Florida Job Growth Grant Fund
Workforce Training Grant Proposal

Proposal Instructions: The Florida Job Growth Grant Fund Proposal (this document) must be completed and signed by an authorized representative of the entity applying for the grant. Please read the proposal carefully as some questions may require a separate narrative to be completed.

Entity Information

Name of Entity: Saaby Consulting Company

Federal Employer Identification Number (if applicable):

Contact Information:
Primary Contact Name: Karen Jensen
Title: President
Mailing Address: 3585 NE 207 ST C-9 #800734
Aventura, Florida 33280
Phone Number: (305) 942-8027
Email: kjensen@saabyconsulting.com

Workforce Training Grant Eligibility

Pursuant to 288.101, F.S., The Florida Job Growth Grant Fund was created to promote economic opportunity by improving public infrastructure and enhancing workforce training. This includes workforce training grants to support programs offered at state colleges and state technical centers.

Eligible entities must submit proposals that:

- Support programs and associated equipment at state colleges and state technical centers.
- Provide participants with transferable and sustainable workforce skills applicable to more than a single employer.
- Are offered to the public.
- Are based on criteria established by the state colleges and state technical centers.
- Prohibit the exclusion of applicants who are unemployed or underemployed.
1. Program Requirements:

Each proposal must include the following information describing how the program satisfies the eligibility requirements listed on page 1.

A. Provide the title and a detailed description of the proposed workforce training.
   Included below

B. Describe how this proposal supports programs at state colleges or state technical centers.
   Included below

C. Describe how this proposal provides participants transferable, sustainable workforce skills applicable to more than a single employer.
   Included below

D. Does this proposal support a program(s) that is offered to the public?
   ☑ Yes  ☐ No

E. Describe how this proposal is based on criteria established by the state colleges and state technical centers.
   Included below

F. Does this proposal support a program(s) that will not exclude unemployed or underemployed individuals?
   ☑ Yes  ☐ No
G. Describe how this proposal will promote economic opportunity by enhancing workforce training. Please include the number of jobs anticipated to be created from the proposed training. Further, please include the economic impact on the community, region, or state and the associated metrics used to measure the success of the proposed training. Included below

2. Additional Information:

A. Is this an expansion of an existing training program? □ Yes □ No
   If yes, please provide an explanation for how the funds from this grant will be used to enhance the existing program. If additional space is needed, attach a word document with your entire answer.

B. Does the proposal align with Florida’s Targeted Industries? (View Florida’s Targeted Industries here.)
   □ Yes □ No
   If yes, please indicate the targeted industries with which the proposal aligns. If no, with which industries does the proposal align?
   Included below

C. Does the proposal align with an occupation(s) on the Statewide Demand Occupations List and/or the Regional Demand Occupations List? (View Florida’s Demand Occupation Lists here.)
   □ Yes □ No
   If yes, please indicate the occupation(s) with which the proposal aligns. If no, with which occupation does the proposal align?
   Included below
D. 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, statewide) where the training will be available.

Included below

E. Indicate the number of anticipated enrolled students and completers.
240 (Included below)

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

Begin Date: 1/1/2018          End Date: 12/31/2018

G. Describe the plan to support the sustainability of the proposal.

Included below

H. Identify any certifications, degrees, etc. that will result from the completion of the program. Please include the Classification of Instructional Programs (CIP) code if applicable.

Included below
I. Does this project have a local match amount?

☐ Yes ☑ No

If yes, please describe the entity providing the match and the amount.
If additional space is needed, attach a word document with your entire answer.

J. Provide any additional information or attachments to be considered for the proposal.
If additional space is needed, attach a word document with your entire answer.

3. Program Budget

**Estimated Costs and Sources of Funding:** Include all applicable workforce training costs and other funding sources available to support the proposal.

A. Workforce Training Project Costs:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equipment</td>
<td>$14,750.00</td>
</tr>
<tr>
<td>Personnel</td>
<td>$615,518.00</td>
</tr>
<tr>
<td>Facilities</td>
<td>$112,500.00</td>
</tr>
<tr>
<td>Tuition</td>
<td>$1,021,268.00</td>
</tr>
<tr>
<td>Training Materials</td>
<td>$39,500.00</td>
</tr>
<tr>
<td>Other</td>
<td>$149,000.00</td>
</tr>
<tr>
<td><strong>Total Project Costs</strong></td>
<td><strong>$1,952,536.00</strong></td>
</tr>
</tbody>
</table>

B. Other Workforce Training Project Funding Sources:

- City/County: $0.00  
- Private Sources: $0.00  
- Other (grants, etc.): $0.00  

**Total Other Funding**: $0.00  

**Total Amount Requested**: $1,952,536.00

**Note:** The total amount requested must equal the difference between the workforce training project costs in 3.A. and the other workforce training project funding sources in 3.B.
C. Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding, how equipment purchases will be associated with the training program, if applicable, and any other pertinent budget-related information.
   Included below

4. Approvals and Authority

A. If entity is awarded grant funds based on this proposal, what approvals must be obtained before it can execute a grant agreement with the Florida Department of Economic Opportunity (e.g., approval of a board, commission or council)?
   None known at this time

B. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the entity and the Florida Department of Economic Opportunity:

   i. Provide the schedule of upcoming meetings for the group for a period of at least six months.
      If additional space is needed, attach a word document with your entire answer.

   ii. State whether that group can hold special meetings, and if so, upon how many days' notice.
      If additional space is needed, attach a word document with your entire answer.

C. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the entity. 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.
I, the undersigned, do hereby certify that I have express authority to sign this proposal on behalf of the above-described entity.

Saaby Consulting Company

Name of Entity: ____________________________

Karen Jensen, President

Name and Title of Authorized Representative: _______________________________________

Representative Signature: ____________________________

Print, sign, scan and attach with form submission.

08/14/2017

Signature Date: ____________________________
Florida Job Growth Grant Fund Proposal

Presented by

Table of Contents

1) Proposal Cover Letter
2) Project Abstract
3) Methods and Strategies
4) Program Budget Timeline
5) Program Budget Detail
August 14, 2017
To: Enterprise Florida & Florida Department of Economic Opportunity
Re: Florida Job Growth Grant Fund Workforce Training
From: Saaby Consulting Company
3585 NE 207 ST C-9, #800734
Aventura, Florida 33280

Via email: FloridaJobGrowthGrantFund@enterpriseflorida.com

To whom it may concern,

Saaby Consulting Company is excited to submit this proposal for funding to the Florida Job Growth Grant Fund. As per Florida Statute 288.101, this fund was created to promote economic opportunity by improving public infrastructure and enhancing workforce training. In this request for workforce training funding in the amount of $1,952,536, we will show how our training center will comply with the funding directive and provide, within the first year, 240 Floridians with transferable, sustainable workforce skills applicable to more than a single employer, and for equipment associated with these programs.

In proposing change, we must first identify current state:

- Florida is one of 21 states with more than 15% of its population living at poverty levels\(^1\)
- Florida is one of 28 states with a percentage of unemployed veterans >4%\(^2\)
- Women and minorities are significantly underrepresented in high-tech jobs and CEO positions\(^3\)
- By 2020, 28% of Florida’s population will be over 60\(^4\)
- Highest future demand for regional employees in the Miami-Fort Lauderdale-West Palm Beach metro areas will be in the aviation, aerospace sectors and in information technology fields\(^5\)

Our South Florida classroom training center paradigm not only provides realistic solutions to the current state conditions above, but in subsequent program phases, goes beyond the single solution to address the root causes of true economic opportunity.

- Provide ‘just-in-time training programs, no longer than 16 weeks per session, that provide transferable and sustainable certification(s) and professional development/soft skills like critical thinking, communication, leadership, teamwork and entrepreneurship
- While the training we provide would be open to the public, in collaboration with CareerSource, we would attempt to recruit a significant percentage of women, minority, veteran and aging population candidates who may also be eligible for the Work Opportunity Tax Credit, federal bonding subsidies and other workforce assistance programs.
- Our Phase I programs are intensely focused on getting candidates ready to qualify for Florida’s Targeted Industries, Demand Occupations List and HSHW (high skill/high wage) occupations.

Sincerely,

Karen Jensen
President

\(^1\) United States Census Bureau, Quick Facts, Persons in Poverty, percent V2016
\(^3\) Society for Human Resource Management, “Women and Minorities largely absent from cybersecurity jobs”, 2017
\(^4\) Pew Research Center, “Businesses owned by women, minorities lag in revenue share”, 2015
\(^5\) Aging & Disability Resource Center of Broward County, 2017

www.saabyconsulting.com (305) 942-8027 kjensen@saabyconsulting.com
Project Abstract

It’s very clear that future job trends define a need for a workforce with both technology and critical thinking skills.

Saaby Consulting Company proposes to use this grant funding to provide training and apprenticeship programs to candidates that will fill this need. Much like Moore’s Law of technology that describes an exponential growth progression of computer processing power\(^6\), our training would build an exponential worker who is adaptive and possesses a broad knowledge base. Our methodology values the traditional ideologies of standard education, but also goes beyond those ideologies to engage the qualities and development of each individual.

In Phase I, we build the basics of technology in an individual – an understanding of the industry as a whole and the practical applications of technology, including hardware, software and electricity. Our Phase I training also includes education and preparation for certifications in two highly sustainable and transferable, internationally recognized organizations, CompTIA and Microsoft. In Phases II-IV, to be continued independently of this funding, our program continues to build on the Phase I foundation.

Our initial rolling calendar year funding period request is based on enrollment of a minimum of 240 students. We anticipate that all program graduates, in collaboration with the Florida partners and industries identified below, will achieve full employment. We further anticipate with the implementation(s) of the full program metrics, maximum economic impact will be achieved.

Our belief is that economic opportunity is more than better pay. Economic opportunity is a quality of life, synergistic formula where Quality of Life Equals Salary, plus Affordable Housing, plus Affordable Healthcare, plus Quality Education:

\[ \text{Quality Of Life} = \text{Salary} + \text{Housing} + \text{Healthcare} + \text{Quality Education} \]

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Methods & Strategies

\(^6\) Gordon Moore, 1965, Moore’s Law of Technology

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Our Phase I training and the proposed use of the grant, follows the outline below:

I. Identify the problem(s)
   a. Phase I
      i. Need for highly skilled workforce
   b. Phase II-IV
      i. Affordable housing
      ii. Socio-economic equality
      iii. Affordable healthcare

II. Build Solutions by Phase
   a. Phase I – Year 1 and ongoing
      i. Training of (240) high skill/high wage workers
         1. 8 weeks full-time, 16 weeks part-time training will produce a workforce
            trainee with 2 sustainable & transferable Information Technology
            certifications, an introduction to electronics, the prospective career paths
            of Information Technology and Electronics, fundamentals of business
            and entrepreneurship and a “hit the ground running” prototype trainee
            a. Results
               i. Microsoft Technology Associate IT Fundamentals
                  certification
               ii. CompTIA A+ certification
               iii. Comparable SOC codes with projected employment
                    growth significantly higher than the national average
               iv. Criteria met for Florida Statewide Demand Occupations
                   List High Skill/High Wage job titles
               v. Industry certifications and training in line with High
                  Growth Industry Profile sectors
               vi. Compliant with National Institute of Standards and
                   Technology (NIST) frameworks
               vii. Compliant with U.S. Department of Defense 8570.01
                    frameworks
               viii. Compliant with Federal Information Security
                    Modernization Act of 2014 (FISMA) frameworks
               ix. Pathway defined for continuing education in College
                   Credit Certificate, AAS/AS degrees and BS/BA degrees
                  x. Build a personal computing device for “take home” use
            ii. Partnerships with Florida businesses & agencies for immediate employment of
                graduated trainees
               1. U.S. Department of Labor
                  a. Apprenticeship
                  b. Employment & Training Administration
                  c. Workforce GPS

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7 Sun Sentinel article April 14, 2017 quoting David Armstrong, president of Broward College on housing cost disparities and impact
8 Sun Sentinel article March 11, 2016 by Paul Owens describing the South Florida renters market as “troubling”
10 Florida Department of Economic Opportunity, Bureau of Labor Market Statistics
11 U.S. Department of Labor, High Growth Industry Profile, Information Technology

www.saabyconsulting.com (305) 942-8027 kjensen@saabyconsulting.com
2. Florida Department of Economic Opportunity
   a. Re-employment assistance
   b. Rural and Economic Development Initiatives
3. Career Source South Florida
   a. Dedication to Women, Minority, Veteran trainee candidates
   b. Leverage Work Opportunity Tax Credit eligibility
4. Enterprise Florida
   a. Quick Response Training/Incumbent Worker Training
   b. Qualified Target Industry Tax refund
   c. Florida’s “Future is Here” industry clusters of employers
      i. Professional Services
      ii. Defense & Homeland Security
      iii. Information Technology
      iv. Cleantech
5. Major national technology corporations who have not meet diversity employment initiatives (not all-inclusive list)
   a. Google Inc. 2014 diversity divulgement
   b. Salesforce 2015 diversity divulgement
   c. Apple 2016 diversity divulgement
6. Continuing support for graduated trainees
   a. Affordable day, evening & weekend workshops and labs in existing certifications
   b. Community outreach support and programs for continued individual growth and development
   b. Phase II – Year 2 and ongoing
      i. Training of Intermediate level skilled workers
         1. Building from Basic level training set in Phase I, candidates would be trained and prepared for careers in Security, Cloud, Networking, Software Development and Green technology
         2. Continuing partnerships with Florida industry clusters of employers for customized skills training
      ii. Continuation & Expansion of Basic Level Training – revolving Phase I
   c. Phase III Year 2.5 and ongoing
      i. Community Development
         1. Affordable Housing communities
            a. LEED certified, “small” housing concept communities close to partner employers to enhance work/life balances
               i. Solar
               ii. Wind
               iii. Water
               iv. Climate Change
            c. Partnering with Environmental Protection Agency, Department of Agriculture and Enterprise Florida
               i. Development of Brownfield sites
               ii. Development of HUB Zones
2. Community Self Sufficiency
   a. Entrepreneurship: creating a local, community based employment chain (not all inclusive)
      i. Licensed Wellness practitioners i.e. yoga teachers, acupuncture and chiropractic providers
      ii. Accessibility of affordable primary care medical and dental providers
      iii. “Farm to Table” Organic & Locally owned/sourced food chain providers

d. Phase IV Year 3 and ongoing
   i. Model Community preservation & continuation
      1. Continuing Education
         a. Building current workforce
         b. K-12 STEM program enhancements
            i. Partnering with certification entities, i.e. CompTIA programs: TechGirlz
      2. Community Continuity Strategy & Implementation
      3. Building teams to create model communities across the United States
Summary and Timeline

Capital Costs – Initial 90-day funding

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equipment</td>
<td>$14,750</td>
</tr>
<tr>
<td>Personnel</td>
<td>$153,880</td>
</tr>
<tr>
<td>Facilities</td>
<td>$28,125</td>
</tr>
<tr>
<td>Training Materials</td>
<td>$39,500</td>
</tr>
<tr>
<td>Regulatory &amp; Compliance</td>
<td>$14,000</td>
</tr>
<tr>
<td>Tuition</td>
<td>$255,317</td>
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</tbody>
</table>

Subtotal Initial 90-day funding $505,572

Operating Expenses – Secondary 90-day funding

<table>
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<th>Item</th>
<th>Cost</th>
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</thead>
<tbody>
<tr>
<td>Personnel</td>
<td>$153,879</td>
</tr>
<tr>
<td>Facilities</td>
<td>$28,125</td>
</tr>
<tr>
<td>Marketing &amp; Advertising</td>
<td>$45,000</td>
</tr>
<tr>
<td>Tuition</td>
<td>$255,317</td>
</tr>
</tbody>
</table>

Subtotal Secondary 90-day funding $482,321

Operating Expenses - Tertiary 90-day funding

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
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<tbody>
<tr>
<td>Personnel</td>
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</tr>
<tr>
<td>Facilities</td>
<td>$28,125</td>
</tr>
<tr>
<td>Marketing &amp; Advertising</td>
<td>$45,000</td>
</tr>
<tr>
<td>Tuition</td>
<td>$255,317</td>
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Subtotal Tertiary 90-day funding $482,322

Operating Expenses – Final funding

<table>
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<th>Item</th>
<th>Cost</th>
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<tbody>
<tr>
<td>Personnel</td>
<td>$153,879</td>
</tr>
<tr>
<td>Facilities</td>
<td>$28,125</td>
</tr>
<tr>
<td>Marketing &amp; Advertising</td>
<td>$45,000</td>
</tr>
<tr>
<td>Tuition</td>
<td>$255,317</td>
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</tbody>
</table>

Subtotal Final funding $482,321

Total Funding* $1,952,536

*Budget calculations are based on achieving enrollment of 240 students during a rolling calendar year period, at a cost of approximately $4,255 per student
### Phase I – Year 1

<table>
<thead>
<tr>
<th>Capital Costs - Equipment</th>
<th>Qty</th>
<th>Price</th>
<th>Total</th>
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<tbody>
<tr>
<td>Student Desktop Computers</td>
<td>20</td>
<td>200</td>
<td>4000</td>
</tr>
<tr>
<td>Student Workstations</td>
<td>20</td>
<td>100</td>
<td>2000</td>
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<tr>
<td>Office Personnel Cubicles</td>
<td>5</td>
<td>950</td>
<td>4750</td>
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<tr>
<td>Office Furniture</td>
<td>1</td>
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<td>2000</td>
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<tr>
<td>Supplies</td>
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**Subtotal Capital Costs Equipment**

<table>
<thead>
<tr>
<th>Capital Costs - Regulatory &amp; Compliance</th>
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</thead>
<tbody>
<tr>
<td>Insurance &amp; Regulatory</td>
</tr>
<tr>
<td>Legal &amp; Professional fees</td>
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</tbody>
</table>

**Subtotal Capital Costs Regulatory & Compliance Costs**

<table>
<thead>
<tr>
<th>Personnel</th>
</tr>
</thead>
<tbody>
<tr>
<td>Instructor</td>
</tr>
<tr>
<td>Instructor Assistant</td>
</tr>
<tr>
<td>Director of Operations</td>
</tr>
<tr>
<td>Office Manager</td>
</tr>
<tr>
<td>Part Time Office Personnel</td>
</tr>
<tr>
<td>President</td>
</tr>
</tbody>
</table>

**Subtotal Personnel Costs**

<table>
<thead>
<tr>
<th>Facilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>2500 Sq. ft. office space including utilities</td>
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</table>

**Subtotal Facility Costs**

<table>
<thead>
<tr>
<th>Training Materials</th>
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</thead>
<tbody>
<tr>
<td>Audio Visual Equipment</td>
</tr>
<tr>
<td>Books</td>
</tr>
<tr>
<td>Classroom materials</td>
</tr>
</tbody>
</table>

**Subtotal Training Material Costs**

<table>
<thead>
<tr>
<th>Other</th>
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</thead>
<tbody>
<tr>
<td>Marketing &amp; Advertising Budget</td>
</tr>
</tbody>
</table>

**Subtotal Other Costs**

<table>
<thead>
<tr>
<th>Total All Costs excluding Tuition</th>
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</thead>
<tbody>
<tr>
<td>931268</td>
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</table>

<table>
<thead>
<tr>
<th>Tuition</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition match for 240 students</td>
</tr>
<tr>
<td>Lab Fee for 240 students</td>
</tr>
</tbody>
</table>

**Subtotal Tuition**

<table>
<thead>
<tr>
<th>Total Project Costs</th>
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</thead>
<tbody>
<tr>
<td>1952536</td>
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</tbody>
</table>
TECHNOLOGY SOLUTIONS FOR LIFE

**PHASE I**

**PROPOSED WORKFORCE TRAINING SUMMARY**

- **COURSES**
  - Introduction to Electronics
  - Introduction to Information Technology
  - Professional Development /Soft Skills
  - CompTIA A+
  - Microsoft MTA IT Infrastructure

- **QUALIFIED TARGET INDUSTRY**
  - Info Tech
  - Homeland Security & Defense
  - Professional Services

- **STATEWIDE DEMAND OCCUPATIONS LIST**
  - Network & Computer Systems Administrator
  - Information Security Analysts
  - Computer System Analyst
  - Computer Network Architects
  - Computer User Support Specialists
  - Electric & Electronic Engineering Technicians

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# TECHNOLOGY SOLUTIONS FOR LIFE

## PHASE I

### PROPOSED WORKFORCE TRAINING DETAIL

<table>
<thead>
<tr>
<th>Courses</th>
<th>Course Description</th>
<th>Professional Certification</th>
<th>Degree Name</th>
<th>College Career Certificate</th>
<th>SOC Code</th>
<th>CIP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Introduction to Electronics</td>
<td>This course introduces students to the basic components of electronics. It covers the basic operation and some common applications.</td>
<td>No</td>
<td>AAS/AS Electronics Engineering Technology</td>
<td>Electric &amp; Electronic Engineering Technicians</td>
<td>173023</td>
<td>0615030310</td>
</tr>
<tr>
<td>Introduction to Information Technology</td>
<td>This course is designed to introduce the basic concepts and applications of internet-related information technology and its impact on individual users, groups, organizations, and society.</td>
<td></td>
<td>Business Technology Education Core course that applies across multiple career disciplines</td>
<td></td>
<td>173023</td>
<td>0615030313</td>
</tr>
<tr>
<td>Professional Development/Soft Skills</td>
<td>This course includes development of the skills and knowledge necessary to optimize personal development, job growth and entrepreneurship.</td>
<td></td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>CompTIA A+</td>
<td>The CompTIA A+ certification validates understanding of the most common hardware and software technologies in business and certifies the skills necessary to support complex IT infrastructures.</td>
<td>Yes</td>
<td>AAS/AS Computer Information Technology or Computer Engineering Technology</td>
<td>Computer &amp; Information Systems Manager; Computer Network Architect; Computer User Support Specialist; Network &amp; Computer System Administrator</td>
<td>113021</td>
<td>0511010311</td>
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<td></td>
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<td></td>
<td>0611100604</td>
<td>0647010406</td>
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<tr>
<td>Microsoft MTA IT Infrastructure</td>
<td>MTA certification addresses a wide spectrum of fundamental technical concepts, assesses and validates your core technical knowledge, and enhances your technical credibility.</td>
<td>Yes</td>
<td>AAS/AS Internet Services Technology or Database Technology</td>
<td>Information Security Analyst</td>
<td>151122</td>
<td>0511090100</td>
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<tr>
<td></td>
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<td>0511090130</td>
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</tr>
</tbody>
</table>

www.saabyconsulting.com

(305)942-8027

kjensen@saabyconsulting.com
State of Florida

Woman Business Certification

Saaby Consulting Company

Is certified under the provisions of 287 and 295.187, Florida Statutes, for a period from:

07/13/2016 to 07/13/2018

Chad Poppell, Secretary
Florida Department of Management Services

Office of Supplier Diversity • 4050 Esplanade Way, Suite 380 • Tallahassee, FL 32399 • 850-487-0915 • www.dms.myflorida.com/osd