- ✓ Last audited financial statement of AMIkids Pensacola, Inc.
- ✓ Most recent unaudited financial statement for fiscal year to date for the Workforce Development Program
- ✓ Most recent unaudited financial statement for fiscal year to date for the Escambia Boys Base Program

AMIkids Pensacola operates two programs, Escambia Boys Base (“EBB”) and the Workforce Development Program (“WFD”). EBB is a residential program for youth ages 14 to 18 who are sent to the program by the Florida Department of Juvenile Justice (“DJJ”). EBB operates under a DJJ contract with the vast majority of the funding for the program coming from the DJJ contract. Because of their ages, youth at EBB cannot attend the WFD program funded—as described in the application—by the U. S. Department of Labor and various other sources.

During each fiscal year—July 1 to June 30—financial reports are prepared monthly for each program. These financial reports are prepared by the accounting staff at AMIkids, Inc. and reviewed by the program Executive Directors, and the Treasurer. The Treasurer is a volunteer member of the Board of Trustees, which is the governing body for AMIkids Pensacola. The Board is made up of members from the community, as well as the CEO of AMIkids, Inc. There are ten voting board members currently. The financial reports are reviewed at the monthly meetings of the Board of Trustees.

At the end of the fiscal year when the books are closed for the year and then audited, the external audit firm prepares a combined audited financial report for AMIkids Pensacola, Inc., as it is the legal entity responsible for both programs. The budget for EBB (the residential program) is approximately four times the size of the WFD program. The money from the two programs cannot be used interchangeably because of contract restrictions, so the audited financial statement does not provide a good picture of the separate programs.

Until June 30, 2019, the WFD program was primarily a DJJ nonresidential program with a significant vocational program. The vocational component was funded not by the DJJ contract, but by a federal grant supplemented by local community support.

Memorandum
Page 2
April 9, 2020

The current WFD program which began with the award of the current federal grant at the end of June 2019, is considerably different in staffing and funding from the former DJJ funded nonresidential program. Therefore, it is difficult to compare financial reports from last fiscal year to financial reports for this fiscal year—much like comparing apples to oranges. Both are fruit, but with few other similarities.

The attached financial report for EBB for the 8 months ending February 29, 2020 shows a program performing consistent with budget. We are not aware of any significant financial issues relating to EBB.

The attached financial report for the WFD program shows why we asking for, and need, support from Triumph. You will see that our primary revenue shortfall is in contributions; however, the picture will look somewhat better in the March report when we received more than \$13,000 in contributions from the community. The picture will look even better in the April financial report because of \$50,000 we should receive from Escambia County later this month. Provided with the application is the MOU with Escambia County that provides for \$50,000 to support the WFD program. The county has been invoiced, and we were informed earlier today that the check should be issued by the end of next week.

If additional information is needed, please contact me at jwrigby4@gmail.com or (850) 602-4883. If I cannot answer your questions, I can obtain the answers from the accounting professionals supporting AMIkids Pensacola.

AMikids Pensacola, Inc.

Statement of Financial Position

As of

February 29, 2020

	2/29/2020		6/30/2019		3/1/2019	
Assets						
Cash and Short-Term Investments	\$	48,988	\$	52,596	\$	20,685
Accounts Receivable Third Party Including Advances	\$	(989)	\$	26	\$	1,916
Accounts Receivable Intercompany	\$	32,366	\$	67,035	\$	71,238
Notes Receivable Third Party	\$	-	\$	-	\$	-
Notes Receivable Intercompany	\$	-	\$	-	\$	-
Inventory	\$	-	\$	-	\$	-
Prepaid Expense and Other Assets	\$	10,257	\$	34,912	\$	20,347
<i>Prepaid Insurance</i>	\$	7,202	\$	27,558	\$	12,269
<i>Other Prepaid Expense</i>	\$	1,581	\$	5,879	\$	6,604
<i>Deposits</i>	\$	1,475	\$	1,475	\$	1,475
Contributions Receivable	\$	-	\$	-	\$	-
Cash Held For Long Term Purposes	\$	-	\$	-	\$	-
Fixed Assets (Less Accum Depreciation)	\$	259,843	\$	284,095	\$	297,558
Long Term Investments	\$	-	\$	-	\$	-
Total Assets	\$	350,465	\$	438,664	\$	411,744
Liabilities						
Trade Payables Third Party	\$	(2,602)	\$	7,889	\$	6,802
Trade Payables Intercompany	\$	11,273	\$	40,366	\$	24,075
Other Accounts Payable	\$	-	\$	-	\$	-
Tax Withholding	\$	1,647	\$	3,112	\$	4,225
Accrued Payables	\$	29,139	\$	45,873	\$	25,255
Security Deposit	\$	-	\$	-	\$	-
Deferred Revenue	\$	-	\$	-	\$	-
Notes Payable Third Party	\$	111,517	\$	119,388	\$	123,275
Notes Payable Intercompany	\$	249,736	\$	197,736	\$	185,063
Total Liabilities	\$	400,710	\$	414,364	\$	368,695
Net Assets						
Prior Year-End Net Assets	\$	24,300	\$	103,811	\$	103,811
YTD Net Asset Increase (Decrease)						
Without Donor Restrictions	\$	(80,148)	\$	(66,711)	\$	(47,963)
With Donor Restrictions	\$	5,603	\$	(12,800)	\$	(12,800)
Total YTD Net Asset Inc (Dec)	\$	(74,545)	\$	(79,511)	\$	(60,763)
Total Net Assets	\$	(50,245)	\$	24,300	\$	43,048
Total Liabilities and Net Assets	\$	350,465	\$	438,664	\$	411,743

AMikids Pensacola, Inc.

Statement of Activities

For The Period Ending

February 29, 2020

February Actual	February Budget	February Variance	% Variance			YTD Actual	YTD Budget	YTD Variance	YTD % Variance	YTD Last Year	Annual Budget	Remaining Budget
REVENUE												
\$ 20,029	\$ 19,722	\$ 307	2%	Federal	\$ 140,397	\$ 165,939	\$ (25,542)	-15%	\$ 44,006	\$ 248,909	\$ 108,512	
\$ 3,764	\$ 3,224	\$ 540	17%	State	\$ 23,511	\$ 27,128	\$ (3,617)	-13%	\$ 450,673	\$ 40,691	\$ 17,180	
\$ 1,619	\$ 1,600	\$ 19	1%	Regional	\$ 13,712	\$ 13,460	\$ 252	2%	\$ 14,241	\$ 20,190	\$ 6,478	
\$ 13,124	\$ 16,418	\$ (3,294)	-20%	Contributions without Donor Restrictions	\$ 38,390	\$ 138,137	\$ (99,747)	-72%	\$ 22,345	\$ 207,206	\$ 168,816	
\$ 1	\$ -	\$ 1	N/A	Other Revenue	\$ 5	\$ -	\$ 5	N/A	\$ 10,405	\$ -	\$ (5)	
\$ 38,537	\$ 40,964	\$ (2,427)	-6%	TOTAL REVENUE	\$ 216,015	\$ 344,664	\$ (128,649)	-37%	\$ 541,670	\$ 516,996	\$ 300,981	
DISTRIBUTION & COST OF SALES												
\$ -	\$ -	\$ -	N/A		\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	
EXPENSES												
\$ 16,653	\$ 17,739	\$ (1,086)	-6%	Compensation	\$ 132,220	\$ 141,930	\$ (9,710)	-7%	\$ 298,867	\$ 212,895	\$ 80,675	
\$ 16,653	\$ 17,704	\$ (1,051)	-6%	Salary, Reimbursed Comp, Temp Svc	\$ 132,020	\$ 141,630	\$ (9,610)	-7%	\$ 294,617	\$ 212,445	\$ 80,425	
\$ -	\$ 36	\$ (36)	-100%	Stipend, Incentive, YEPP	\$ 200	\$ 300	\$ (100)	-33%	\$ 4,250	\$ 450	\$ 250	
\$ 4,389	\$ 6,362	\$ (1,973)	-31%	Employee Benefits and Payroll Taxes	\$ 41,625	\$ 51,035	\$ (9,410)	-18%	\$ 83,703	\$ 76,718	\$ 35,093	
\$ 272	\$ 685	\$ (413)	-60%	Travel and Training	\$ 4,122	\$ 5,760	\$ (1,638)	-28%	\$ 12,749	\$ 8,640	\$ 4,518	
\$ 47	\$ 466	\$ (419)	-90%	Staff Travel	\$ 210	\$ 3,920	\$ (3,710)	-95%	\$ 1,153	\$ 5,880	\$ 5,670	
\$ 225	\$ 219	\$ 6	3%	Staff Training	\$ 3,912	\$ 1,840	\$ 2,072	113%	\$ 11,595	\$ 2,760	\$ (1,152)	
\$ 101	\$ 142	\$ (41)	-29%	Other Personnel	\$ 1,139	\$ 1,197	\$ (58)	-5%	\$ 3,599	\$ 1,796	\$ 657	
\$ 3,208	\$ 3,665	\$ (457)	-12%	Occupancy and Administrative	\$ 28,630	\$ 30,835	\$ (2,205)	-7%	\$ 38,337	\$ 46,252	\$ 17,622	
\$ -	\$ 86	\$ (86)	-100%	Meetings	\$ -	\$ 720	\$ (720)	-100%	\$ 90	\$ 1,080	\$ 1,080	
\$ -	\$ 238	\$ (238)	-100%	Books/Publications/Memberships	\$ 45	\$ 2,000	\$ (1,955)	-98%	\$ 45	\$ 3,000	\$ 2,955	
\$ 2,765	\$ 3,271	\$ (506)	-15%	Rent and Utilities	\$ 25,932	\$ 27,520	\$ (1,588)	-6%	\$ 31,527	\$ 41,280	\$ 15,348	
\$ -	\$ -	\$ -	N/A	Taxes/Licenses/Registrations	\$ 89	\$ -	\$ 89	N/A	\$ 1,565	\$ -	\$ (89)	
\$ 45	\$ 4	\$ 41	1025%	Penalties and Bank Charges	\$ 433	\$ 35	\$ 398	1137%	\$ 1,524	\$ 52	\$ (381)	
\$ 398	\$ 67	\$ 331	494%	Office Supplies/Postage	\$ 2,131	\$ 560	\$ 1,571	281%	\$ 2,410	\$ 840	\$ (1,291)	
\$ -	\$ -	\$ -	N/A	Promotional/Comm Dept	\$ -	\$ -	\$ -	N/A	\$ 1,176	\$ -	\$ -	
\$ -	\$ -	\$ -	N/A	Special Event	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	
\$ 5,011	\$ 5,200	\$ (189)	-4%	Insurance	\$ 42,102	\$ 43,753	\$ (1,651)	-4%	\$ 51,568	\$ 65,629	\$ 23,527	
\$ -	\$ 52	\$ (52)	-100%	Professional Fees	\$ (2)	\$ 440	\$ (442)	-100%	\$ 225	\$ 660	\$ 662	
\$ -	\$ 1,999	\$ (1,999)	-100%	AMikids Direct/Indirect Mgmt Fees	\$ -	\$ 16,816	\$ (16,816)	-100%	\$ 29,617	\$ 25,224	\$ 25,224	
\$ 1,206	\$ 501	\$ 705	141%	Interest	\$ 9,415	\$ 4,008	\$ 5,407	135%	\$ 7,671	\$ 6,012	\$ (3,403)	
\$ 645	\$ 2,060	\$ (1,415)	-69%	Student Care	\$ 2,590	\$ 17,330	\$ (14,740)	-85%	\$ 21,609	\$ 25,995	\$ 23,405	
\$ -	\$ -	\$ -	N/A	Food/Meal	\$ 252	\$ -	\$ 252	N/A	\$ 5,409	\$ -	\$ (252)	
\$ -	\$ -	\$ -	N/A	Healthcare Services/Supplies	\$ 193	\$ -	\$ 193	N/A	\$ 6,483	\$ -	\$ (193)	
\$ 645	\$ 2,060	\$ (1,415)	-69%	Other Student Care	\$ 2,145	\$ 17,330	\$ (15,185)	-88%	\$ 9,716	\$ 25,995	\$ 23,850	
\$ 1,099	\$ 2,282	\$ (1,183)	-52%	Education and Training	\$ 5,973	\$ 19,200	\$ (13,227)	-69%	\$ 13,611	\$ 28,800	\$ 22,827	
\$ 181	\$ -	\$ 181	N/A	Student Trip	\$ 181	\$ -	\$ 181	N/A	\$ -	\$ -	\$ (181)	
\$ 826	\$ 1,743	\$ (917)	-53%	Academic and Vocational	\$ 4,779	\$ 14,667	\$ (9,888)	-67%	\$ 8,889	\$ 22,000	\$ 17,221	
\$ 92	\$ 539	\$ (447)	-83%	Student Award/Incentive	\$ 1,013	\$ 4,533	\$ (3,520)	-78%	\$ 4,721	\$ 6,800	\$ 5,787	
\$ -	\$ -	\$ -	N/A	Other Educ. and Training	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	
\$ 111	\$ 951	\$ (840)	-88%	Maint. & Repair	\$ 4,049	\$ 8,000	\$ (3,951)	-49%	\$ 24,658	\$ 12,000	\$ 7,951	
\$ -	\$ -	\$ -	N/A	Vehicle Maint/Repair	\$ -	\$ -	\$ -	N/A	\$ 5,282	\$ -	\$ -	
\$ 61	\$ -	\$ 61	N/A	Vehicle Fuel	\$ 1,369	\$ -	\$ 1,369	N/A	\$ 10,692	\$ -	\$ (1,369)	
\$ 50	\$ 951	\$ (901)	-95%	Facility Maintenance/Repair	\$ 2,429	\$ 8,000	\$ (5,571)	-70%	\$ 7,725	\$ 12,000	\$ 9,571	
\$ -	\$ -	\$ -	N/A	Other Maintenance and Repair	\$ 252	\$ -	\$ 252	N/A	\$ 960	\$ -	\$ (252)	
\$ 299	\$ 40	\$ 259	648%	Non-Consumables (Equipment)	\$ 299	\$ 333	\$ (34)	-10%	\$ 1,521	\$ 500	\$ 201	
\$ 32,994	\$ 41,678	\$ (8,684)	-21%	TOTAL BEFORE DEPRECIATION	\$ 272,162	\$ 340,637	\$ (68,475)	-20%	\$ 587,735	\$ 511,121	\$ 238,959	
\$ 2,831	\$ 2,821	\$ 10	0%	Depreciation	\$ 24,252	\$ 23,731	\$ 521	2%	\$ 26,947	\$ 35,597	\$ 11,345	
\$ 35,825	\$ 44,499	\$ (8,674)	-19%	TOTAL EXPENSES	\$ 296,414	\$ 364,368	\$ (67,954)	-19%	\$ 614,682	\$ 546,718	\$ 250,304	
RESTRICTIONS												
\$ -	\$ -	\$ -	N/A	Direct Boat Costs of the Period & Other (Gains)/Losses	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	
\$ 2,712	\$ (3,535)	\$ 6,247	177%	INC(DEC) IN NET ASSETS W/O DONOR RESTRICTIONS	\$ (80,399)	\$ (19,704)	\$ (60,695)	-308%	\$ (73,012)	\$ (29,722)	\$ 50,677	
\$ 10	\$ -	\$ 10	N/A	DONOR Restricted Activity	\$ 5,854	\$ -	\$ 5,854	N/A	\$ 12,247	\$ -	\$ (5,854)	
\$ -	\$ -	\$ -	N/A	Net Assets Released (W/O Donor Rest.)	\$ 250	\$ -	\$ 250	N/A	\$ 7,319	\$ -	\$ (250)	
\$ -	\$ -	\$ -	N/A	Net Assets Released (W/ Donor Rest.)	\$ (250)	\$ -	\$ (250)	N/A	\$ (7,319)	\$ -	\$ (250)	
\$ 2,722	\$ (3,535)	\$ 6,257	177%	TOTAL INC(DEC) IN NET ASSETS	\$ (74,545)	\$ (19,704)	\$ (54,841)	-278%	\$ (60,765)	\$ (29,722)	\$ 44,823	

YEAR TO DATE CHANGE IN NET ASSETS BY FUNDING SOURCE:											
Probation/ Primary Funding	Family Centric	Gender Specific	Conditional Release		Medicaid	FL Wraparound	DOL FF2	DOL FF3	FL DOE	VOC Anonymous	FL AJP
700	720	725	730		740	741	750	751	752	754	755
\$ (47,826)	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	\$ -	\$ (71)	\$ -	\$ (1,396)
AmeriCorps	YouthBuild	School Board	Credit Recovery		Other Funding Source	Fundraising/ Unfunded	Other	TOTAL NET ASSET CHG	NOT ALLOCATED		
\$ 756	757	760	765		779	770	000				
\$ -	\$ -	\$ -	\$ -		\$ 13,648	\$ (24,293)	\$ -	\$ (59,938)	\$ (14,607)		

AMIkids Escambia Boys Base, Inc.

Statement of Financial Position

As of

February 29, 2020

	2/29/2020	6/30/2019	2/28/2019
Assets			
Cash and Short-Term Investments	\$ 210,860	\$ 151,071	\$ 47,960
Accounts Receivable Third Party Including Advances	\$ 14,542	\$ 19,109	\$ 79,172
Accounts Receivable Intercompany	\$ 142,033	\$ 174,297	\$ 156,344
Notes Receivable Third Party	\$ -	\$ -	\$ -
Notes Receivable Intercompany	\$ -	\$ -	\$ -
Inventory	\$ -	\$ -	\$ -
Prepaid Expense and Other Assets	\$ 37,738	\$ 46,524	\$ 26,067
Contributions Receivable	\$ -	\$ -	\$ -
Cash Held For Long Term Purposes	\$ -	\$ -	\$ -
Fixed Assets (Less Accum Depreciation)	\$ 4,364	\$ 3,777	\$ 4,612
Long Term Investments	\$ -	\$ -	\$ -
Total Assets	\$ 409,537	\$ 394,778	\$ 314,155
Liabilities			
Trade Payables Third Party	\$ (207)	\$ 21,723	\$ 10,160
Trade Payables Intercompany	\$ 35,469	\$ 19,368	\$ 32,953
Other Accounts Payable	\$ -	\$ -	\$ -
Tax Withholding	\$ 10,581	\$ 11,779	\$ 9,856
Accrued Payables	\$ 110,498	\$ 87,466	\$ 72,648
Security Deposit	\$ -	\$ -	\$ -
Deferred Revenue	\$ -	\$ -	\$ -
Notes Payable Third Party	\$ -	\$ -	\$ -
Notes Payable Intercompany	\$ -	\$ -	\$ -
Total Liabilities	\$ 156,341	\$ 140,336	\$ 125,617
Net Assets			
Prior Year-End Net Assets	\$ 254,442	\$ 184,902	\$ 184,902
YTD Net Asset Increase (Decrease)			
Without Donor Restrictions	\$ (1,246)	\$ 67,251	\$ 1,348
With Donor Restrictions	\$ -	\$ 2,289	\$ 2,289
Total YTD Net Asset Inc (Dec)	\$ (1,246)	\$ 69,540	\$ 3,637
Total Net Assets	\$ 253,196	\$ 254,442	\$ 188,539
Total Liabilities and Net Assets	\$ 409,537	\$ 394,778	\$ 314,156

AMikids Escambia Boys Base, Inc.

Statement of Activities

For The Period Ending

February 29, 2020

February				REVENUE				YTD				YTD Last		Annual		Remaining		
Actual	Budget	Variance	% Variance	YTD Actual	YTD Budget	Variance	% Variance	Year	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	
\$ 621	\$ 4,741	\$ (4,120)	-87%					\$ 5,492	\$ 39,891	\$ (34,399)	-86%	\$ 40,520	\$ 59,837	\$ 54,345				
\$ 142,033	\$ 164,010	\$ (21,977)	-13%	Federal				\$ 1,344,748	\$ 1,379,945	\$ (35,197)	-3%	\$ 1,378,940	\$ 2,069,918	\$ 725,170				
\$ -	\$ -	\$ -	N/A	State				\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -				
\$ 20	\$ -	\$ 20	N/A	Regional				\$ 352	\$ -	\$ 352	N/A	\$ 418	\$ -	\$ (352)				
\$ -	\$ -	\$ -	N/A	Contributions without Donor Restrictions				\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -				
\$ -	\$ -	\$ -	N/A	Other Revenue				\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -				
\$ 142,674	\$ 168,751	\$ (26,077)	-15%	TOTAL REVENUE				\$ 1,350,592	\$ 1,419,836	\$ (69,244)	-5%	\$ 1,419,878	\$ 2,129,755	\$ 779,163				
				DISTRIBUTION & COST OF SALES														
\$ -	\$ -	\$ -	N/A					\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -				
				EXPENSES														
\$ 100,961	\$ 101,471	\$ (510)	-1%	Compensation				\$ 852,035	\$ 828,832	\$ 23,203	3%	\$ 863,055	\$ 1,251,490	\$ 399,455				
\$ 100,461	\$ 98,735	\$ 1,726	2%	Salary, Reimbursed Comp, Temp Svc				\$ 829,746	\$ 805,812	\$ 23,934	3%	\$ 842,912	\$ 1,200,693	\$ 370,947				
\$ 500	\$ 2,736	\$ (2,236)	-82%	Stipend, Incentive, YEPP				\$ 22,289	\$ 23,020	\$ (731)	-3%	\$ 20,143	\$ 50,796	\$ 28,507				
\$ 31,443	\$ 28,665	\$ 2,778	10%	Employee Benefits and Payroll Taxes				\$ 192,870	\$ 226,818	\$ (33,948)	-15%	\$ 214,136	\$ 342,674	\$ 149,804				
\$ 803	\$ 1,518	\$ (715)	-47%	Travel and Training				\$ 13,580	\$ 12,770	\$ 810	6%	\$ 21,958	\$ 19,155	\$ 5,575				
\$ -	\$ 190	\$ (190)	-100%	Staff Travel				\$ 1,221	\$ 1,600	\$ (379)	-24%	\$ 532	\$ 2,400	\$ 1,179				
\$ 803	\$ 1,328	\$ (525)	-40%	Staff Training				\$ 12,359	\$ 11,170	\$ 1,189	11%	\$ 21,426	\$ 16,755	\$ 4,396				
\$ 395	\$ 180	\$ 215	119%	Other Personnel				\$ 5,124	\$ 1,518	\$ 3,606	238%	\$ 2,589	\$ 2,277	\$ (2,847)				
\$ 9,404	\$ 8,952	\$ 452	5%	Occupancy and Administrative				\$ 70,670	\$ 75,320	\$ (4,650)	-6%	\$ 70,582	\$ 112,980	\$ 42,310				
\$ -	\$ 5	\$ (5)	-100%	Meetings				\$ -	\$ 38	\$ (38)	-100%	\$ 33	\$ 57	\$ 57				
\$ -	\$ 475	\$ (475)	-100%	Books/Publications/Memberships				\$ 525	\$ 4,000	\$ (3,475)	-87%	\$ -	\$ 6,000	\$ 5,475				
\$ 8,564	\$ 7,308	\$ 1,256	17%	Rent and Utilities				\$ 60,382	\$ 61,491	\$ (1,109)	-2%	\$ 61,241	\$ 92,236	\$ 31,854				
\$ 394	\$ -	\$ 394	N/A	Taxes/Licenses/Registrations				\$ 2,997	\$ -	\$ 2,997	N/A	\$ 29	\$ -	\$ (2,997)				
\$ 11	\$ 83	\$ (72)	-87%	Penalties and Bank Charges				\$ 511	\$ 697	\$ (186)	-27%	\$ 713	\$ 1,045	\$ 534				
\$ 436	\$ 1,074	\$ (638)	-59%	Office Supplies/Postage				\$ 6,254	\$ 9,034	\$ (2,780)	-31%	\$ 8,513	\$ 13,552	\$ 7,298				
\$ -	\$ 7	\$ (7)	-100%	Promotional/Comm Dept				\$ -	\$ 60	\$ (60)	-100%	\$ 52	\$ 90	\$ 90				
\$ -	\$ -	\$ -	N/A	Special Event				\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -				
\$ 5,870	\$ 6,271	\$ (401)	-6%	Insurance				\$ 38,023	\$ 52,766	\$ (14,743)	-28%	\$ 34,946	\$ 79,149	\$ 41,126				
\$ -	\$ 162	\$ (162)	-100%	Professional Fees				\$ -	\$ 1,367	\$ (1,367)	-100%	\$ -	\$ 2,050	\$ 2,050				
\$ 1,726	\$ 1,749	\$ (23)	-1%	AMikids Direct/Indirect Mgmt Fees				\$ 15,058	\$ 14,712	\$ 346	2%	\$ 15,142	\$ 22,068	\$ 7,010				
\$ -	\$ -	\$ -	N/A	Interest				\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -				
\$ 14,423	\$ 20,015	\$ (5,592)	-28%	Student Care				\$ 118,215	\$ 168,398	\$ (50,183)	-30%	\$ 154,629	\$ 252,597	\$ 134,382				
\$ 7,914	\$ 10,799	\$ (2,885)	-27%	Food/Meal				\$ 81,064	\$ 90,861	\$ (9,797)	-11%	\$ 89,202	\$ 136,291	\$ 55,227				
\$ 4,163	\$ 6,652	\$ (2,489)	-37%	Healthcare Services/Supplies				\$ 11,328	\$ 55,965	\$ (44,637)	-80%	\$ 59,636	\$ 83,947	\$ 72,619				
\$ 2,347	\$ 2,564	\$ (217)	-8%	Other Student Care				\$ 25,823	\$ 21,573	\$ 4,250	20%	\$ 5,791	\$ 32,359	\$ 6,536				
\$ 299	\$ 708	\$ (409)	-58%	Education and Training				\$ 11,410	\$ 8,458	\$ 2,952	35%	\$ 4,574	\$ 13,936	\$ 2,526				
\$ 167	\$ -	\$ 167	N/A	Student Trip				\$ 579	\$ 2,500	\$ (1,921)	-77%	\$ -	\$ 5,000	\$ 4,421				
\$ 61	\$ 117	\$ (56)	-48%	Academic and Vocational				\$ 7,080	\$ 981	\$ 6,099	622%	\$ 577	\$ 1,472	\$ (5,608)				
\$ 71	\$ 515	\$ (444)	-86%	Student Award/Incentive				\$ 3,413	\$ 4,333	\$ (920)	-21%	\$ 3,434	\$ 6,500	\$ 3,087				
\$ -	\$ 76	\$ (76)	-100%	Other Educ. and Training				\$ 338	\$ 643	\$ (305)	-47%	\$ 563	\$ 965	\$ 627				
\$ 2,857	\$ 3,420	\$ (563)	-16%	Maint. & Repair				\$ 30,514	\$ 28,778	\$ 1,736	6%	\$ 30,855	\$ 43,167	\$ 12,653				
\$ 514	\$ 158	\$ 356	225%	Vehicle Maint/Repair				\$ 4,038	\$ 1,333	\$ 2,705	203%	\$ 7,776	\$ 2,000	\$ (2,038)				
\$ 400	\$ 792	\$ (392)	-49%	Vehicle Fuel				\$ 2,772	\$ 6,667	\$ (3,895)	-58%	\$ 3,039	\$ 10,000	\$ 7,228				
\$ 1,823	\$ 2,211	\$ (388)	-18%	Facility Maintenance/Repair				\$ 22,432	\$ 18,606	\$ 3,826	21%	\$ 17,964	\$ 27,910	\$ 5,478				
\$ 120	\$ 258	\$ (138)	-53%	Other Maintenance and Repair				\$ 1,272	\$ 2,171	\$ (899)	-41%	\$ 2,076	\$ 3,257	\$ 1,985				
\$ 315	\$ 260	\$ 55	21%	Non-Consumables (Equipment)				\$ 3,276	\$ 2,190	\$ 1,086	50%	\$ 2,132	\$ 3,285	\$ 9				
\$ 168,496	\$ 173,371	\$ (4,875)	-3%	TOTAL BEFORE DEPRECIATION				\$ 1,350,775	\$ 1,421,927	\$ (71,152)	-5%	\$ 1,414,598	\$ 2,144,828	\$ 794,053				
\$ 142	\$ 268	\$ (126)	-47%	Depreciation				\$ 1,062	\$ 2,252	\$ (1,190)	-53%	\$ 1,642	\$ 3,378	\$ 2,316				
\$ 168,638	\$ 173,639	\$ (5,001)	-3%	TOTAL EXPENSES				\$ 1,351,837	\$ 1,424,179	\$ (72,342)	-5%	\$ 1,416,240	\$ 2,148,206	\$ 796,369				
\$ -	\$ -	\$ -	N/A	Direct Boat Costs of the Period & Other (Gains)/Losses				\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -				
\$ (25,964)	\$ (4,888)	\$ (21,076)	-431%	INC(DEC) IN NET ASSETS W/O DONOR RESTRICTIONS				\$ (1,245)	\$ (4,343)	\$ 3,098	71%	\$ 3,638	\$ (18,451)	\$ (17,206)				
\$ -	\$ -	\$ -	N/A	DONOR Restricted Activity				\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -				
\$ -	\$ -	\$ -	N/A	Net Assets Released (W/O Donor Rest.)				\$ -	\$ -	\$ -	N/A	\$ 1,024	\$ -	\$ -				
\$ -	\$ -	\$ -	N/A	Net Assets Released (W/ Donor Rest.)				\$ -	\$ -	\$ -	N/A	\$ (1,024)	\$ -	\$ -				
\$ (25,964)	\$ (4,888)	\$ (21,076)	-431%	TOTAL INC(DEC) IN NET ASSETS				\$ (1,245)	\$ (4,343)	\$ 3,098	71%	\$ 3,638	\$ (18,451)	\$ (17,206)				

YEAR TO DATE CHANGE IN NET ASSETS BY FUNDING SOURCE:													
Probation/ Primary Funding	Family Centric	Gender Specific	Conditional Release	Medicaid		FL Wraparound		DOL FF2		VOC Anonymous			
				740	741	741	740	751	754	754	755		
\$ 700	\$ 720	\$ 725	\$ 730	\$ 740	\$ 741	\$ 740	\$ 741	\$ 750	\$ 751	\$ 752	\$ 754		
\$ 6,339	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
AmeriCorps	YouthBuild	School Board	Credit Recovery	Other Funding Source		Fundraising/ Unfunded		Other		TOTAL NET ASSET CHG		NOT ALLOCATED	
\$ 756	\$ 757	\$ 760	\$ 765	\$ 779	\$ 770	\$ 779	\$ 770	\$ 000	\$ 000	\$ 000	\$ 000	\$ 000	\$ 000
\$ -	\$ -	\$ (30)	\$ -	\$ (5,824)	\$ (1,731)	\$ -	\$ -	\$ -	\$ (1,246)	\$ 1	\$ -	\$ -	\$ -

AMIkids Pensacola, Inc.

FINANCIAL STATEMENTS

June 30, 2019

(With comparative financial information for 2018)



CRI CARR
RIGGS &
INGRAM

CPAs and Advisors

CRIcpa.com



AMikids Pensacola, Inc.
Table of Contents
June 30, 2019
With comparative information for 2018

TAB: REPORT

Independent Auditors' Report	1
------------------------------	---

TAB: FINANCIAL STATEMENTS

Statement of Financial Position	3
---------------------------------	---

Statement of Activities	4
-------------------------	---

Statement of Functional Expenses	5
----------------------------------	---

Statement of Cash Flows	6
-------------------------	---

Notes to Financial Statements	7
-------------------------------	---

Independent Auditors' Report on Internal Control Over Financial Reporting And on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with <i>Government Auditing Standards</i>	16
---	----



REPORT



INDEPENDENT AUDITORS' REPORT

The Board of Trustees
AMIkids Pensacola, Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of AMIkids Pensacola, Inc. (the "Institute"), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of AMIkids Pensacola, Inc. as of June 30, 2019, and the changes in its net assets and its functional expenses and cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matter

Adoption of New Accounting Pronouncement

As described in Note 2 to the financial statements, in the 2019 financial statements the Institute adopted *Accounting Standards Update (ASU) 2016-14: Not-For-Profit Entities, (Topic 958)*; this new standard requires changes to be made in how net assets are classified based on donor restriction and has added multiple new disclosures. Our opinion is not modified with respect to this matter.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated October 1, 2019 on our consideration of AMIkids Pensacola, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering AMIkids Pensacola, Inc.'s internal control over financial reporting and compliance.

Report on Summarized Comparative Information

We have previously audited the AMIkids Pensacola, Inc.'s 2018 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated September 17, 2018. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2018 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Carr, Riggs & Ingram, L.L.C.

CARR, RIGGS & INGRAM, LLC

Tampa, Florida
October 1, 2019



FINANCIAL STATEMENTS

AMIkids Pensacola, Inc.
Statement of Financial Position
June 30, 2019
With comparative financial information for 2018

	2019	2018
Assets		
Cash and cash equivalents	\$ 203,667	\$ 112,446
Accounts receivable:		
Funding agencies	17,066	28,502
Other	2,069	5,596
Due from AMIkids and affiliated institutes	241,332	255,556
Prepaid expenses and other	81,436	77,328
Property and equipment, net	287,871	325,597
Total assets	\$ 833,441	\$ 805,025
Liabilities and Net Assets		
Liabilities:		
Accounts payable	\$ 44,502	\$ 60,385
Accrued expenses	133,339	106,673
Due to AMIkids and affiliated institutes	257,469	227,196
Notes payable	119,388	122,061
Total liabilities	554,698	516,315
Net Assets:		
Without donor restrictions	237,645	256,625
With donor restrictions	41,098	32,085
Total net assets	278,743	288,710
Total liabilities and net assets	\$ 833,441	\$ 805,025

The accompanying notes are an integral part of these financial statements.

AMikids Pensacola, Inc.
Statement of Activities
June 30, 2019

With comparative financial information for 2018

	Without Donor Restrictions	With Donor Restrictions	Totals	
			2019	2018
Public support and revenue:				
Public support:				
State grants	\$ 2,772,474	\$ -	\$ 2,772,474	\$ 2,562,416
Federal support	107,088	-	107,088	289,137
Regional revenue	21,173	-	21,173	21,000
Contributions	47,713	17,172	64,885	69,332
Total public support	2,948,448	17,172	2,965,620	2,941,885
Revenue				
Investment income	8	183	191	115
Other	15,600	-	15,600	-
Total revenue	15,608	183	15,791	115
Net assets released from restrictions	8,342	(8,342)	-	-
Total public support and revenue	2,972,398	9,013	2,981,411	2,942,000
Expenses:				
Program services	2,948,447	-	2,948,447	2,982,253
Management and general	42,931	-	42,931	34,815
Total expenses	2,991,378	-	2,991,378	3,017,068
Change in net assets	(18,980)	9,013	(9,967)	(75,068)
Net assets, beginning of year	256,625	32,085	288,710	363,778
Net assets, end of year	\$ 237,645	\$ 41,098	\$ 278,743	\$ 288,710

The accompanying notes are an integral part of these financial statements.

AMikids Pensacola, Inc.
Statement of Functional Expenses
June 30, 2019
With comparative financial information for 2018

	Program Services	Management and General	Totals	
			2019	2018
Salaries	\$ 1,721,896	\$ -	\$ 1,721,896	\$ 1,751,709
Employee benefits and payroll taxes	416,431	-	416,431	416,749
Other staff expenses	8,661	-	8,661	10,296
Travel	5,043	-	5,043	5,290
Conferences and training	43,302	83	43,385	43,667
Office and other supplies	26,997	22,361	49,358	56,283
Rent and utilities	110,805	2,443	113,248	100,511
Insurance	131,826	7,164	138,990	122,426
Professional fees	48,055	5,544	53,599	75,151
Management fee	65,802	1,337	67,139	52,646
Student supplies and training	222,451	-	222,451	224,332
Community development	1,329	112	1,441	343
Equipment and maintenance	90,999	3,887	94,886	106,290
Interest	11,962	-	11,962	9,740
Depreciation	42,888	-	42,888	41,635
Total expense	\$ 2,948,447	\$ 42,931	\$ 2,991,378	\$ 3,017,068

The accompanying notes are an integral part of these financial statements.

AMIkids Pensacola, Inc.
Statement of Cash Flows
June 30, 2019

With comparative information for 2018

	2019	2018
Cash flows from operating activities:		
Change in net assets	\$ (9,967)	\$ (75,068)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	42,888	41,635
(Increase) decrease in:		
Accounts receivable	14,963	5,834
Prepaid expenses and other	(4,108)	534
Due from AMIkids and affiliated institutes	14,224	(14,508)
Increase (decrease) in:		
Accounts payable	(15,883)	(5,813)
Accrued expenses	26,666	9,828
Due to AMIkids and affiliated institutes	17,600	159
Net cash and cash equivalents provided by (used in) operating activities	86,383	(37,399)
Cash flows from investing activities:		
Purchases of property and equipment	(5,162)	(33,139)
Net cash and cash equivalents provided by (used in) investing activities	(5,162)	(33,139)
Cash flows from financing activities:		
Proceeds from new borrowings from affiliates	20,000	-
Payments on affiliate notes payable	(7,327)	(17,676)
Proceeds from new borrowings on third party notes payable	130,000	51,031
Payments on third party notes payable	(132,673)	(24,411)
Net cash and cash equivalents provided by (used in) financing activities	10,000	8,944
Net increase (decrease) in cash and cash equivalents	91,221	(61,594)
Cash and cash equivalents at beginning of year	112,446	174,040
Cash and cash equivalents at end of year	\$ 203,667	\$ 112,446
Cash paid for interest	\$ 11,962	\$ 9,740

The accompanying notes are an integral part of these financial statements.

NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

AMIkids Pensacola, Inc. (the “Institute”), a non-profit corporation, is engaged in the rehabilitation of delinquent youth by providing education, treatment and behaviour modification as components of the AMIkids Personal Growth Model[®]. These services are performed by the Institute, which is one of over forty affiliated, but independently governed member programs and schools located in Alabama, Florida, Georgia, Louisiana, Missouri, New Mexico, North Carolina, South Carolina, Texas and Virginia. The Institute’s educational component is accredited by AdvancED[®], a global accrediting agency dedicated to advancing excellence in schools, universities, and educational agencies. AMIkids, Inc. (“AMIkids”) is the sole member of the Institute. AMIkids is located in Florida and executes the contracts, collects funds, coordinates the operations and manages the record keeping of these member Programs and schools through a subcontract agreement between AMIkids and the Institute. The Institute’s operating funds are primarily generated from state contracts, local funds and contributions. Continued operation of the Institute’s rehabilitation program is dependent on continued funding from AMIkids’ federal and state contracts and local agencies as well as financial and other support from AMIkids.

Use of Estimates

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results may differ from such estimates and such differences could be material.

Basis of Presentation

The accompanying financial statements are presented on the accrual basis of accounting. Assets are presented in the accompanying statement of financial position according to their nearness of conversion to cash, and liabilities according to the nearness of their maturity and resulting use of cash.

Net Assets Without Donor Restriction: Include net assets that are not subject to donor-imposed stipulations and net assets that have been designated for a specific purpose by the Board of Directors.

Net Assets With Donor Restrictions: Include gifts for which donor-imposed restrictions due to time or purpose have not yet been met and gifts that require, by donor restriction, that the corpus be invested in perpetuity and only the income be made available for program operations in accordance with donor restrictions, as applicable.

NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Cash and Cash Equivalents

Cash and cash equivalents represent cash and short-term, highly liquid investments with original maturities of three months or less.

Cash is maintained in bank deposit accounts, which at times may exceed federally insured limits. The Institute believes it is not exposed to any significant credit risk in these accounts.

Accounts Receivable

Accounts receivable consists primarily of receivables from federal and state agencies. The Institute reviews outstanding receivables for collectability based on historical payment history from the payer and any known circumstances casting doubt over the collectability of accounts and reserves for amounts considered to be uncollectible. The Institute considers its accounts receivable to be fully collectible and therefore, has not recorded an allowance for doubtful accounts. Amounts becoming uncollectible will be charged against the allowance for doubtful accounts when that determination is made.

Property and Equipment

Property and equipment are stated at cost, if purchased or at estimated fair value at date of receipt if donated. Property and equipment transferred to the Institute by a funding agency are stated at estimated fair value at date of transfer. Property transferred or acquired with grant funds may revert to the funding agency should the Institute no longer provide the rehabilitation services required by the contract. At the time property is retired, or otherwise disposed of, the asset and related accumulated depreciation are removed from the accounts and any resulting gain or loss is included in earnings. Repairs and maintenance are expensed when incurred. Depreciation is calculated using the straight-line method over the following estimated useful lives of the assets:

Buildings and improvements	5-20 years
Furniture, fixtures and equipment	3-5 years
Motor vehicles	3-5 years

Impairment of Long-Lived Assets

The Institute reviews all long-lived assets, which consist primarily of property and equipment, for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to future net undiscounted cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the discounted cash flows.

NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Public Support and Revenue

Public support is primarily from AMIkids's contracts with various state agencies. Contracts with state agencies generally provide funding based on client service days. Other public support represents amounts received from federal and local sources, including contributions.

A significant portion of AMIkids's and the Institute's grants and contracts are exchange transactions in which each party receives and sacrifices commensurate value. Funds from these exchange transactions are not considered contributions and, as such, are deemed to be earned and reported as revenue when such funds have been expended towards the designated purpose. Funds from exchange transactions received in advance of revenue recognition are recorded as deferred revenue.

Contributions received and unconditional promises to give are measured at their fair values and are reported as increases in net assets. The Institute reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets, or if they are designated as support for future periods. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restriction are reclassified to net assets without donor restriction and reported in the statement of activities as net assets released from restrictions.

Donated Services

Amounts are reported in the financial statements for voluntary donations of services when those services create or enhance non-financial assets or require specialized skills provided by the individuals possessing those skills and would be typically purchased if not provided by donation. For the years ended June 30, 2019 and 2018, donated services were not material to the financial statements.

Functional Allocation of Expenses

The costs of providing the various services have been summarized on a functional basis between program services and supporting services. Certain costs have been allocated among program services and supporting services. Salaries are allocated based on the time and effort expended between program and supporting services. Rent and utilities and equipment and maintenance costs are allocated based on the ratio allocation of salaries between program and management and general.

NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Income Taxes

AMikids Pensacola, Inc. is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code.

Management has evaluated the Institute's tax positions and concluded that the Institute has taken no uncertain tax positions that require adjustment or disclosure to the financial statements to comply with the provision of the accounting guidance for income taxes. The Institute is subject to audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress.

Summarized Financial Information for 2018

The financial information for the year ended June 30, 2018 is presented for comparative purposes and is not intended to be a complete presentation. Certain items relating to revenue, other contributions and expenses other than salary, insurance and depreciation have been reclassified in the 2018 financial statements to agree to the current presentation. There was no impact on total revenue or total expenses.

NOTE 2: COMPARATIVE FINANCIAL INFORMATION

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Institute's financial statements for the year ended June 30, 2018, from which the summarized information was derived.

In August 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*. The Institute has adjusted the presentation of its financial statements accordingly, applying the changes retrospectively to the comparative period presented.

The new standard changes the following aspects of the Institute's financial statements:

- The temporarily restricted and permanently restricted net asset classes have been combined into a single net asset class called net assets with donor restrictions.
- The unrestricted net asset class has been renamed net assets without donor restrictions.
- The footnotes no longer require components of investment income to be disclosed.
- The financial statements include a new disclosure about liquidity and availability of resources (Note 6).
- The financial statements include a new disclosure related to functional allocation of expenses.

AMikids Pensacola, Inc.
Notes to Financial Statements

NOTE 2: COMPARATIVE FINANCIAL INFORMATION (Continued)

The changes have the following effect on net assets at June 30, 2018:

Net Asset Class	As Originally Presented	After Adoption of ASU 2016-14
Unrestricted net assets	\$ 256,625	\$ -
Temporarily restricted net assets	32,085	-
Net assets without donor restrictions	-	256,625
Net assets with donor restrictions	-	32,085
Total net assets	\$ 288,710	\$ 288,710

NOTE 3: PROPERTY AND EQUIPMENT

Property and equipment at June 30, 2019 and 2018 consists of:

	2019	2018
Land and permanent site improvements	\$ 44,000	\$ 44,000
Buildings and improvements	577,091	577,091
Furniture, fixtures and equipment	177,803	172,641
Motor vehicles	120,089	120,089
	918,983	913,821
Less accumulated depreciation	(631,112)	(588,224)
Property and equipment, net	\$ 287,871	\$ 325,597

NOTE 4: NOTES PAYABLE

Notes payable at June 30, 2019 and 2018 consists of:

	2019	2018
Mortgage payable to board member, monthly installments of \$966, including interest at 3%, refinanced during 2019	\$ -	\$ 63,553
Note payable with no monthly payments or interest (Jessie Rigby) refinanced during 2019	-	58,508
Mortgage payable in monthly installments of \$1,225 including interest at 2.5%, due July 2028, collateralized by land and buildings, with carrying value of approximately \$262,000.	119,388	-
	\$ 119,388	\$ 122,061

AMikids Pensacola, Inc.
Notes to Financial Statements

NOTE 4: NOTES PAYABLE (Continued)

Annual maturities of notes payable are as follows:

Year ended June 30,		
2020	\$	11,857
2021		12,156
2022		12,464
2023		12,779
2024		12,806
Thereafter		57,326
	\$	119,388

NOTE 5: NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions at June 30 are available for the following purposes:

	2019	2018
Education/scholarship	\$ 12,848	\$ 16,840
Building/equipment	10,814	12,568
Experiential activities	5,050	-
Other	12,386	2,677
	\$ 41,098	\$ 32,085

Net assets were released from donor restrictions during 2019 and 2018 by occurrence of events specified by donors as follows:

	2019	2018
Education/scholarship	\$ 4,676	\$ 2,292
Building/ equipment	1,754	6,545
Experiential services	-	18,526
Behavior interventionist and other	1,912	10,644
	\$ 8,342	\$ 38,007

AMIkids Pensacola, Inc.
Notes to Financial Statements

NOTE 6: LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Institute's financial assets available within one year of the statement of financial position date for general expenditures are as follows:

As of June 30,	2019
Cash and cash equivalents	\$ 203,667
Accounts receivable	260,467
Total	464,134
 Less: Amounts unavailable for general expenditures within one year, due to:	
Restricted by donors with purpose restrictions	(41,098)
Financial assets available within one year to meet cash needs for general expenditures within one year	 \$ 423,036

The Institute prepares an annual budget that is approved by the Board of Directors for the upcoming year. The annual budget includes projected revenue based on current grants, contracts and contributions. Internally prepared financial statements comparing budget to actual results are reviewed by management on a monthly basis and cash flow is monitored daily.

Generally the Institute will have advance notice of grants and contracts terminating and will manage the reductions in cash flow by reducing expenditures and where necessary, by reducing staffing levels.

As part of the Institute liquidity management, financial assets are structured to be available as general expenditures, liabilities and other obligations come due. To help manage unanticipated liquidity needs, the Institute has available intercompany short-term notes payable, which it could draw upon. The amount available would be sufficient to cover any deficit in available financial assets below general expenditures within the next fiscal year.

NOTE 7: RELATED PARTY TRANSACTIONS

As stated in Note 1, AMIkids executes the contracts, collects funds, coordinates the operations and manages the record keeping of the Institute and remits these funds to the Institute on a monthly basis in accordance with the subcontract agreement. For providing these and other services, AMIkids was paid \$67,140 and \$52,646 in fiscal 2019 and 2018, respectively, which was recorded as management fee and other expense included in program services and management and general in the accompanying statement of functional expenses. In addition, AMIkids retained \$288,488 and \$290,268 from state contracts in fiscal 2019 and 2018, respectively, which are not included in the accompanying financial statements. Amounts to be retained are determined by AMIkids management.

AMIkids Pensacola, Inc.
Notes to Financial Statements

NOTE 7: RELATED PARTY TRANSACTIONS (Continued)

Due from AMIkids and affiliated Institutes at June 30, 2019 and 2018 consists of:

	2019	2018
Affiliate trade receivables	\$ 241,332	\$ 255,556

The Institute periodically enters into transactions with AMIkids and affiliated Institutes for intercompany billings of common costs and services received or rendered. The Institute may also enter into other financing transactions with AMIkids. Except as noted below, these amounts are non-interest bearing and have no maturity date or collateral.

Due to AMIkids and affiliated Institutes at June 30, 2019 and 2018 consists of:

	2019	2018
Affiliate trade payables	\$ 59,733	\$ 42,133
Notes payable to AMIkids, due January 2020 interest charges accruing at 4.9% per annum; unsecured	197,736	185,063
	\$ 257,469	\$ 227,196

NOTE 8: PENSION PLAN

AMIkids maintains a noncontributory defined contribution money purchase pension plan covering all full-time employees who have completed two years of service and have attained the age of 20 ½ years. Contributions to the Plan are based on a percentage of each employee's compensation for the year. The pension expense for the years ended June 30, 2019 and 2018 totaled \$52,904 and \$48,618 respectively.

NOTE 9: CONTINGENCIES

A substantial portion of AMIkids's and the Institute's public support is derived from programs supported by various funding agencies. Under the terms of the agreements with these funding agencies, AMIkids's and the Institute's financial records are subject to audit by the appropriate governmental authorities. Depending upon the results of these audits, if any, funds may be required to be refunded to the appropriate funding agency. In the opinion of AMIkids and the Institute's management, no public support funds will be required to be refunded. Accordingly, no provision for such contingency has been made in these financial statements.

NOTE 9: CONTINGENCIES (Continued)

The Institute is subject to various claims and legal proceedings, which arise in the ordinary course of business. The Institute does not believe that these matters will have a material adverse effect on its financial position or operating activities.

The ability of the Institute to continue as a going concern is dependent on the support of AMIkids, Inc. It is the intention of AMIkids, Inc. to continue to support the operations of the Institute and provide working capital as needed to the extent the Institute remains in compliance with its AMIkids, Inc. contract.

NOTE 10: PROGRAMMATIC MODEL CHANGES

Florida Department of Juvenile Justice (FL DJJ) changed its facility-based model to community-based at the expiration of the contract in several circuits in which AMIkids provided services. AMIkids was not awarded the community-based contracts in those circuits. AMIkids Pensacola will continue to operate its residential program and will also operate a re-entry program funded by the Department of Labor.

NOTE 11: SUBSEQUENT EVENTS

The Institute has evaluated events and transactions occurring subsequent to June 30, 2019 as of October 1, 2019 which is the date the financial statements were issued. Subsequent events occurring after October 1, 2019 have not been evaluated by management. No material events have occurred since June 30, 2019 that requires recognition or disclosure in the financial statements.

Independent Auditors Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance With Government Auditing Standards

The Board of Trustees
AMIkids Pensacola, Inc.

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of AMIkids Pensacola, Inc. (the "Institute"), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated October 1, 2019.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Institute's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Institute's internal control. Accordingly, we do not express an opinion on the effectiveness of the Institute's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Institute's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Carr, Riggs & Ingram, L.L.C.

CARR, RIGGS & INGRAM, LLC

Tampa, Florida
October 1, 2019