



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2019-2020

LFIR#: 1011

1. **Title of Project:** Inclusive Transition & Employment Management-ITEM

2. **Senate Sponsor:** Manny Diaz

3. **Date of Submission:** 01/09/2019

4. **Project/Program Description:**

ITEM is an industry certification program, licensed by the DOE Commission for Independent Education, to promote jobs and employment opportunities for teens and young adults with disabilities, 16 to 28. Held at Marino Campus sites in Miami-Dade and Broward Counties, ITEM assures greater access to competitive employment. In designing the program, significant effort was taken to examine the long-term economic forecast for industries in the region, serving as the employer base, specifically hospitality and technology. Core courses including financial literacy, social/employability skills, and internships with corporate partners in the field of study as vital components. Additional services include behavioral support, mentors, and tutors. Career Services staff assist participants with job placement, coaching, and benefits counseling. Technology is embedded throughout. One example is the Virtual Interactive Training Agent (ViTA), a tool using avatars to assist in the job interview practice.

5. **State Agency to receive requested funds :** Department of Education

State Agency Contacted? Yes

6. **Amount of the Nonrecurring Request for Fiscal Year 2019-2020**

Type of Funding	Amount
Operations	750,000
Fixed Capital Outlay	
Total State Funds Requested	750,000

7. **Total Project Cost for Fiscal Year 2019-2020 (including matching funds available for this project)**

Type of Funding	Amount	Percent
Total State Funds Requested (from question #6)	750,000	62.31%
Federal		0.00%
State (excluding the amount of this request)		0.00%
Local		0.00%
Other	453,642	37.69%
Total Project Costs for Fiscal Year 2019-2020	1,203,642	100.0%

8. **Has this project previously received state funding?** Yes

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	NonRecurring		
2018-19	750,000	750,000	32	No

9. **Is future-year funding likely to be requested?** No



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

Spending Category	Description	Amount
Administrative Costs:		
Executive Director/Project Head Salary and Benefits		
Other Salary and Benefits	Staff Accountant 37.5% HR Coordinator 37.5%	35,714
Expense/Equipment/Travel/Supplies/Other		
Consultants/Contracted Services/Study		
Operational Costs:		
Salary and Benefits	Campus Managers (2), Career Managers (2), Director of Campus Development/Recruiting (1), Career Services Director (1), Instructors (9), Student Support Specialist (1), Student Admissions (2), Job Coaches (6PT), Employment Specialists (4) + Payroll Taxes and Employee Benefits	685,370
Expense/Equipment/Travel/Supplies/Other	Mileage, Staff Training, Security Screening, Conferences, Academic Costs/Supplies.	28,916
Consultants/Contracted Services/Study		
Fixed Capital Construction/Major Renovation:		
Construction/Renovation/Land/Planning Engineering		
Total State Funds Requested (must equal total from question #6)		750,000

11. Program Performance:

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

As the Foundation delved into employment programs, the gravity of the problem was exposed. The unemployment rate for adults with disabilities is at 83% - 4 times the national average, and 70% of these adults still live at home. Postsecondary choices are limited for non- traditional learners and young adults with disabilities after high school. Many individuals end up in factory-like workshops earning sub-minimum wages. Others are sitting at home. By providing the opportunity to earn industry certifications with wraparound services and long-term employment supports, ITEM has proven outcomes with participants averaging 70% employment. Measurable outcomes include: Attendance/Program Completion - 80% of enrolled participants will complete the program; Certification Passage - 80% of participants will earn Industry Certifications in either Technology or Hospitality; Job Placement - 60% of participants will obtain employment within six months of program completion.

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

Provide academic instruction to participants according to national industry standards and licensing requirements; Provide educational supports in order for young adults with disabilities to earn certifications in technology or hospitality fields; Adapt the amount of instruction time needed, vary instructional methods and materials, and increase experiential learning; Infuse virtual technology to enhance learning and natural



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supports (i.e. virtual reality green screen technology for learning customer service skills); Provide young adults with disabilities the skills necessary to succeed in the world of work including social and self-advocacy skills, employment readiness training; Prepare participants for employment with on the job industry specific internships, job coaching and job placement.

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

All programs require students to complete a total of 760 clock hours comprised of 240 clock hours in industry certification courses, 320 clock hours of internships, and 200 hours of employment preparation courses, independent living skills, financial literacy, and soft skills training. Marino Campus curriculum is designed to help students grow in all facets of life. Programs of study require industry-specific courses with a focus on certification preparation.

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

Individuals living in the State of Florida, ages 16 to 28 with a diagnosed developmental disability. There will be 100-150 participants served.

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

Training that leads to employment reduces the need for respite care, behavioral services, and in-home support. Consumers are added to the economy. Isolation, depression, stress, and mental health issues and associated treatment costs can be reduced with successful implementation and integration. Travel training will offset decreases in state funding of transportation services. Outcomes will be measured by participants' success in earning industry certifications and percentage employed. Measurement tools include: Task analysis, progress notes, and job development logs. Satisfaction surveys will be completed by employers and employees, issues addressed, and a data base will be maintained with the results. Pre/Post-assessments will be conducted in self-determination, advocacy, and employment-related skills. ViTA, the virtual interview system, includes a secure network for capturing, storing, and reviewing data to drive research and evolve the system to user needs.

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 in the contract?

Possible future funding adjustment.

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.

None Applicable

13. Requestor Contact Information:

- a. **Name:** Mary Partin
- b. **Organization:** The Dan Marino Foundation, Inc.
- c. **E-mail Address:** mpartin@danmarinofoundation.org
- d. **Phone Number:** (954)368-6013

14. Recipient Contact Information:

- a. **Organization:** The Dan Marino Foundation, Inc.



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b. County: Statewide

c. Organization Type:

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

d. Contact Name: Susan Morantes

e. E-mail Address: smorantes@danmarinofoundation.org

f. Phone Number: (954)368-6002

15. Lobbyist Contact Information

a. Name: Robert Schenck

b. Firm Name: Legis Group

c. E-mail Address: rob@legisgroupfl.com

d. Phone Number: (352)585-7338