



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2023-2024

LFIR # 1528

1. Project Title

2. Senate Sponsor

3. Date of Request

4. Project/Program Description

Generation USA transforms education to employment systems to prepare, place, and support people into life-changing careers that would otherwise be inaccessible. We provide free bootcamp-style programs, job training, and placement support to unemployed and underemployed individuals, giving students access to multiple career pathways and connecting learners to internships, apprenticeships, continuing education, or full-time employment.

5. State Agency to receive requested funds

State Agency contacted?

6. Amount of the Nonrecurring Request for Fiscal Year 2023-2024

Type of Funding	Amount
Operations	300,000
Fixed Capital Outlay	0
Total State Funds Requested	300,000

7. Total Project Cost for Fiscal Year 2023-2024 (including matching funds available for this project)

Type of Funding	Amount	Percentage
Total State Funds Requested (from question #6)	300,000	27%
Matching Funds		
Federal	0	0%
State (excluding the amount of this request)	0	0%
Local	270,000	25%
Other	530,000	48%
Total Project Costs for Fiscal Year 2023-2024	1,100,000	100%

8. Has this project previously received state funding?

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	Nonrecurring		

9. Is future funding likely to be requested?

a. If yes, indicate nonrecurring amount per year.

b. Describe the source of funding that can be used in lieu of state funding.

We have the support of many other local funders (i.e. CareerSource NEFL, United Way NEFL, Regions Bank, Women's Giving Alliance, TIAA Bank, etc), employer partners (i.e. Mayo Clinic, Vystar), and community based organizations (i.e. Newtown Success Zone, Eastside Community Coalition, LISC).

10. Has the entity requesting this project received any federal assistance related to the COVID-19 pandemic?



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Yes

If yes, indicate the amount of funds received and what the funds were used for.

Yes, a PPP loan to support staff salaries in the amount of \$1,121,166, was received.

Complete questions 11 and 12 for Fixed Capital Outlay Projects

11. Status of Construction

a. What is the current phase of the project?

☐ Planning ☐ Design ☐ Construction

b. Is the project "shovel ready" (i.e permitted)?

c. What is the estimated start date of construction?

d. What is the estimated completion date of construction?

12. List the owners of the facility to receive, directly or indirectly, any fixed capital outlay funding. Include the relationship between the owners of the facility and the entity.

13. Details on how the requested state funds will be expended

Spending Category	Description	Amount
Administrative Costs:		
Executive Director/Project Head Salary and Benefits	Program Director, lead of Jacksonville, FL programs.	60,000
Other Salary and Benefits		0
Expense/Equipment/Travel/Supplies/Other	Overhead cost, 10% of project to support national operations and administrative cost of the Jacksonville, FL Programming	30,000
Consultants/Contracted Services/Study		0
Operational Costs: Other		
Salary and Benefits	Salary for employees delivering the programming directly: Instructors (2) career coach, recruitment staff, and business development	150,000
Expense/Equipment/Travel/Supplies/Other		0
Consultants/Contracted Services/Study	Marketing and communications budget to support learner recruitment into the program.	60,000
Fixed Capital Construction/Major Renovation:		
Construction/Renovation/Land/Planning Engineering		0
Total State Funds Requested (must equal total from question #6)		300,000

14. Program Performance

a. What specific purpose or goal will be achieved by the funds requested?



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Generation USA creates impact through supporting unemployed individuals, with an emphasis on Black/Latinx/Female individuals, with lifelong skills training and job matching to propel them into sustainable careers. Programs are rigorous boot camps, focusing on both the technical skills required to be a high achiever in the role and the behavioral skills and mindsets needed to build a career.

In one year, Generation will serve 150 individuals in Jacksonville, FL. 85% will graduate successfully from the training program, 75% will reach full-time employment 180 days post graduation.

b. What activities and services will be provided to meet the intended purpose of these funds?

Workforce training programs in the technology, medical, and financial services sectors.
Career and life coaching (i.e. resume building, mock interviews)
Wrap around supports (i.e. transportation, childcare)
Employment placement support through direct connection with employers.

c. What direct services will be provided to citizens by the appropriation project?

Workforce training programs in the technology, medical, and financial services sectors.
Career and life coaching (i.e. resume building, mock interviews)
Wrap around supports (i.e. transportation, childcare)
Employment placement support through direct connection with employers.

d. Who is the target population served by this project? How many individuals are expected to be served?

Generation serves a population of individuals for whom the existing education-to-employment system has not worked. They face a myriad of life challenges, including transportation, parenting and family challenges, and food and housing insecurity. Our participants are unemployed or underemployed, earning an average of \$1,000 per month through part-time work or government assistance prior to joining the program, and achieving uplifts of 2-6X post-graduation. Furthermore, 44% of our graduates have dependents, meaning that the income gains have a generational impact on their households.

We have recruited, trained, and supported more than 10,000 learners (58% female and more than 73% Black or Latinx) across 15 cities, and 78% of those graduates were placed in jobs within 180 days.

In one year, Generation will serve 150 individuals in Jacksonville, FL.

e. What is the expected benefit or outcome of this project? What is the methodology by which this outcome will be measured?

In one year, Generation will serve 150 individuals in Jacksonville, FL. 85% will graduate successfully from the training program, 75% will reach full-time employment 180 days post graduation. We will also track graduate income pre to post cohort and anticipate an average 3.5X wage growth."

f. What are the suggested penalties that the contracting agency may consider in addition to its standard penalties for failing to meet deliverables or performance measures provided for the contract?

Return of unspent state funds to the state.

15. Requester Contact Information

a. First Name Last Name
b. Organization
c. E-mail Address
d. Phone Number Ext.

16. Recipient Contact Information

a. Organization



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b. Municipality and County

c. Organization Type

- ☐ For Profit Entity
- ☒ Non Profit 501(c)(3)
- ☐ Non Profit 501(c)(4)
- ☐ Local Entity
- ☐ University or College
- ☐ Other (please specify)

d. First Name **Last Name**

e. E-mail Address

f. Phone Number

17. Lobbyist Contact Information

a. Name

b. Firm Name

c. E-mail Address

d. Phone Number