



Capabilities Statement



Core Competencies

Founded in 2013 and Gold Medallion recipient in 2019, The Vocation Depot, Inc, was formed by two Veterans for the purpose of helping disabled Veterans and people with disabilities find and keep competitive employment with local employers. The Vocation Depot (TVD) is partnered/**contracted** with local Vocational Rehabilitation, Workforce Programs and Businesses to provide professional, organized and results-oriented services.

Our core competencies are:

- **Employment Services** focus on supporting Veterans and individuals with disabilities find competitive employment opportunities. Employment specialists develop individualized career plans, and they assist with job applications, resume development and interviewing skills.
- **Supported Employment Services (SES)** are designed to provide ongoing support, such as job coaching, to Veterans and individuals with the most significant disabilities for the purpose of promoting social integration, productivity and maximum use of a person's skills and abilities.
- **On The Job Training (OJT) Services** are immediately provided when an employee is showing difficulty adjusting to task requests and interacting with non-disabled employees. It is at this time an employment specialist works with the disabled Veteran or individual with a disability to develop the necessary skills to succeed.

Past Performance

TVD's current and future successes are built on a foundation of ownership character, relationships as business partners, and our highly skilled staff that work tirelessly to help those in need. Established in 2013, TVD has generated over \$4.5 Million in revenue between January 2015 and December 2021. We did this by establishing a strong foundation while driving through adversity.

- In 2015, TVD secured an IDIQ contract with the Dept. of Education's Division of Vocational Rehabilitation in the State of Florida. **Contract #: VJ164 (Non-state term).**
- In 2019, TVD achieved sales in excess of \$554,386 by servicing 190 unique customers. Which translates into successfully training and placing 95 persons with disabilities in jobs, and successfully closing to completion 61 cases, with 34 carrying over into 2020.
- In 2020, TVD achieved sales in excess of \$735,716 by servicing 201 unique customers. Which translates into successfully training and placing 118 persons with disabilities in jobs, and successfully closing to completion 91 cases, with 27 carrying over into 2021.
- In 2021, TVD achieved sales in excess of \$1.1 Million by servicing 247 unique customers. Which translates into successfully training and placing 165 persons with disabilities in jobs, and successfully closing to completion 113 cases, with 52 carrying over into 2022.
- YoY growth reflects our performance: 19/20 = 33%, 20/21 = 49%, and 21/22 projected growth is 33%, sales of over \$1.45 Million.

Differentiators

What sets us apart from our competition, other vocational rehabilitation organizations and providers is our comprehensive approach for providing clients BOTH career services and medical services, a rare combination of services presented to VOC Rehab consults.

- TVD was established by Veterans to employment services for Veterans and non-Veterans with disabilities
- TVD partners frequently with Walgreens REDI (Retail Employees with Disabilities Initiative) for customer On-The-Job Training Opportunities with potential for permanent employment.
- TVD partners with Wawa's Supported Employment program which provides opportunities for persons with disabilities to work customized positions at local Wawa stores.
- TVD is now a Certified Employment Network Provider with the Social Security Administration.

Pertinent Codes:

EIN: 46-2311717

DUNS UEID: 080979117

SAM UEID: ELD8MA4MY8N1

CAGE: 8DET1

NAICS Codes:

624310

624120

PS Codes:

R499 (Support Professional: Other)

U006 (Education/Training)

U006 (Education/Training)

R497 (Professional/PersonalSupport)

Company Data

The Vocation Depot, Inc.

4708 Cypress Serenity Dr

Plant City, FL 33565

Web: <https://vocationdepot.org>

Corporate Contact

Cheryl Vincent

Phone: 813-951-7142

Email: cvincent@vocationdepot.org

