



The Florida Senate

Local Funding Initiative Request - Fiscal Year 2018-2019

1. **Title of Project:** Operation New Uniform - Finding the Uniform and Enhancing the Uniform

2. **Senate Sponsor:** Audrey Gibson

3. **Date of Submission:** 12/07/2017

4. **Project/Program Description:**

ONU was created in Jacksonville for the purposes of assisting veterans after military service find meaningful careers through classroom training, one-on-one career coaching, networking, leading to careers. - The current issue: Approximately 40 more veterans are applying for each cohort than ONU has the resources to serve. - ONU currently has a 96% employment rate for veterans who complete the program. A typical class has 10 veterans. Average salary for an ONU veteran is currently \$63,000. - ONU is located in Duval county, but has received students from 5 main counties: Baker, Clay, Duval, Nassau, St. Johns. - The appropriations request will fund expansion in the Jacksonville market (100 veterans to be served), expansion of resume services (100 veterans to be served), and expansion into Tampa (at least 20 veterans to be served). - With an investment of \$791,700, at least 220 veterans will be served at an average cost of \$3598. - All funds from this grant will go towards programmatic cos

5. **State Agency Contacted?** Yes

a. If yes, which state agency? Department of Veterans Affairs

b. If no, which is the most appropriate state agency to place an appropriation for the issue being requested?

6. **Amount of Non-recurring Requested for fiscal year 2018-19:**

Amount Requested for Operations	Amount Requested for Fixed Capital Outlay	Total Amount of Requested State Funds
791,700		791,700

7. **Type, amount and percent of matching funds available for this project for fiscal year 2018-19:**

Type	Amount	Percent
Federal	0	0.0%
State (excluding the amount of this request)	0	0.0%
Local	0	0.0%
Other	81,680	9.4%
TOTAL	81,680	9.4 %

8. **Total Project Cost for fiscal year 2018-19 (including the Total Amount of Requested State Funds):** 873,380

9. **Previous Year Funding Details:**



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- Has funding been provided in a previous state budget for this activity? No
- In the previous 5 fiscal years, how many years was funding provided? (Optional)
- What is the most recent fiscal year the project was funded?
- Were the funds provided in the most recent fiscal year subsequently vetoed?
- Complete the following Worksheet.

FY:	Input Prior FY Appropriation for this project for FY 2017-18 (If appropriated in FY 2017-18 enter the appropriated amount, even if vetoed.)		
	Column:	A	B
Funds Description:		Prior Year Recurring Funds *	Prior Year Nonrecurring Funds *
Input Amounts:			

10. Is future-year funding likely to be requested?

No

11. Program Performance:

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

ONU is requesting \$791,700 from the state of Florida to increase it's programmatic offerings. With this funding ONU is prepared to serve at least 100 veterans in Jacksonville and expand to serve at least 20 veterans in Tampa. With these funds, ONU is also prepared to offer resume services to 100 otherwise unserved veterans. By supporting these programs, the state of Florida would be assisting approximately 220 veterans gain confidence, and ultimately careers.

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

The Finding the Uniform program provides classroom training to veterans who are unemployed or significantly underemployed. Here, they learn methods used by those in the business community to market themselves and begin growing their network. After learning the attitudes and skills needed to obtain a career, our veterans move into the Enhancing the Uniform program to put their new knowledge to work. Our team holds each veteran accountable for using the techniques they've learned in career resource groups, job fairs, and other professional settings. They utilize new networking and interview skills to obtain fulfilling careers. With these two programs combined, we invest an average of 66 hours of training and coaching into empowering each veteran to find their dream career and have maintained a success rate of greater than 90%. 100 additional veterans will be provided with professional resumes written by a specialist through this grant, totaling in 220 veterans in Florida being served.

c. How will the funds be expended?



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Spending Category	Description	Amount
Administrative Costs		
<input type="checkbox"/> Executive Director/Project Head Salary and Benefits		
<input type="checkbox"/> Other Salary and Benefits		
<input type="checkbox"/> Expense/Equipment/Travel/Supplies/Other		
<input type="checkbox"/> Consultants/Contracted Services/Study		
Operational Costs		
<input checked="" type="checkbox"/> Salary and Benefits	This amount pays for: 80% of Executive Trainer, 1 FTU Vice President, 1 Trainer, 70% of Director of Operations, 1 Recruiter/Employment Vice President in Tampa area, 1 Resume Writer, 2 ETU Vice Presidents, 1 ETU Program Coordinator, and all the taxes/benefits needed.	534,000
<input checked="" type="checkbox"/> Expense/Equipment/Travel/Supplies/Other	This includes, insurance, marketing, meetings, memberships, printing, copying, rent, supplies, travel, technology, training materials, and utilities for the Jacksonville FTU/ETU, Tampa FTU/ETU, and resume programs.	250,900
<input checked="" type="checkbox"/> Consultants/Contracted Services/Study	This covers lawyer fees, accounting fees, and other contracted service fees.	6,800
Fixed Capital Construction/Major Renovation		
<input type="checkbox"/> Construction/Renovation/Land/Planning Engineering		



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TOTAL

791,700

d. What are the direct services to be provided to citizens by the appropriations project?

Through ONU's Finding the Uniform and Enhancing the Uniform programs, we give veterans classroom training, skills, and the confidence to find careers after military service. We also have developed a community of business professionals, into which these veterans are able to network and practice their new skills. These programs ultimately end with 90% or more of ONU veterans obtaining high-skill careers. An extra 100 veterans will be provided with resumes created by a specialist.

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

Veterans with honorable discharge are selected for our programs. 70% of these veterans have a service-connected disability. 18% of the veterans served are female and 45% or more are minorities.

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

90% or more of the veterans served through the Finding the Uniform program and the Enhancing the Uniform program will obtain careers. These careers will average no less than \$50,000/year. These statistics will be gathered through employers and self-reporting opportunities.

g. 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 in the contract?

No funding opportunities through the state for 5 years.

12. The owner(s) of the facility to receive, directly or indirectly, any fixed capital outlay funding. Include the relationship between the owner(s) of the facility and the entity.

N/A

13. Requestor Contact Information:

- a. Name: April Hayden
- b. Organization: Operation New Hope
- c. Email: april@operationnewuniform.org
- d. Phone Number: (904)328-1600

14. Recipient Contact Information:

- a. Organization: Operation New Hope
- b. County: Duval
- c. Organization Type:
 - ☐ For Profit
 - ☒ Non Profit 501(c) (3)
 - ☐ Non Profit 501(c) (4)
 - ☐ Local Entity



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☐ University or College

☐ Other (Please specify)

d. Contact Name: April Hayden

e. E-mail Address: april@operationnewuniform.org

f. Phone Number: (904)328-1600

15. If there is a registered lobbyist, fill out the lobbyist information below.

a. Name: Matt Brockelman

b. Firm: Southern Strategy Group

c. Email: brockelman@sostrategy.com

d. Phone Number: (904)451-6549