



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2022-2023

LFIR # 1438

1. Project Title

2. Senate Sponsor

3. Date of Request

4. Project/Program Description

Operation New Uniform (ONU), founded in 2014, is a 501(c)(3) non-profit and has served over 15,000 veterans since it began. ONU focuses on proven success strategies to provide veterans with the skills they need to gain a fulfilling career before falling into acute suicidal distress, substance abuse, or homelessness. ONU is a 2 ½ week program leveraging the Sandler proprietary training program that requires intense self-reflection and active participation. ONU is serving and building a family of professional veterans who are determined to grow, build back their confidence, and find that successful career that they deserve after service.

5. State Agency to receive requested funds

State Agency contacted?

6. Amount of the Nonrecurring Request for Fiscal Year 2022-2023

Type of Funding	Amount
Operations	700,000
Fixed Capital Outlay	0
Total State Funds Requested	700,000

7. Total Project Cost for Fiscal Year 2022-2023 (including matching funds available for this project)

Type of Funding	Amount	Percentage
Total State Funds Requested (from question #6)	700,000	78%
Matching Funds		
Federal	0	0%
State (excluding the amount of this request)	0	0%
Local	0	0%
Other	200,000	22%
Total Project Costs for Fiscal Year 2022-2023	900,000	100%

8. Has this project previously received state funding?

Fiscal Year (yyyy-yy)	Amount		Specific Appropriation #	Vetoed
	Recurring	Nonrecurring		
2021-22	0	200,000	2191A	No

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.

Donations from businesses, other veteran service organizations, and individuals.

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



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Fiscal Year 2022-2023

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

PPP loan #1: \$70,705 and PPP Loan #2: \$55,000
 Career coaching and career counselors for unemployed and underemployed veterans and their spouses.

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

Spending Category	Description	Amount
Administrative Costs:		
Executive Director/Project Head Salary and Benefits	Payroll amount allocated for Executive Director	50,000
Other Salary and Benefits	Payroll allocated for staff (minus Executive Director)	110,100
Expense/Equipment/Travel/Supplies/Other	Portion of expenses required to support execution of Operation New Uniform program/training	38,481
Consultants/Contracted Services/Study	Contracted services: grant team, website, financial controller	66,000
Operational Costs: Other		
Salary and Benefits	Total payroll allocated to programs	343,900
Expense/Equipment/Travel/Supplies/Other	Expenses required to support the execution of Operation New Uniform program/training	89,519
Consultants/Contracted Services/Study	Contracted services: website	2,000
Fixed Capital Construction/Major Renovation:		
Construction/Renovation/Land/Planning Engineering		0
Total State Funds Requested (must equal total from question #6)		700,000

12. Program Performance

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

Career coaching and career counselors for unemployed and underemployed veterans and their spouses.

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

ONU is a career transitioning service for military members and their families.

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

Career coaching, resume writing services, interviewing skills, and salary negotiation.

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

Transitioning military and unemployed/underemployed veterans and their families.

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

97% of graduating alumni secure meaningful employment within 4 months of graduating the program with a \$20,000 higher annual salary as compared to the Bureau of Labor Statistics. Success is measured in the ability of veterans to attain a career after graduation. The Director of Training and Transition tracks employment dates and salaries in Salesforce.

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?



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2022-2023

LFIR # 1438

In the event that ONU does not meet deliverables they will not be eligible to request funding for the next year. Standard contract penalties are sufficient.

13. **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.**

N/A



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Local Funding Initiative Request

Fiscal Year 2022-2023

LFIR # 1438

14. Requestor Contact Information

a. First Name Last Name

b. Organization

c. E-mail Address

d. Phone Number Ext.

15. Recipient Contact Information

a. Organization

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

16. Lobbyist Contact Information

a. Name

b. Firm Name

c. E-mail Address

d. Phone Number