



Ai Adoption Catalyst Program

A Business Plan & Partnership Proposal for Community Redevelopment Agencies

Helping 20–50 small businesses per district adopt Ai into daily operations

Prepared by Digital Lab Miami

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1. Executive Summary

Digital Lab Miami proposes the Ai Adoption Catalyst Program: a done-for-you technology adoption initiative designed to partner with Community Redevelopment Agencies (CRAs) to help 20–50 small businesses per district integrate Ai-powered tools into their daily operations. Digital Lab Miami serves as catalyst, consultant, and educator — running structured group workshops through it's education portal alongside hands-on, one-on-one implementation consulting, and ongoing support throughout first year — so that CRA-area businesses do not just learn about Ai, they leave the program actually using it and benefiting from it.

This model directly serves the statutory mission that CRAs already report against: eliminating economic blight through business investment, innovation, and job retention/creation within the redevelopment district, funded through each agency's Redevelopment Trust Fund. Comparable Miami-area small business grant programs (e.g., a 2025 District 5/Liberty City initiative) have explicitly named "equipment and technology" and "encouraging innovation" as eligible, board-approved uses of CRA and municipal small-business funds — this program is built to fit squarely within that precedent.

Digital Lab Miami brings 15+ years of senior-only technical delivery, an existing beginner-friendly technology education portal, and a client-owns-everything, no-lock-in philosophy that matters when public funds are being spent on small, often first-time technology adopters.

2. Program at a Glance

Element	Detail
Program name	Ai Adoption Catalyst Program
Sponsor / Funder	Partner Community Redevelopment Agency (CRA)
Delivery partner	Digital Lab Miami
Businesses served	20–50 per cohort/district
Format	Cohort-based group workshops + rolling 1:1 implementation consulting, on-going tech support (for 1 st year)
Duration	16 weeks per cohort (workshops), with 1:1 intake continuing on a rolling basis through month 6
Program fee to CRA	\$95,000–\$165,000 per cohort, scaled to enrollment (Section 6) — this is the full financial commitment requested; no CRA matching requirement



Element	Detail
Cost to participating businesses	\$0 — fully covered by the CRA program fee; businesses are never billed or expected to pay any fee(s) at any time
Cost per business (benchmark only)	≈\$3,300–\$4,750 — total program fee ÷ enrolled businesses, shown only to compare against the \$10,000/business cap seen in comparable South Florida small-business technology grants; not a separate amount charged to anyone
Core outcome	Every enrolled business leaves with at least one live, scalable, working, Ai-powered tool or automated workflow in daily use

3. The Opportunity: Why CRAs Are the Right Partner

CRAs are funded through Tax Increment Financing (TIF): as property values rise inside a redevelopment district, the resulting tax revenue increment is captured in a Redevelopment Trust Fund and must be spent inside that district on redevelopment-related activity. Historically that has meant streetscapes, façade grants, and building improvements — but Florida CRAs and municipal small-business programs increasingly fund direct business investment, equipment, and technology as a redevelopment tool, because a more competitive, higher-revenue small business is itself a redevelopment outcome (higher assessed values, retained jobs, reduced storefront vacancy).

Ai adoption is a natural extension of that mandate. Small businesses inside redevelopment districts are disproportionately the ones locked out of the current Ai wave: they are time-poor, technically under-resourced, and — per 2026 small-business survey data — the majority of non-adopters simply believe "Ai doesn't apply to my business," not that they've evaluated it and passed. A CRA-sponsored, done-for-you program removes exactly those three barriers that keep these businesses on the sidelines: it supplies the time (structured, scheduled sessions), the expertise (senior consultants, not self-serve tutorials), and the first implementation (so adoption doesn't stall at "interesting idea").

4. Target Participants

- **Profile:** Independently owned businesses physically located within the partner CRA's redevelopment district — including (but not limited to) retail, food & beverage, personal services, professional services, and light commercial.
- **Cohort size:** 20–50 businesses per district, sized to the CRA's district population and budget tier (Section 6).



- **Recruitment:** Joint outreach with the CRA board and district liaison — leveraging the CRA's existing business registry, façade/grant program alumni lists, merchant associations, and other local groups or entities — supplemented by Digital Lab Miami direct outreach and info campaigns.
- **Eligibility screening:** Active business license within the district, in good standing on any prior CRA/city obligations — mirroring eligibility language already used in comparable programs.



5. Program Design

The program runs five phases per cohort, combining scheduled group education with individualized, hands-on consulting so every business ends the program with something working — not just a certificate. Conjointly, Digital Lab Miami continues to support businesses for the first year at no additional cost.

Phase	Weeks	What Happens
1. Recruitment & Intake	Weeks 1-2	Joint CRA/Digital Lab Miami outreach; enrollment; each business completes a short Ai Readiness Assessment (current tools, biggest time drains, comfort level, designated company rep).
2. Foundations Workshops	Weeks 3-6	Weekly in-person group sessions via the Digital Lab Miami education portal: what Ai can/can't do, data & privacy basics, and a guided tour of the specific tools relevant to each business type (scheduling, customer messaging, content, bookkeeping, inventory, marketing, etc).
3. Guided Build Sessions	Weeks 7-12	Small-group workshops where businesses build their first automation live (e.g., an Ai-powered booking assistant, review-response workflow, or social content pipeline), plus office-hours for troubleshooting.
4. 1:1 Implementation Consulting	Weeks 6-16 (rolling)	Every business receives dedicated one-on-one time with a senior consultant to implement, connect, and test their chosen Ai-powered tool inside their real workflow — this is the phase that converts training into daily use.
5. Measurement & Handoff	Weeks 14-16	Each business receives a one-page "Ai in my business" summary (tools adopted, time/cost saved, next steps,, etc); Digital Lab Miami delivers a cohort impact report with verified measurable results to the CRA board (Section 7).

After the formal cohort ends, businesses keep full ownership of every tool, account, and workflow that was set up during the program — consistent with Digital Lab Miami's standing no-lock-in policy — and are offered optional ongoing support at standard consulting rates after the first year. The CRA is not funding a dependency; it is funding a capability the business keeps permanently.



Delivery Logistics

- **Group sessions (Foundations Workshops, Guided Build Sessions):** Held at a central location the CRA provides within the district — a community center, library meeting room, or existing small-business resource center that most CRAs already maintain. This keeps venue cost out of the program budget entirely and gives the CRA a visible, in-district presence for the program.
- **1:1 Implementation Consulting:** Delivered on-site at each business by default, since connecting an Ai-powered tool to a business's actual phone line, booking calendar, or point-of-sale system is most reliably done in person. A session moves to remote (video/screen-share) only as the exception — typically when the tool being implemented is purely cloud-based and an on-site visit adds no value. However, business owner can demand on-site visit if desired.

6. Budget & Funding Model

The CRA funds the program directly as a contracted service (grant/program fee to Digital Lab Miami) — not a pass-through to individual businesses — keeping the CRA's reporting simple and ensuring consistent delivery quality across every participant. The total program fee below is the full financial commitment being requested: it is not a matching grant, there is no required CRA co-investment beyond this fee, and no cost is ever passed on to participating businesses. Two reference tiers, scaled to cohort size:

Line Item	Tier A — 20 businesses	Tier B — 50 businesses
Cohort workshops & curriculum delivery	\$38,000	\$55,000
1:1 implementation consulting	\$40,000 (\$2,000/business)	\$85,000 (\$1,700/business)
Program management, CRA reporting & evaluation	\$17,000	\$25,000
Total program cost	\$95,000	\$165,000
Cost per business	≈\$4,750	≈\$3,300

For comparison, a 2025 Miami small-business technology and equipment grant program was capped at \$10,000 per business — this program delivers structured education plus hands-on implementation for roughly a third to half of that per-business cost, entirely from the CRA's program budget rather than individual grants. "Cost per business" above is a benchmarking calculation only (total program fee ÷ enrolled businesses) — it is not billed to anyone; the CRA's only payment obligation is the single program fee as outlined above.



The one cost outside the base program fee is an optional add-on (\$200–\$500/business) to fund a first-year software subscription stipend for Ai-powered tools that carry an ongoing cost, if the CRA wishes to remove that barrier for participating businesses. This is entirely optional, (but recommended), priced separately, and does not change the core program fee or funding structure above.

7. Success Metrics & CRA Reporting

CRA's must show their board and the state that trust fund dollars produced measurable redevelopment outcomes. This program is built to report directly against that need:

- **Adoption:** Number of businesses enrolled vs. number with at least one Ai-powered tool/workflow live in production by program end (target: 90%+).
- **Time & cost impact:** Self-reported hours saved per week with estimated dollar value, increase in revenue and/or production, aggregated into the cohort report.
- **Business health signals:** Retention in the district, any reported revenue or booking increases, and businesses opting into ongoing paid support post-program (a signal of durable value).
- **Equity & reach:** Demographic and 'business-type' breakdown of participants, to support the CRA's community-impact narrative.
- **Deliverable to the board:** A single cohort impact report at program close, formatted for direct inclusion in the CRA's annual report to the state.

8. Why Digital Lab Miami

- **15+ years of technical delivery** in Ai automation & workflows, innovative Web and custom app development, and technology consulting — this program is staffed by the same senior team that builds production systems for paying clients, not entry-level trainers.
- **An existing beginner-friendly education portal** already built and running, so cohort curriculum delivery has zero platform build cost or lead time.
- **No vendor lock-in, ever.** Every business retains ownership of its accounts, code, systems built, and credentials from day one — a policy that matters when the client is a public agency spending public funds on behalf of small business owners who cannot evaluate technical contracts themselves.
- **Cost-disciplined Ai implementation.** Digital Lab Miami selects the right-sized Ai-powered tool and model for each business's actual task rather than defaulting to the most expensive option — keeping participants' post-program subscription costs low and program ROI high.



- **Local presence, national capability.** Headquartered in Miami Florida and already serving small businesses in South Florida and internationally.

9. Next Steps

- **Step 1:** A 30-minute introductory meeting with the CRA director/board liaison to confirm district fit, cohort size, and budget tier.
- **Step 2:** A short pilot proposal scoped to that specific CRA — Digital Lab Miami will localize this plan with the district's name, business mix, and any existing grant programs it should complement.
- **Step 3:** Board presentation and formal program agreement, targeting a cohort launch within one budget cycle.

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This document is a planning and proposal tool intended to open a conversation with individual CRAs; it is not a response to any specific posted solicitation. Budget figures are planning estimates to be finalized with each partner agency.