

**Broward Sheriff's Office**  
2601 West Broward Boulevard  
Fort Lauderdale, FL 33312  
954-831-8900  
[www.sheriff.org](http://www.sheriff.org)



May 19, 2017

Norman Foster, Director  
Office of Management and Budget  
Broward County Governmental Center  
115 South Andrews Avenue, Room 404  
Fort Lauderdale, FL 33301

**Re: LETF Request for Appropriation**

Dear Mr. Foster:

Attached please find the electronic submission of the following requests for appropriation from the Law Enforcement Trust Fund:

**Subject:** Appropriation Request

**User:** Junior Achievement of South Florida

**Amount:** \$50,000.00

Thank you for your prompt review and processing.

Sincerely,



Colonel Tom Harrington  
Department of Administration

TH:ag

cc: Sheriff Scott Israel  
General Counsel, Ron Gunzburger, Office of the General Counsel  
Director, Heather Mitchell, Bureau of Finance  
Comptroller, Catherine A. Moore, Bureau of Finance  
Staff Accountant, Erika Galvan, Bureau of Finance

**Broward Sheriff's Office**  
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May 8, 2017

Board of County Commissioners  
Broward County Governmental Center  
115 South Andrews Avenue.  
Fort Lauderdale, FL 33301

Attn: Honorable Barbara Sharief, Mayor

**Re: Request for Appropriation – Law Enforcement Trust Fund (LETf)  
Junior Achievement of South Florida Inc. (JASF)**

Dear Mayor Sharief and Board Members:

Request is hereby made for the following described appropriation from the Law Enforcement Trust Fund (LETf).

- I. **AMOUNT REQUESTED:** \$50,000.00
- II. **LETf ACCOUNT**         State/Local         Federal/Justice  
        Federal/Treasury
- III. **AMOUNT & TYPE:** \$50,000.00 State/Local
- IV. **USER:**         BSO         Other
- V. **STATUTORY PURPOSE:**
- |   |  |
|---|--|
| <input type="checkbox"/> <u>      </u> Crime prevention             | <input type="checkbox"/> <u>      </u> Drug abuse education/prevention |
| <input type="checkbox"/> <u>      </u> Grant matching funds         | <input type="checkbox"/> <u>      </u> Other law enforcement purpose   |
| <input checked="" type="checkbox"/> <u>      </u> Safe neighborhood | <input type="checkbox"/> <u>      </u> School resource officer         |

**VI. SUMMARY DESCRIPTION:**

The Broward Sheriff's Office supports this LETF request for the Junior Achievement of South Florida, Inc. (JASF). The JA BizTown for Broward County Public School is a bustling simulation that all fifth graders in Broward County Public Schools attend each year, along with private, charter, and home school students. After sixteen hours of classroom curriculum, the program culminates in a hands-on simulation at JA World's JA BizTown, where students apply their learned concepts in a life-like business environment. The Broward Sheriff's Office storefront within JA BizTown focuses on educating students about the Sheriff's Priority Areas; JA staff work with BSO to customize this curriculum to achieve the specific outreach and educational goals of BSO.

**VII. EXHIBITS ATTACHED:**      \_\_\_\_\_ Budget      X\_\_\_\_\_Correspondence

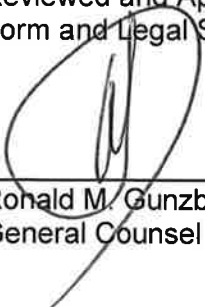
1. JASF Application
2. Budget
3. LETF Request for Funding.

**VIII. CERTIFICATION:**

The undersigned hereby certifies that:

- a. These funds will not be used to meet normal operating expenses of the Broward Sheriff's Office; and
- b. This request complies with the provisions of Section 932.7055, Florida Statutes.

Reviewed and Approved as to  
Form and Legal Sufficiency:

  
\_\_\_\_\_  
Ronald M. Gunzburger  
General Counsel

  
\_\_\_\_\_  
Scott J. Israel  
Sheriff of Broward County



**BROWARD SHERIFF'S OFFICE  
LAW ENFORCEMENT TRUST FUND (LETF)  
REQUEST FOR FUNDING**

**Sheriff Scott Israel**

*The Broward Sheriff's Office has a long standing commitment to the reduction of crime and the implementation of crime and drug prevention initiatives throughout the county. Use of LETF Funds requires approval from the Board of County Commissioners, in accordance with F.S. 932.7055, upon request by the Sheriff. The Statute requires that a portion of the revenues be donated or expended for the support or operation of drug treatment, drug abuse education, drug prevention, crime prevention, safe neighborhood or school resource officer programs in accordance with F.S. 932.7055.*

**Applicant Agency Information**

<b>Applicant Agency Legal Name: Junior Achievement of South Florida</b>	
<b>Main Administrative Address: 1130 Coconut Creek Blvd.</b>	
<b>City &amp; State, Zip Code: Coconut Creek, FL 33066</b>	
<b>Telephone Number: 954-979-7100</b>	
<b>Website: www.jasouthflorida.org</b>	
<b>CEO/Executive Director: Laurie Sallarulo</b>	
<b>Office Phone Number: 954-979-7111</b>	<b>E-mail Address: Laurie@jasouthflorida.org</b>
<b>Applicant Agency Fiscal Year: Beginning (mm/dd): 07/01      Ending (mm/dd): 06/30</b>	

- Organization's Background:** concise description of the Applicant Agency, including its history, years of operation, general mission statement, and primary services provided.

Junior Achievement of South Florida (JASF) inspires and prepares young people throughout Broward and south Palm Beach counties to succeed in a competitive, global economy. Founded in 1959 by the Fort Lauderdale Rotary Club, JASF served 373 high school students that first year. In 1981, JASF expanded into the middle/elementary school classrooms, growing to an average of 17,000 each year. In 2009, with the opening of the JA World Huizenga Center at Broward College, the largest of 36 JA facilities around the world, JASF further expanded its service to 50,000 annually, with the help of 6,500+ JA-trained volunteers. JA provides real world training in financial literacy including budgeting, spending, investing and the use of credit; offers cutting-edge skill-building opportunities that enable young people to explore meaningful, productive careers; teaches students how to start businesses; and introduces entrepreneurial values that strengthen workplaces.

**PROGRAM INFORMATION**

<b>Program Title:</b>	<b>JA BizTown for Broward County Public School Fifth Graders</b>
<b>Name/ Title of Program Contact:</b>	<b>Gina Griffin, Grants Manager</b>
<b>Phone: 954-232-3806 c</b>	<b>Email: Gina@jasouthflorida.org</b>
<b>Program Activity Location</b>	<b>JA World Huizenga Center at Broward College, 1130 Coconut Creek Blvd.</b>
<b>City, State, Zip Code</b>	<b>Coconut Creek, FL 33066</b>

<b>Program is</b>	<input type="checkbox"/> <b>New</b>	<input checked="" type="checkbox"/> <b>Renewal</b>	<b>Total LETF Request:</b>	<b>\$50,000</b>
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**2. Program Summary (1-3 sentences):** Provide an overview of program services.

JA BizTown is a bustling simulation that all fifth grade students in Broward County Public Schools attend each year, along with private, charter and home school students. After sixteen hours of classroom curriculum taught by JA-trained teachers, the program culminates in a hands-on simulation at JA World's JA BizTown, where students apply their learned concepts in a life-like business environment - running the various businesses, earning paychecks, opening and managing bank accounts, taking out and repaying business loans, voting, pricing and advertising goods and services for sale, and more. The Broward Sheriff Office storefront within JA BizTown focuses on educating students about the Sherriff's Priority Areas; JA staff work with members of BSO to customize this curriculum to achieve the specific outreach and educational goals of BSO.

**LETf CATEGORY/STATUTORY REQUIREMENT** (Place an "X" to the left of **one** program area for which you intend to Apply):

<input type="checkbox"/>	<b>1. Crime Prevention</b>
<input checked="" type="checkbox"/>	<b>2. Safe Neighborhood</b>
<input type="checkbox"/>	<b>3. Drug Abuse Education and Prevention</b>

**SHERIFF'S PRIORITY AREA** (Place an "X" to the left of one program area for which you intend to Apply):

<input checked="" type="checkbox"/>	<b>1. Diverting Youth from Criminal Justice System</b>
<input type="checkbox"/>	<b>2. Reducing Gun Violence/Violent Crime</b>
<input type="checkbox"/>	<b>3. Programs that assist the Homeless/Mentally Ill</b>

**3. How do you feel your proposed project addresses the LETf Criteria as well as the Sheriff's Priority Area?**

JA BizTown addresses several of the components listed in the Sheriff's Priority Area of Safe Neighborhoods:

**Leadership Development** - Each and every student in JA BizTown applies for a job and is appointed to a position that is an important part of the simulation day. They have clear responsibilities and goals and work with their fellow students to ensure the day is a success for each business, whether it is a retail business selling products, or the Sherriff's Office educating students on safety, or the health location teaching the students about healthy life choices. These positions empower the students to develop their leadership skills and see a direct connection between their curriculum and using skills in real life.

**Self-sufficiency** - JA BizTown helps prepare young people for the real world by showing them how to generate income and effectively manage it, how to create jobs that make their communities more robust, and how to apply entrepreneurial thinking to the workplace. Students put these lessons into action and learn the value of contributing to their communities.

**Academic Success** – JA BizTown showcases science and math in the real world and ignites a spark in students to have an interest in careers in these fields. Each of the positions has specific job duties that demonstrate the relevancy of math and science. All job responsibilities are enriching and engaging. The students have increased skills in entrepreneurship, workforce readiness, personal finance, business management, and self-presentation; and an increased awareness of the career opportunities awaiting them.

**Productive, Civically Engaged People** – JA BizTown provides opportunities to understand the responsibilities toward becoming the productive, effective, and ethical employees and employers the future is already demanding. This includes voting, donating to charity, and being educated on important safety topics.

**Healthy Lifestyle Choices** – All students in JA BizTown start their day with a Fit-In-A-Minute activity led by a fellow student. They also visit the BizFit storefront to learn about healthy eating habits, the dangers of smoking, and the importance of physical activity. This storefront ties healthy lifestyle choices in with their day to showcase how important health is in a community.

Diverting Youth from Criminal Justice System – Having the Broward Sheriff’s Office storefront in JA BizTown, where every 5th grade student in Broward County visits, is an important step in educating students about BSO and how law enforcement is a significant component to our community. By students taking on their assigned roles (Community Outreach Deputy, Community Service Aide, Deputy, District Chief, Finance Director and Human Resource Specialist) and encouraging their fellow students to follow the rules adds another layer to the messaging these students receive about being law-abiding citizens. The BSO student positions are important leaders in JA BizTown, and students learn about rules and consequences as fines are administered when citizens break any JA BizTown rules.

Students who participate in JA BizTown complete pre- and post-tests to measure their knowledge gain before and after the program. Teachers and volunteers also complete feedback forms so that JA can track their experience to ensure high quality programs:

- Students show a 50% increase in knowledge
- 99% of Teachers want to participate again
- 97% of teachers report the program met or exceeded their expectations
- Volunteers rate their experience 4.9/5

**4. Why is this program needed (What community problem does it address)? What data suggests that this program should be implemented with this population or in this geographical location?**

JA programs address a variety of needs, but specifically related to the Sheriff’s Priority Areas, they have been reported to 1) have a positive impact on high school graduation rates, 2) reduce unemployment by encouraging entrepreneurship and increasing work readiness skills, and 3) enhance academic success. Each of these areas are high needs in Broward County and implementing JA BizTown at the elementary level ensures the proper foundation is laid for students from a young age. JA BizTown meets the needs of a diverse group of students by providing engaging, academically enriching, and experiential lessons. It gives kids a chance to own, manage and grow their own business.

In the spring of 2016 Junior Achievement USA conducted a survey of alumni from across the United States and found the following results:

- Related to educational attainment, 93 percent of JA Alumni graduated high school or have a GED. This is compared to a high school/GED rate of 88 percent of the general U.S. population, using 2015 U.S. Census data. When it comes to higher education, 42 percent of JA Alumni have a four-year degree, compared to 32 percent of the general U.S. population. This means JA Alumni are nearly 30 percent more likely to have a four-year degree. At the same time, 20 percent of JA Alumni have an advanced degree, compared to 12 percent of the U.S. population, meaning JA Alumni are 67 percent more likely to have an advanced degree.
- In terms of perceptions of the U.S. economic system, 75 percent of JA Alumni have a favorable view, compared to only 30 percent of the general population, according to the Pew Research Center 6. When it comes to business ownership, 55 percent of JA Alumni say that the greatest impact Junior Achievement had on their lives was helping them understand how business works. The Global Entrepreneurship Monitor (GEM) reports that 14 percent of Americans are involved in business ownership 7, compared to 34 percent of JA Alumni, meaning JA Alumni are 2 1/2 times, or 143 percent, more likely to be involved in starting a business.
- In terms of perceptions of the U.S. economic system, 75 percent of the US population have a median household income of \$51,939, according to the Federal Reserve 8. In comparison, median household income for JA Alumni is \$62,500, meaning JA Alumni make nearly 20 percent more than the general population. In terms of social mobility, 38 percent of JA Alumni describe their standard of living growing up as “Lower Income” (low to low-middle income) while 23 percent describe it as “Upper Income” (upper to upper-middle income). In comparison, 28 percent of these alumni describe their standard of living today as “Lower Income” – a 10-point drop – and 31 percent describe it as “Upper Income” – an 8-point increase.
- When asked how JA impacted their lives, 36 percent of JA Alumni said JA “Increased My Self-Confidence/Belief in Myself.” It was the second highest choice behind “Gave Me an Idea of How Business Works” at 55 percent. In terms of standard of living, when it comes to JA Alumni who said JA increased their sense of self-belief, the comparison of “Lower Income” between growing up and today drops from 36 percent to 22 percent – a 14-point decline – and “Upper Income” rises from 27 percent growing up to 39 percent today – a 12-point increase.

All of JA's programs include aspects of financial literacy, workforce readiness and entrepreneurship. Specifically, JA BizTown students will:

- Understand citizen rights and responsibilities
- Discover the importance of matching personal skills and abilities to career choices
- Recognize the importance of ethics, teamwork, and decision making in operating a high-quality business
- Understand economic terms
- Identify the difference between for-profit and non-profit businesses
- Learn the characteristics of a well-run business
- Demonstrate the skills needed to maintain a business and a personal checking account
- Learn about bank services and relate them to businesses and consumers
- Determine business advertising, overhead, and operating costs and expenses
- Evaluate business performance and make recommendations on how to improve

Based on comprehensive data, students participating in JA BizTown become more confident in their academic abilities after participating in the program. They indicate a high level of satisfaction with the program overall, rating the program an 8.6 on a 10 point scale, and 95% of students said that they would recommend the program to a friend.

**5. Describe the program in detail and how it will be implemented: (Describe Who, What, Where, and When)**

Please make sure that your response includes program successes or challenges if previously funded, why the agency needs the funding and its impact on the community. All programs must address a specific population and the narrative should indicate the number of clients served, services provided etc.

JA BizTown costs \$85 per student to implement and Junior Achievement is reliant on the generosity of the community to help fund this program so that it can ensure fifth grade students across Broward County participate in this impactful program. JA works diligently to keep costs as low as possible and to engage a variety of funders, including individuals, corporations, foundations and municipalities, to help cover the costs of the program. The Broward Sheriff's Office has generously funded this program since 2011 and Junior Achievement of South Florida has been able to serve 20,000 fifth grade students through JA BizTown each year since then. This relationship has been a wonderful partnership as both organizations have worked together to accomplish important education and outreach goals.

JA BizTown introduces 5<sup>th</sup> grade students to economics and business and prepares them for a lifetime of learning and academic achievement. An experiential learning based, 16-hour in-class curriculum taught by the teacher is followed by a day at JA World Huizenga Center, a true-to-life, interactive simulated community that offers the students a strong understanding of the relevance between what they are taught in school and how it is used in life. The JA BizTown experience culminates with 8-hours of follow-up reinforcement by the teacher upon return to the classroom.

The JA BizTown program, created by teachers and educators, is aligned with national and statewide academic content standards in social studies/economics, mathematics, language arts and career development. Content and methods are regularly assessed to maintain relevancy and state of the art curriculum, simulation and software components.

Teachers are provided with a complete guide including lesson plans, discussion points, tests and answer keys, handouts, transparencies, posters, etc. Extended learning opportunities are also included with the teacher's guide. Curriculum for the classroom utilizes the "learn by doing" philosophy. Lessons are reinforced through activities and projects and tests incorporate real-life situations.

Lessons covered in the classroom prior to the visit to JA World Huizenga Center are:

- Unit 1 – Community and Economy
- Lesson 1: What is a Community?
- Lesson 2: What is an Economy?
- Lesson 3: What is Free Enterprise?
- Lesson 4: Why Do I Pay Taxes?
- Lesson 5: What is Philanthropy?

## Unit 2 – Financial Literacy

Lesson 1: Why Use a Financial Institution?

Lesson 2: How Do I Make a Deposit?

Lesson 3: How Do I Write a Check?

Lesson 4: Why Open a Savings Account?

## Unit 3 – Work-Readiness

Lesson 1: Will I Be Ready for Work?

Lesson 2: Why is Teamwork Important?

Lesson 3: How Do I Get a Job?

Lesson 4: How Do I Get Paid?

## Unit 4 – Business Management

Lesson 1: What is a Quality Business?

Lesson 2: How do Businesses Succeed?

Lesson 3: What Are Business Costs?

Lesson 4: Which Price is Best?

Lesson 5: Why Advertise?

Lesson 6: What Else Should Be Prepared?

Broward County Public Schools generously provides transportation for the kids, as well as \$13/student in funding, as of this year. At JA World Huizenga Center, students run various sponsored businesses, earn paychecks, open and manage bank accounts, take out and repay business loans, vote, price and advertise goods and services for sale and more. During the unique experience, students become full-fledged consumers by making purchases at other student-run businesses within the “town.” A typical reaction at the end of the visit to JA BizTown is “It’s hard being an adult!”

JA BizTown students develop knowledge of basic economic concepts, learn the relationship between businesses and consumers, learn how to use high-quality concepts in business and consumer planning, develop a basic understanding of checking and savings accounts, utilize simple decision-making processes, learn how to vote, and work together to satisfy customers’ expectations.

After returning to the classroom, the reinforcement includes:

## Unit 5 – After-Visit Debriefing

Lesson 1: What Did I Learn About Business?

Lesson 2: What Did I Learn About Economics?

Skills learned by JA BizTown students:

- Budgeting
- Critical thinking
- Decision making
- Goal setting
- Planning
- Problem solving
- Taking responsibility
- Teamwork



**PROJECT BUDGET**

LETF Line Item Budget	Calculation	Total Amount
<b>Program Expenses</b>		
Personnel Costs/Salaries Capstone Director	\$ 20.67 * 1,451 hours (or thirty six 40-hour weeks)	<b>\$30,000</b>
Fringe Benefits		
Travel	\$	
Equipment	\$	
Supplies	\$ JA BizTown Curriculum (\$100 per classroom x 100 classes of 25 students each)	<b>\$10,000</b>
Printing and Copying	\$.63 x 16,000 Broward County Public School 5 <sup>th</sup> grade students	<b>\$10,000</b>
Other (specify)		
	<b>Total LETF REQUEST:</b>	<b>\$ 50,000</b>

**BUDGET NARRATIVE (Required for ALL applications)(Provide an explanation of what the budget will include)**

The Capstone Director:

- Manages BizTown Employees
- Manages BizTown Teacher Trainings
- Serves as on-site Problem Solver
- Manages Private, Charter, etc. schools
- Manages JA BizTown CAB Communications
- Handles School documentation

Junior Achievement of South Florida provides curriculum for the students and teachers who attend JA BizTown. The curriculum package for each class (approximately 25 students per class) includes:

- A Class Kit with the student workbooks, hands-on activities and materials
- Teacher Guide with specific lesson plans and activity explanations
- Biz Brief explaining each of the business and the jobs the students can apply for
- Biz Prep to set up their simulation day
- Citizen Guide for each student
- Checkbook for each student
- Debit card for each student

Printing and copying for daily use, as well as some teacher curriculum components, is budgeted for \$12,300 annually for the JA BizTown program. This breaks down to a little over \$.63 per student. We are asking the Broward Sheriff’s Office to provide LETF funds to cover the cost of printing and copying for the Broward County Public School System’s 16,000 5<sup>th</sup> grade students during the 2016-2017 school year.

Has your agency received LETF Funding in the past 3 years? If yes, identify the source, \$ amount and type of program and performance data.

Yes, Junior Achievement of South Florida has received LEFT funding in the past 3 years from Broward Sheriff’s Office for JA BizTown. The last gift of \$25,000 on 2/3/16 was a partial payment of a \$50,000 pledge. Based on pre- and post tests from the students, and feedback forms from the teachers and volunteers, JA BizTown has been incredibly successful:

- Students show a 50% increase in knowledge
- 99% of Teachers want to participate again
- 97% of teachers report the program met or exceeded their expectations
- Volunteers rate their experience 4.9/5

SIGNATURE/CERTIFICATION

Applicant Agency Name: Junior Achievement of South Florida

OFFICIAL AUTHORIZED TO SIGN AND BIND APPLICANT AGENCY TO APPLICATION:

Signature: *Laurie Sallarulo*

Laurie Sallarulo, President/CEO  
(Printed Name & Title)

Date: May 5, 2017

STATE OF FLORIDA

COUNTY OF Broward



Sworn to (or affirmed) and subscribed before me this 5 day of May, 2017, by (name of person making statement).

(Signature of Notary Public-State of Florida) *Yvonne Marie Garcia-Swain*  
(NOTARY SEAL) (Name of Notary Typed, Printed, or Stamped) YVONNE MARIE GARCIA-SWAIN

Personally Known X OR Produced Identification \_\_\_\_\_  
Type of Identification Produced n/a

