

# GEORGIA STATE USE COUNCIL

**Quarterly Meeting**  
**Sept. 26, 2014**  
**Sloppy Floyd Building**  
**Atlanta, GA**

**GEORGIA Enterprises**



**for Products & Services**

Turning disabilities into possibilities

# GEORGIA STATE USE COUNCIL

## **Quarterly Meeting Sept. 26, 2024 Sloppy Floyd Building Atlanta, GA**

### AGENDA

- I. Call to Order
  - A. Welcome Members and Guests – Introductions
  - B. Adoption of Agenda
  - C. Approval Of June 27<sup>th</sup> Minutes
  
- II. Central Nonprofit Agency Report
  - A. Financial Reports, GEPS staff
  - B. Comparative Sales by Category & Customer
  - C. Quarterly Employment Report/ Sales by CRP
  - D. GEPS Web Site
  - E. Update on Service Contract Award Status
  - F. State Use Operational Plan UPDATE
  
- III. Committee Reports
  - A. Finance Committee
  - B. Marketing Committee
  - C. Certification Committee
  - D. Fair Market Pricing Committee
  - E. Executive Committee
  - F. Status of Policy and Procedures Document, and next steps
  
- V. Old Business
  - A. Extension of Contract for Designation of FY24 CNA
  - B. Extension of Agreement Between State Use Council, DOAS, CNA
  
- VI. New Business
  
- VII. Adjourn to Working Wonders Award Luncheon

**STATE USE COUNCIL  
TRAVEL REIMBURSEMENT EXPENSE FORM**

**NAME:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_  
\_\_\_\_\_

**City/Zip:** \_\_\_\_\_

**Meeting:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

**Mileage:** \_\_\_\_\_ miles x \$ 0.67/mi = \$ \_\_\_\_\_

**Meals (to be reimbursed – please attach receipts):** \$ \_\_\_\_\_

**Other Expenses (please list):** \$ \_\_\_\_\_

=====

**Total** \$ \_\_\_\_\_

**Please attach copies of reimbursable receipts. Thank you.**

C. APPROVAL OF JUNE 27<sup>TH</sup> MINUTES



# GEORGIA STATE USE COUNCIL

SHAWN PURSLEY  
EXECUTIVE DIRECTOR

REID LAURENS  
CHAIR

**Thursday, June 27, 2024—10:00 AM**  
**Location: Easter Seals East Georgia,**  
**and via Zoom**

## MINUTES

### COUNCIL MEMBERS PRESENT

Mr. Reid Laurens, Chair  
Mr. Jim Barnaby, DOAS  
Mr. Ross Barrineau, DOC  
Ms. Kerri Hammond  
Ms. Wanda Warren  
Mr. Rick Hooper  
Mr. Demetrius Taylor, DHS  
Mr. William Dews, DCA  
Ms. Lyndsey Rudder  
Mr. Marty Owens

### COUNCIL MEMBERS ABSENT

Ms. Dorothy Cochran  
Mr. Charles F. Smith  
Mr. Allen Morgan, DBHDD  
Mr. Jay Mitchell

### STAFF

Mr. Shawn Pursley, GEPS Executive Director  
Ms. Caitlin Hyatt, GATES CEO  
Ms. Christina Zolomy, GATES/GEPS

### GUESTS

Mr. Dave Ward, TNC/GATES  
Mr. Stephen Mock, Peak Performers  
Mr. Dan West, GIB  
Ms. Veronica Rohlack, BDI  
Mr. Andrew Barrett, New Ventures  
Mr. Mike Wilson, New Ventures  
Ms. Amy Steele, New Ventures  
Ms. Sheri Coleman, SEGA  
Ms. Shamicka Demery, BDI  
Ms. Autumn Cole, DOAS  
Ms. McCall Ginsburg, DOAS  
Mr. Robert Bell, DBHDD  
Ms. Betti Rosszer Figueroa  
Ms. Emily Hirst, DOAS  
Mr. Dan Regenstein, DOAS  
Ms. Christina Chambless, GIB  
Julia Gentz, ESEGA  
S Dover, Dover Solutions

### **Adoption of Agenda**

Mr. Shawn Pursley conducted a roll call to account for everyone attending and noted a quorum was present. Chairman Reid Laurens called the meeting to order at 10:04 a.m. and welcomed all members and guests.

The Chairman called for any exceptions to the agenda, and the following was stated by staff: concerning the following issues to be tentatively scheduled for further discussion and addressed at the meeting:

- A. Financial Reports, GEPS staff
- B. Comparative Sales by Category & Customer
- C. Quarterly Employment Report/ Sales by CRP
- D. GEPS Web Site
- E. Update on Service Contract Award Status
- F. State Use Operational Plan UPDATE

With no further objections, the modified agenda was accepted by the Council.

**Approval of Prior Meeting Minutes**

The March 21,204 minutes were discussed. With no questions or objections, the minutes were approved by the Council.

**Central Non-Profit Agency**

**Financial Report**

Mr. Shawn Pursley reviewed the Finance Committee has previously reviewed the March and April reports, so focusing on May, which is the most recent report:

Overall, GEPS had an EOM Net Gain of \$8,734 and a YTD Net Gain of \$157,027.

Looking at the left side of page 21, taking a closer look at that EOM breakdown:

Revenue EOM May was \$502,297, which is \$637 (or 0.13%) lower than budget projections. After considering the Cost of Sales EOM of \$470,786, the Net Revenue was \$31,511 which was \$506 (or 1.6%) higher than budget projections.

EOM May expenses were \$22,777 (or 2.7%) over budget, ending the month with the above-mentioned Net Revenue figure of \$8,734. That is \$2,463 more than the projected Net Revenue gain of \$6,271., taking a closer look at the YTD breakdown: Revenue from sales YTD was \$7,066,271, which is \$2,194,667 (or 45%) over budget projections. After considering the Cost of Sales YTD, of \$6,633,539, Net Revenue was \$432,732 which is \$104,341 (or 32%) over budget projections. YTD expenses were \$275,705 (or -0.58% under budget), which brings the YTD Net Revenue to the previously mentioned Net Gain of \$157,027. That is \$105,952 (or 207%) greater than the projected Net Revenue of \$51,075. The Balance Sheet shows total Net Assets increased to \$509,623 as of the end of May. Payments to the CRPs show that GEPS paid the CRPs a YTD total of \$6,459,171 and 100% of these payments were all made in 7 days or less.

Then Mr. Pursley then continued by reporting the Comparative Sales by Category Report begins and gives you the FY24 July - April comparison with the same period last fiscal year and shows that Product Sales were up 63%. This is most notably contributed to by the sizeable COVID testing order we received this year. The Service Contract Sales were up 39% from FY23. Overall, GEPS Total Sales are up 54% from FY23.

The breakdown of Product Sales shows that Other represents the items with the largest percentage (at 50%) of those sales (with a large portion of that being COVID Testing Kits). For Service Contracts, below that, Custodial still represents the largest percentage of those sales at 85%. Product Sales comparing FY24 against FY23 with "Other" or COVID Testing Kits showing the most dramatic, single category change as a significant increase in sales in that category. Below that graph, you can see the breakdown of Service Sales comparing FY24 against FY23 with Custodial contracts having an increase in sales of 47%.

**Quarterly Employment Reports**

Mr. Shawn Pursley continued by reviewing the Quarterly Employment Report which shows the number of hours employees with disabilities worked through the end of Q3 FY24 as being 51,188, which is up from last fiscal year's hours of 37,388. The number of Georgians with disabilities that were employed during FY24 compared to last year is lower at 85 for FY24 when compared to 100 for FY23. At the end of Q3 FY24, YTD CRP sales were \$ 5,711,620.

**Internet (GEPS Website) Sales**

Mr. Shawn Pursley reviewed GEPS website sales for FY24 were down at \$33,716 when compared to \$62,074 in FY23. The graph below on the same page shows most of those sales from the GEPS website during that time were from Gloves.

GEPS website sales for the 12 months ending in April 2024 showing peak sales in November of 2023.

### Current Contract Status

Mr. Pursley reviewed GEPS's current contract status for FY24. There are 15 bids pending. There are 21 existing contracts. Lost 3 contracts and there are 13 contracts that have expired since the beginning of FY24. There were 29 bids that were sent out to the CRPs but not bid upon due to various reasons.

### State Use Operational Plan

Mr. Shawn Pursley reviewed just some of the highlights of the FY24 that was emailed to committee on June 19, 2024

The FY25 Operational Plan draft was also submitted to the Operational Plan Committee for review and approval. There were no significant changes made to the Operational Plan for FY25.

If the Operational Plan Committee has no further comments to add to the report, then the report shall be submitted with the updated FY24 Operational Plan and the FY25 Operational Plan for recommendation of approval by the Council

With no questions or objections, the CNA Report was approved by the Council.

<b>Committee Reports</b>
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Finance Committee - The following report was submitted, via email, to the Finance Committee on 6/20/24

Mr. Pursley noted that May YTD Product sales numbers are up sharply from last year and well above budget projections due to the COVID Testing Kit orders coming in. Service sales also remain up and above budget with a bottom line showing a YTD Net gain of \$157,027 at the end of May. GEPS ended May with an EOM Net Revenue gain of \$8,734. YTD Product Sales are up 58% from the Previous Year and 54% above Budget. YTD Service Sales are up 36% from the Previous Year and 30% above Budget. Overall, YTD Net Revenue is up 50% from the Previous Year and 45% above Budget. YTD, Total Expenses are up 3.1% from the Previous Year but are still only 0.58% over Budget. All of this results in the above-mentioned May Net gain of \$157,027 YTD. The Balance Sheet shows the total Net Assets at \$509,623 as of the end of May. The report for payments to the CRPs shows that at the end of the month, GEPS paid the CRPs a YTD total of \$6,459,171, and 100% of these payments were made in 7 days or less.

***Important note from accounting:*** GEPS is showing \$407k in First Horizon Bank. We will need to move \$100k more to Raymond James this month, as with the audit coming up, we don't need to have over the \$250k limit in the checking account.

With no questions or objections, the FY24 Finance Committee report was accepted by the Council.

### Marketing Committee

Marketing assistance continues as planned and is progressing within budget. Exhibiting efforts are under budget, which will allow for some flexibility in spending as well as absorb some of the increased expenses due to inflation. The annual DOAS Conference Expo was canceled, but GEPS exhibited at the NIGP expo in March. The Wardens Conference Expo was earlier in June. The development of graphics and marketing materials is over budget, which is expected when the decision was made to redo the GEPS website. Building capacity is just slightly over budget. Overall, YTD, at a current expenditure of \$37,129, which is just slightly over the budget of \$36,800, is a positive since the goal is always to fully utilize our marketing budget. Operational stats, previously reported, are updated against the plan with the number of bids opportunities sent out, bids submitted, and bids won so far this year (to date the new contracts are well above plan). Marketing efforts have been expanded on social media and increased eBlast this year. Lastly, the number of individuals with disabilities and the number of

employment hours worked by those individuals were reported, as of FY24 Q3, as 85 disabled employees were provided with 51,188 hours of employment. Marketing assistance is budgeted at the same level as FY24. Exhibiting has been reduced significantly since the DOAS conference was canceled this year. The Warden's Conference as well as the CACJ Conference will remain on the exhibition budget. The graphics budget has been increased to finish out the funding for the GEPS website redesign as well as regular efforts as far as eBlast, regular website updates, and keeping up the GEPS catalog and distribution. Building Capacity is kept at the relatively same level as FY24. Overall, the FY25 budget is slightly reduced for Marketing but the plan is still utilizing all the marketing elements that we have used in the past with a total FY25 budget of \$33,950.

With no questions or objections, the FY24 Marketing Committee report was accepted by the Council.

### **Certification Committee**

Mr. Pursley, Executive Directory to present the FY24 Q3 % Compliance Report...and summarized the high points here:

BDI – they have shown some improvement in Q3 despite the ongoing labor crisis which is still affecting them. GEPS/BDI withdrew from the GA Piedmont Technical College Contract effective 3/31/24. While GA Regional Hospital has dipped, DHS-Fairburn Rd. continues to show improvement. The proposed change in the documentation requirement should assist with BDI's recruitment efforts. SEGA – Great to see ESEGA efforts have paid off and their 3rd Quarter numbers have come up nicely! ESMGA – There were no sales of pallets during the 3rd Quarter.

The rest of the report is within compliance. It is important to note that at the June 2024 SUC meeting, the approved P&P update includes a previously approved proposal to update the policy concerning documentation of disability requirements which should improve the process of recruitment for all the CRPs.

The following report was submitted, via email, to the Certification Committee on 6/20/24. Shawn Pursley, GEPS Executive Director

With no questions or objections, the Certification Committee report was accepted by the Council.

Fair Market Price  
Review

### **Fair Market Price Committee**

There is none at this time.

Executive  
Committee

### **Executive Committee**

The following report was submitted, via email, to the Executive Committee on 6/5/24. Shawn Pursley, GEPS Executive Director

The Executive Committee met via Zoom on 5/16/24 to discuss the approval of the draft revision of the SUC Policy and Procedure Manual (P&P)

**The 2 documents were reviewed, and the following points were discussed:** The Central Non-Profit Agency (CNA) should be designated and defined toward the beginning of the document.

**Action Taken** – The P&P was modified to include a section at the beginning listing the State Use Law itself which defines the Central Nonprofit Agency (50-5-136(b)(1) on page 6. The designation of GATES as the CNA is covered under the contracts that are drawn up separately from this document. The



clarification was made that this draft was not redefining the term disability for the State Use Program. That issue was settled a few years ago, just before COVID, by the State Use Council when the SUC previously realized that it had not specifically defined disability as it applies to the State Use Program. When the SUC took up the task of defining disability for the State Use Program at that time, they drafted a definition, and then put the issue to the various CRPs that make up the GATES Board of Directors. The GATES membership is made up of organizations with specific expertise in the matter and the board itself is made up of the leaders of those organizations. GATES discussed and examined the SUC definition extensively and came to a more defined draft definition, which was then brought before the SUC Executive Committee for approval. Upon examination, evaluation, and discussion, the committee further refined that draft and sent it back to GATES where the final draft was approved at that time. That final draft was recommended to the SUC and upon voting, the SUC approved that definition at that time.

The SUC Executive Committee discussed the issue, and it was mentioned that while the law says that “The council shall give weight to the criteria established by the federal committee for purchase of products and services of the blind and other severely handicapped persons, pursuant to the federal Wagner-O’Day Act (41 U.S.C. Sections 46-48b), as amended”, the law also says that “the council shall consult with appropriate entities of government and take into account the views of nongovernmental entities representing the severely handicapped”. It was noted that such consultation had been done when the SUC consulted with GATES on the matter and approved the definition as it had been drafted and approved by both GATES and the SUC. It was pointed out that the law does not require strict adherence to the Wagner-O’Day Act and that the State Use Council has the authority to define disability for the State Use Program, which it had done in the recent past.

**Action Taken** - Considering that the SUC had already settled the matter with extensive efforts in the past and certified the current definition as policy, it was suggested that we move forward with a discussion of other issues concerning the proposed draft.

It was brought up that the current P&P Section 2, page 13, appoints the Executive Director of GEPS as the SUC Secretary/Treasurer. It was suggested that while the appointment of the SUC Secretary was fine, the SUC

Treasurer position be changed to appoint the Chairman of the Finance Committee as the SUC Treasurer.

**Action Taken** - With no objections, the recommendation was made to change that section to reflect that, and that has been done in the attached draft.

It was mentioned that Open Records Requests information should be posted to the GEPS and GATES websites along with information about the upcoming SUC Quarterly meetings.

**Action Taken** – The GATES website already had the GEPS meeting information posted. The GEPS website now has that added along with the upcoming meeting information being listed on both sites. Having reached the end of the discussions, the Committee was asked to approve the recommendation of the draft being submitted to the SUC for approval. There was mention of there being other issues to potentially discuss, but it was noted that most of the draft changes were general updates to Policies and Procedures that had already been approved in the past and that this draft brought the document up to present operations. It was furthermore suggested that once this draft was approved by the SUC, any further issues that needed to be addressed could be done so by the Executive Committee and the SUC in the future and that working from a clean copy would be much easier for those efforts. It was furthermore suggested that the Executive Committee and the SUC should make sure that the P&P is reviewed at least annually to make sure that all the information is up to date.

**Action Taken** – The Chairman asked the Executive Committee to vote to approve the changes to the draft and for the draft to be submitted to the SUC for approval.

The members of the Executive committee all agreed, except for DOAS, which felt like further items would need to be addressed but would not be able to be addressed by the June meeting. The Chairman commented that, as discussed, there would be ample future opportunity to hear those suggestions, but acknowledged that the vote carries the draft forward to the SUC for consideration and approval and that once approved, the updated version would be open to further discussion as well as clear the way for the Committee to update the 2 contracts that are signed by DOAS/SUC/GATES which cite the P&P document. The chairman also noted that the annual policy to review the P&P would be added to the document (which has been done in the “Quality Assurance” section of the P&P document).

The Executive Committee therefore submits the attached Redline version and Clean/Changes Accepted version to the SUC for approval.

Chair called for approval of the updated policy manual as presented – 8 opposed, update not passed.

**Nominating  
Committee**

**Nominating Committee**

Report given by Chair of the Committee

Chair of the committee nominated Wanda Watkins

Vice Chair nominated Chris Valley

Treasurer, Kerri Hammond

Votes passed and the new Chair of the SUC will take over at the September meeting.

**Old  
Business**

Extension of Contract for Designation of FY25 Central Non-Profit Agency (CNA) Vote Passed

Extension of Agreement Between State Use Council, Department of Administrative Services, and

Central Non-Profit Agency (CNA)Vote Passed

**New  
Business**

The is none at this time.

**Call to Adjourn**

The Chairman called for a Motion to Adjourn. A motion was made and seconded. Hearing no discussion, questions, objections, or comments on the motion, the Chairman called for a vote to adjourn. The vote passed unanimously. The meeting was therefore adjourned.

Respectfully submitted this 25th day of July 2024



Reid Laurens, Chairman

# GEORGIA STATE USE COUNCIL

## Quarterly Meeting

**Sept. 26, 2024**

**Sloppy Floyd Building  
Atlanta, GA**

### Central Non-Profit Agency Report

- A. Financial Reports, GEPS Staff
- B. Comparative Sales by Category & Customer
- C. Quarterly Employment Report/Sales by Work Center
- D. GEPS Web Site
- E. Update on Service Contract Award Status
- F. State Use Operational Plan (UPDATE)



A. FINANCIAL REPORTS, GEPS STAFF

# **GEPS Statement of Operations** for the period ending 06/30/2024

## Executive Summary

**CURRENT MONTH: (06/01/2024 – 06/30/2024) Net Loss (-\$3,526).**

For the month of June GEPS revenue was \$317,825, less than the budget by (\$-87,590). Cost of Sales for June was \$295,048, showing a net revenue of \$22,777, less than the budget projection by (-\$7,564). For the month of June GEPS received the GVRA grant.

GEPS expenses for the month were more than the budget by (-\$2,146). GEPS ended the month with a net loss of (\$-3,526). This loss is (-\$9,710) more than the projected gain of \$6,184 in the budget.

**For the year to date: (Y-T-D) – Net GAIN: \$153,501**

Y-T-D GEPS revenue is more than budget projections by \$2,107,077. Product sales are more than the budget projections by 47.69% or \$1,598,929. Service contracts are more than budget projections by \$506,752 or 26.80%. The net revenue of \$455,509 is more than budget projections by 26.98% or \$96,777.

Y-T-D GEPS expenses are more than budget by (-.18%) or (-\$534). FY23 GEPS expenses were \$289,630 as compared to FY24 expenses of \$302,008.

For June GEPS Y-T-D Net Revenue gain of \$153,501 is more than the budget projection of \$57,259 by \$96,242 or 168.08%. In FY23 GEPS had a net revenue gain of \$50,971 as of 06/30/2023.

### **BALANCE SHEET**

A breakdown on the GEPS AR shows:

Less than 30 days	\$ 258,384.79 ( 99.63% of AR)
31 days to 60 days	\$ 922.15 (.36% of AR)
61 days to 90 days	\$ 194.95 (.08% of AR)
Over 90 days	\$ -177.66 (-.07 of AR)

( Note: Accounting continues to reach out)

AP to work centers \$283,103.04 as compared to 2023 the AP was \$357,805.35.

GEPS total Net Assets of \$506,097.46 increased from net assets of \$352,596.38 as of June 30, 2023.

### **Work Center Payables**

This summary reports the length of time it took to get checks mailed to the Work Center after GEPS received payment. For the period June 1 to June 30, 2024 GEPS paid \$543,677 to work centers. As you will note 100% of the payments were made in less than 7 business days.

Please let me know if you have any questions.

# GEPS

## Statement of Operations

Month Ending June 30,2024

9/12/2024

	Prior Year June	Current Mth Actual June	Current Mth Budget June	% Of Prior Yr	Prior Year YTD	Current YTD	Budget YTD	% Of Prior Yr	Act -Bud YTD %	Total FY24 Budget
<b>REVENUE:</b>		-	-							
GEPS Product Sales	199,942	154,557	235,927	-22.70%	3,242,997	4,951,796	3,352,867	52.69%	47.69%	3,352,867
GEPS Service Sales	154,696	157,597	163,988	1.88%	1,796,020	2,397,904	1,891,152	33.51%	26.80%	1,891,152
GEPS Grant	5,466	5,466	5,500	0.00%	32,797	32,797	33,000	0.00%	-0.62%	33,000
GEPS Meeting Registration		-	-	0.00%	-	-	-	0.00%	0.00%	-
Interest-Raymond James	124	205	-	0.00%	730	1,599	-	0.00%	0.00%	-
Other Revenue	-	-	-	0.00%	-	-	-	0.00%	0.00%	-
<b>Total Revenues</b>	<b>360,228</b>	<b>317,825</b>	<b>405,416</b>	<b>-11.79%</b>	<b>5,072,544</b>	<b>7,384,096</b>	<b>5,277,019</b>	<b>45.57%</b>	<b>39.93%</b>	<b>5,277,019</b>
<b>COST OF SALES:</b>										
GEPS Products - Cost of Sales	186,847	145,600	220,375	22.08%	3,030,958	4,656,021	3,134,931	-53.62%	-48.52%	3,134,931
GEPS Services - Cost of Sales	146,544	149,448	154,700	-1.98%	1,700,987	2,272,566	1,783,357	-33.60%	-27.43%	1,783,357
<b>Total Cost of Sales</b>	<b>333,391</b>	<b>295,048</b>	<b>375,074</b>	<b>11.50%</b>	<b>4,731,945</b>	<b>6,928,587</b>	<b>4,918,287</b>	<b>-46.42%</b>	<b>-40.87%</b>	<b>4,918,287</b>
<b>Net Revenue</b>	<b>26,837</b>	<b>22,777</b>	<b>30,341</b>	<b>-301.17%</b>	<b>340,600</b>	<b>455,509</b>	<b>358,732</b>	<b>33.74%</b>	<b>26.98%</b>	<b>358,732</b>
<b>EXPENSES:</b>			-							
Audit Fees	-	-	-	0.00%	6,075	5,954	6,257	2.00%	-4.85%	6,257
Bad Debt	-	-	-	0.00%	-	-	-	0.00%	0.00%	-
Bank Service Charges	80	49	87	39.66%	1,003	660	1,038	34.26%	-36.45%	1,038
Credit Card Fees	159	121	186	23.55%	2,301	3,277	2,233	-42.43%	46.73%	2,233
Depreciation	148	52	44	64.49%	619	630	529	-1.71%	18.97%	529
Dues/Memberships/Fees	-	-	-	0.00%	1,000	1,500	1,000	-50.00%	50.00%	1,000
Insurance	340	345	363	-1.37%	4,121	4,304	4,359	-4.46%	-1.25%	4,359
Interest Expense	-	-	-	0.00%	-	-	-	0.00%	0.00%	-
Management Fee	19,967	20,833	20,833	-4.34%	239,599	250,000	250,000	-4.34%	0.00%	250,000
Miscellaneous	163	162	323	0.56%	3,715	1,835	3,875	0.00%	-52.64%	3,875
Office Supplies	14	-	59	100.00%	1,030	1,497	710	-45.41%	110.98%	711
Postage/Mail Services	80	182	28	-127.89%	441	215	333	51.19%	-35.34%	332
Printing/Copying	61	499	50	-715.20%	718	1,835	602	-155.72%	205.03%	602
Professional Fees	-	-	-	0.00%	-	-	-	0.00%	0.00%	-
Promotional / Advertising	1,437	1,873	1,497	-30.37%	12,778	9,933	12,819	22.27%	-22.52%	12,818
Seminars/Meetings	-	-	-	0.00%	2,420	6,817	2,492	-181.72%	173.54%	2,492
Telephone	295	295	310	0.02%	3,575	3,327	3,718	6.93%	-10.51%	3,718
Travel, Air/Car/Lodge	-	-	95	0.00%	1,984	3,623	3,049	-82.59%	18.85%	3,048
Travel, Mile/Meal/Other	(531)	1,450	-	-372.85%	5,041	3,800	5,069	24.61%	-25.03%	5,069
Website	45	441	283	-887.12%	3,212	2,801	3,392	12.81%	-17.43%	3,392
<b>Total Expenses</b>	<b>22,257</b>	<b>26,303</b>	<b>24,157</b>	<b>-18.18%</b>	<b>289,630</b>	<b>302,008</b>	<b>301,473</b>	<b>-4.27%</b>	<b>0.18%</b>	<b>301,473</b>
<b>Net Revenue Over (Under) Expe</b>	<b>4,580</b>	<b>(3,526)</b>	<b>6,184</b>	<b>-176.98%</b>	<b>50,971</b>	<b>153,501</b>	<b>57,259</b>	<b>201.16%</b>	<b>168.08%</b>	<b>57,259</b>

**Georgia Enterprises for Products and Services**  
**Balance Sheet**  
As of June 30, 2024

	<b>Jun 30, 24</b>	<b>Jun 30, 23</b>
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
10940 · IBERIABANK	215,746.70	195,998.10
1000 · Raymond James Deposit Fund	302,321.72	150,722.83
<b>Total Checking/Savings</b>	518,068.42	346,720.93
<b>Accounts Receivable</b>		
11140 · A/R GEPS	259,324.23	353,386.88
<b>Total Accounts Receivable</b>	259,324.23	353,386.88
<b>Other Current Assets</b>		
16003 · Website Development	4,319.01	0.00
11145 · Accounts receivable adjustments	-229.44	-229.44
13140 · Prepaid Expense GEPS	7,075.87	7,587.60
15040 · Property and Equip Geps	5,718.69	5,718.69
18040 · Accumulated Deprec GEPS	-3,304.76	-2,675.04
<b>Total Other Current Assets</b>	13,579.37	10,401.81
<b>Total Current Assets</b>	790,972.02	710,509.62
<b>TOTAL ASSETS</b>	<b>790,972.02</b>	<b>710,509.62</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>		
20040 · AP Geps	283,103.04	357,805.35
<b>Total Accounts Payable</b>	283,103.04	357,805.35
<b>Other Current Liabilities</b>		
24640 · Due to GASP - GEPS	1,406.74	79.79
24740 · Due To GISN - GEPS	336.08	0.00
25140 · Misc. Accrual	28.70	28.10
<b>Total Other Current Liabilities</b>	1,771.52	107.89
<b>Total Current Liabilities</b>	284,874.56	357,913.24
<b>Total Liabilities</b>	284,874.56	357,913.24
<b>Equity</b>		
39000 · Retained Earnings	352,596.38	301,624.79
Net Income	153,501.08	50,971.59
<b>Total Equity</b>	506,097.46	352,596.38
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>790,972.02</b>	<b>710,509.62</b>

# Payments to Workcenters

As of June 30, 2024

FY 2024

## % / # of Days Required to Process Payments to Workcenters After GEPS Receives

	7 Days or Less	10 Days or Less	14 Days or Less	Over 14 Days	Total Payments
<b>July</b>					
%of Payment	100%	-	-	-	
\$ of Payment	\$ 295,391				\$ 295,391
<b>August</b>					
%of Payment	100%	-	-	-	
\$ of Payment	\$ 378,616				\$ 378,616
<b>September</b>					
%of Payment	100%	-	-	-	
\$ of Payment	\$ 347,556				\$ 347,556
<b>October</b>					
%of Payment	100%	-	-	-	
\$ of Payment	\$ 432,415				\$ 432,415
<b>November</b>					
%of Payment	100%	-	-	-	
\$ of Payment	\$ 529,690				\$ 529,690
<b>December</b>					
%of Payment	100%				
\$ of Payment	\$ 2,040,154				\$ 2,040,154
<b>January</b>					
%of Payment	100%				
\$ of Payment	\$ 551,777				\$ 551,777
<b>February</b>					
%of Payment	100%				
\$ of Payment	\$ 578,486				\$ 578,486
<b>March</b>					
%of Payment	100%				
\$ of Payment	\$ 330,428				\$ 330,428
<b>April</b>					
%of Payment	100%				
\$ of Payment	\$ 329,598				\$ 329,598
<b>May</b>					
%of Payment	100%				
\$ of Payment	\$ 645,060				\$ 645,060
<b>June</b>					
%of Payment	100%				
\$ of Payment	\$ 543,677				\$ 543,677
<b>Y-T-D</b>					
%of Payment	0.0%	0.0%	0.0%	0.0%	
\$ of Payment	\$ 7,002,849	\$ -	\$ -	\$ -	\$ 7,002,849



# **GEPS Statement of Operations** **for the period ending 7/31/2024**

## **Executive Summary**

**CURRENT MONTH: (7/01/2024 – 7/31/2024) NET GAIN \$44,209.**

For the month of July, GEPS revenue was \$1,263,908, more than the budget by \$979,326. Cost of Sales for July was \$1,196,658 showing net revenue of \$67,250, more than budget projection by \$50,207.

GEPS expenses for the month were less than the budget by \$917. GEPS ended the month with a net gain of \$44,209. This gain is \$51,124 more than the projected loss of (-\$6,914) in the budget.

**For the year to date: (Y-T-D) – Net GAIN \$44,209**

Since July is the first month of the Fiscal Year, the Y-T-D numbers are the same

## **BALANCE SHEET**

A breakdown on the GEPS AR shows:

Less than 30 days	\$ 1,244,152.36 (97.40% of AR)
31 days to 60 days	\$ 30,637.56 (2.40% of AR)
61 days to 90 days	\$ 3,017.00 (.24% of AR)
Over 90 days	\$ -475.48 (-0.04% of AR)

(Accounting continues to reach out.)

AP to work centers \$1,201,063.96 as compared to 2023 the AP was \$353,475.30.

GEPS total Net Assets of \$550,306.71 increased from net assets of \$506,097.46 as of June 30, 2024.

## **Work Center Payables**

This summary reports the length of time it took to get checks mailed to the Work Center after GEPS received payment. For the period July 1 to July 31, 2024 GEPS paid \$278,697 to work centers. As you will note 100% of the payments were made in less than 7 days.

Please let me know if you have any questions.

# GEPS

## Statement of Operations

Month Ending July 31, 2024

9/14/2024

	Prior Year July	Current Mth Actual July	Current Mth Budget July	% Of Prior Yr	Prior Year YTD	Current YTD	Budget YTD	% Of Prior Yr	Act -Bud YTD %	Total FY25 Budget
<b>REVENUE:</b>		-	-							
GEPS Product Sales	104,123	1,097,445	75,698	953.99%	104,123	1,097,445	75,698	953.99%	1349.77%	3,500,000
GEPS Service Sales	204,243	166,206	208,884	-18.62%	204,243	166,206	208,884	-18.62%	-20.43%	2,452,000
GEPS Grant				0.00%	-	-	-	0.00%	0.00%	33,000
GEPS Meeting Registration				0.00%	-	-	-	0.00%	0.00%	-
Interest-Raymond James	128	257		0.00%	128	257	-	0.00%	0.00%	-
Other Revenue	-	-	-	0.00%	-	-	-	0.00%	0.00%	-
<b>Total Revenues</b>	<b>308,494</b>	<b>1,263,908</b>	<b>284,582</b>	<b>309.66%</b>	<b>308,494</b>	<b>1,263,908</b>	<b>284,582</b>	<b>309.70%</b>	<b>344.13%</b>	<b>5,985,000</b>
<b>COST OF SALES:</b>										
GEPS Products - Cost of Sale	97,704	1,039,262	70,561	-963.69%	97,704	1,039,262	70,561	-963.69%	-1372.85%	3,272,500
GEPS Services - Cost of Sale	193,628	157,396	196,977	18.71%	193,628	157,396	196,977	18.71%	20.09%	2,312,236
<b>Total Cost of Sales</b>	<b>291,332</b>	<b>1,196,658</b>	<b>267,539</b>	<b>-310.75%</b>	<b>291,332</b>	<b>1,196,658</b>	<b>267,539</b>	<b>-310.75%</b>	<b>-347.28%</b>	<b>5,584,736</b>
<b>Net Revenue</b>	<b>17,162</b>	<b>67,250</b>	<b>17,043</b>	<b>10841.44%</b>	<b>17,162</b>	<b>67,250</b>	<b>17,043</b>	<b>291.85%</b>	<b>294.60%</b>	<b>400,264</b>
<b>EXPENSES:</b>										
Audit Fees	-	-	-	0.00%	-	-	-	0.00%	0.00%	6,132
Bad Debt	-	-	-	0.00%	-	-	-	0.00%	0.00%	-
Bank Service Charges	76	38	38	50.14%	76	38	38	50.14%	0.00%	707
Credit Card Fees	602	40	40	93.36%	602	40	40	93.36%	0.00%	3,514
Depreciation	52	52	52	-0.08%	52	52	52	-0.08%	0.19%	629
Dues/Memberships/Fees				0.00%	-	-	-	0.00%	0.00%	1,545
Insurance	239	364	364	-51.96%	239	364	364	-51.96%	0.00%	4,533
Interest Expense				0.00%	-	-	-	0.00%	0.00%	-
Management Fee	19,967	20,833	21,750	-4.34%	19,967	20,833	21,750	-4.34%	-4.21%	261,000
Miscellaneous	137	141	141	-2.63%	137	141	141	0.00%	0.00%	1,771
Office Supplies	278	543	543	-95.26%	278	543	543	-95.26%	0.00%	1,513
Postage/Mail Services	6	3	3	56.17%	6	3	3	56.17%	0.00%	189
Printing/Copying	18	13	13	26.89%	18	13	13	26.89%	0.00%	1,359
Professional Fees	-	-	-	0.00%	-	-	-	0.00%	0.00%	-
Promotional / Advertising	567	497	497	12.36%	567	497	497	12.36%	0.00%	9,548
Seminars/Meetings	-	-	-	0.00%	-	-	-	0.00%	0.00%	7,021
Telephone	262	264	264	-1.07%	262	264	264	-1.07%	0.00%	3,033
Travel, Air/Car/Lodge	-	-	-	0.00%	-	-	-	0.00%	0.00%	2,346
Travel, Mile/Meal/Other	-	178	178	0.00%	-	178	178	0.00%	0.00%	5,558
Website	45	74	74	-64.09%	45	74	74	-64.09%	0.00%	9,060
<b>Total Expenses</b>	<b>22,249</b>	<b>23,040</b>	<b>23,957</b>	<b>-3.56%</b>	<b>22,249</b>	<b>23,040</b>	<b>23,957</b>	<b>-3.56%</b>	<b>-3.83%</b>	<b>319,458</b>
<b>Net Revenue Over (Under) Exp</b>	<b>(5,087)</b>	<b>44,209</b>	<b>(6,914)</b>	<b>969.06%</b>	<b>(5,087)</b>	<b>44,209</b>	<b>(6,914)</b>	<b>969.06%</b>	<b>739.38%</b>	<b>80,806</b>

**Georgia Enterprises for Products and Services**  
**Balance Sheet**  
As of July 31, 2024

	<b>Jul 31, 24</b>	<b>Jul 31, 23</b>
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
10940 · IBERIABANK	158,757.10	196,680.40
1000 · Raymond James Deposit Fund	302,579.08	150,850.93
<b>Total Checking/Savings</b>	461,336.18	347,531.33
<b>Accounts Receivable</b>		
11140 · A/R GEPS	1,277,331.44	344,086.55
<b>Total Accounts Receivable</b>	1,277,331.44	344,086.55
<b>Other Current Assets</b>		
16003 · Website Development	4,319.01	0.00
11145 · Accounts receivable adjustments	-229.44	-229.44
13140 · Prepaid Expense GEPS	6,945.58	7,178.17
15040 · Property and Equip Geps	5,718.69	5,718.69
18040 · Accumulated Deprec GEPS	-3,357.24	-2,727.48
<b>Total Other Current Assets</b>	13,396.60	9,939.94
<b>Total Current Assets</b>	1,752,064.22	701,557.82
<b>TOTAL ASSETS</b>	<b>1,752,064.22</b>	<b>701,557.82</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>		
20040 · AP Geps	1,201,063.96	353,475.30
<b>Total Accounts Payable</b>	1,201,063.96	353,475.30
<b>Other Current Liabilities</b>		
22000 · Sales Tax Payable	0.00	21.71
24640 · Due to GASP - GEPS	693.55	551.44
<b>Total Other Current Liabilities</b>	693.55	573.15
<b>Total Current Liabilities</b>	1,201,757.51	354,048.45
<b>Total Liabilities</b>	1,201,757.51	354,048.45
<b>Equity</b>		
39000 · Retained Earnings	506,097.46	352,596.38
Net Income	44,209.25	-5,087.01
<b>Total Equity</b>	550,306.71	347,509.37
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,752,064.22</b>	<b>701,557.82</b>

# Payments to Workcenters

As of July 31, 2024

FY 2025

## % / # of Days Required to Process Payments to Workcenters After GEPS Receives

	7 Days or Less	10 Days or Less	14 Days or Less	Over 14 Days	Total Payments
<b>July</b>					
%of Payment	100%	-	-	-	
\$ of Payment	\$ 278,697				\$ 278,697
<b>August</b>					
%of Payment	#DIV/0!	-	-	-	
\$ of Payment					
<b>September</b>					
%of Payment	#DIV/0!	-	-	-	
\$ of Payment					
<b>Y-T-D</b>					
%of Payment	0.0%	0.0%	0.0%	0.0%	
\$ of Payment	\$ 278,697	\$ -	\$ -	\$ -	\$ 278,697

# **GEPS Statement of Operations** for the period ending 8/31/2024

## Executive Summary

**CURRENT MONTH: (8/01/2024 – 8/31/2024) Net GAIN \$11,941**

For the month of August, GEPS revenue was \$511,455 more than the budget by \$70,825. For the month of August GEPS received the GVRA grant. Cost of Sales for August was \$474,703 showing net revenue of \$36,752 more than budget projection by \$4,590.

GEPS expenses for the month were more than the budget by (-\$917). GEPS ended the month with a net gain of \$11,941. This gain is \$3,673 more than the projected gain of \$8,268 in the budget.

**For the year to date: (Y-T-D) – Net GAIN: \$56,151**

Y-T-D GEPS revenue is more than budget projections by \$1,050,152. Product sales are more than the budget projections by 377.74% or \$1,132,287. Service contracts are less than budget projections by (-\$82,616) or (-19.67%). The net revenue of \$104,002 is more than budget projections by 111.36% or \$54,797.

Y-T-D GEPS expenses are the same as the budget. FY24 GEPS expenses were \$45,432 as compared to FY25 expenses of \$47,851.

For August GEPS Y-T-D Net Revenue gain of \$56,151 is more than the budget projection of \$1,354 by \$54,796 or 4046.56%. In FY24 GEPS had a net revenue gain of \$9,202 as of 8/31/2023.

### **BALANCE SHEET**

A breakdown on the GEPS AR shows:

Less than 30 days	\$ 458,475.28( 33.72% of AR)
31 days to 60 days	\$ 901,725.56 ( 66.32% of AR)
61 days to 90 days	\$ 63.44 ( % of AR)
Over 90 days	\$ -491.41( -0.04% of AR)

(Accounting continues to reach out.)

AP to work centers \$1,326,443.81 as compared to 2023 the AP was \$465,343.26.

GEPS total Net Assets is \$562,248.31 increased from net assets of \$506,097.46 as of June 30, 2024.

### **Work Center Payables**

This summary reports the length of time it took to get checks mailed to the Work Center after GEPS received payment. For the period August 1 to August 31, 2024 GEPS paid \$349,323 to work centers. As you will note 100% of the payments were made in less than 7 business days.

Please let me know if you have any questions.

# GEPS

## Statement of Operations

Month Ending August 31, 2024

9/14/2024

	Prior Year August	Current Mth Actual August	Current Mth Budget August	% Of Prior Yr	Prior Year YTD	Current YTD	Budget YTD	% Of Prior Yr	Act -Bud YTD %	Total FY25 Budget
<b>REVENUE:</b>		-	-							
GEPS Product Sales	316,058	334,592	224,052	5.86%	420,180	1,432,037	299,750	240.81%	377.74%	3,500,000
GEPS Service Sales	206,373	171,139	211,078	-17.07%	410,616	337,345	419,961	-17.84%	-19.67%	2,452,000
GEPS Grant	5,466	5,466	5,500	0.00%	5,466	5,466	5,500	0.00%	-0.62%	33,000
GEPS Meeting Registration				0.00%	-	-	-	0.00%	0.00%	-
Interest-Raymond James	128	257		0.00%	256	515	-	0.00%	0.00%	
Other Revenue	-	-	-	0.00%	-	-	-	0.00%	0.00%	-
<b>Total Revenues</b>	<b>528,025</b>	<b>511,455</b>	<b>440,630</b>	-3.16%	<b>836,519</b>	<b>1,775,363</b>	<b>725,211</b>	112.23%	144.81%	<b>5,985,000</b>
<b>COST OF SALES:</b>										
GEPS Products - Cost of Sales	294,901	312,653	209,421	-6.02%	392,605	1,351,915	279,983	-244.34%	-382.86%	3,272,500
GEPS Services - Cost of Sales	195,652	162,050	199,046	17.17%	389,280	319,446	396,024	17.94%	19.34%	2,312,236
<b>Total Cost of Sales</b>	<b>490,554</b>	<b>474,703</b>	<b>408,467</b>	3.23%	<b>781,886</b>	<b>1,671,361</b>	<b>676,006</b>	-113.76%	-147.24%	<b>5,584,736</b>
<b>Net Revenue</b>	<b>37,471</b>	<b>36,752</b>	<b>32,162</b>	-86.87%	<b>54,633</b>	<b>104,002</b>	<b>49,205</b>	90.36%	111.36%	<b>400,264</b>
<b>EXPENSES:</b>										
Audit Fees	-	-	-	0.00%	-	-	-	0.00%	0.00%	6,132
Bad Debt	-	-	-	0.00%	-	-	-	0.00%	0.00%	
Bank Service Charges	47	36	36	22.80%	123	74	74	39.69%	0.00%	707
Credit Card Fees	55	128	128	-133.80%	657	168	168	74.42%	0.00%	3,514
Depreciation	52	52	52	-0.08%	105	105	105	-0.08%	0.19%	629
Dues/Memberships/Fees				0.00%	-	-	-	0.00%	0.00%	1,545
Insurance	239	364	364	-51.96%	478	727	727	-51.96%	0.00%	4,533
Interest Expense				0.00%	-	-	-	0.00%	0.00%	-
Management Fee	21,700	22,667	21,750	-4.45%	41,667	43,500	43,500	-4.40%	0.00%	261,000
Miscellaneous	150	154	154	-2.41%	287	295	295	0.00%	0.00%	1,771
Office Supplies	101	22	22	77.98%	379	565	565	-49.22%	0.00%	1,513
Postage/Mail Services	4	7	7	-76.98%	10	9	9	5.07%	0.00%	189
Printing/Copying	17	43	43	-154.87%	35	56	56	-61.64%	0.00%	1,359
Professional Fees	-	-	-	0.00%	-	-	-	0.00%	0.00%	-
Promotional / Advertising	497	497	497	0.00%	1,063	993	993	6.58%	0.00%	9,548
Seminars/Meetings	-	-	-	0.00%	-	-	-	0.00%	0.00%	7,021
Telephone	276	272	272	1.35%	538	537	537	0.17%	0.00%	3,033
Travel, Air/Car/Lodge	-	-	-	0.00%	-	-	-	0.00%	0.00%	2,346
Travel, Mile/Meal/Other	-	-	-	0.00%	-	178	178	0.00%	0.00%	5,558
Website	45	569	569	-1158.06%	91	644	644	-611.07%	0.00%	9,060
<b>Total Expenses</b>	<b>23,183</b>	<b>24,811</b>	<b>23,894</b>	-7.02%	<b>45,432</b>	<b>47,851</b>	<b>47,851</b>	-5.33%	0.00%	<b>319,458</b>
<b>Net Revenue Over (Under) Expense</b>	<b>14,289</b>	<b>11,941</b>	<b>8,268</b>	-16.43%	<b>9,202</b>	<b>56,151</b>	<b>1,354</b>	<b>510.23%</b>	<b>4046.56%</b>	<b>80,806</b>

**Georgia Enterprises for Products and Services**  
**Balance Sheet**  
As of August 31, 2024

	<b>Aug 31, 24</b>	<b>Aug 31, 23</b>
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
10940 · IBERIABANK	213,235.49	186,812.25
1000 · Raymond James Deposit Fund	302,836.66	150,979.13
<b>Total Checking/Savings</b>	516,072.15	337,791.38
<b>Accounts Receivable</b>		
11140 · A/R GEPS	1,359,772.87	480,145.59
<b>Total Accounts Receivable</b>	1,359,772.87	480,145.59
<b>Other Current Assets</b>		
16003 · Website Development	4,319.01	0.00
11145 · Accounts receivable adjustments	-229.44	-229.44
13140 · Prepaid Expense GEPS	6,708.22	6,868.72
15040 · Property and Equip Geps	5,718.69	5,718.69
18040 · Accumulated Deprec GEPS	-3,409.72	-2,779.96
<b>Total Other Current Assets</b>	13,106.76	9,578.01
<b>Total Current Assets</b>	1,888,951.78	827,514.98
<b>TOTAL ASSETS</b>	<b>1,888,951.78</b>	<b>827,514.98</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>		
20040 · AP Geps	1,326,443.81	465,343.26
<b>Total Accounts Payable</b>	1,326,443.81	465,343.26
<b>Other Current Liabilities</b>		
22000 · Sales Tax Payable	0.00	21.71
24640 · Due to GASP - GEPS	259.66	251.28
25140 · Misc. Accrual	0.00	100.69
<b>Total Other Current Liabilities</b>	259.66	373.68
<b>Total Current Liabilities</b>	1,326,703.47	465,716.94
<b>Total Liabilities</b>	1,326,703.47	465,716.94
<b>Equity</b>		
39000 · Retained Earnings	506,097.46	352,596.38
Net Income	56,150.85	9,201.66
<b>Total Equity</b>	562,248.31	361,798.04
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,888,951.78</b>	<b>827,514.98</b>

# Payments to Workcenters

As of August 31, 2024

FY 2025

## % / # of Days Required to Process Payments to Workcenters After GEPS Receives

	7 Days or Less	10 Days or Less	14 Days or Less	Over 14 Days	Total Payments
<b>July</b>					
%of Payment	100%	-	-	-	
\$ of Payment	\$ 278,697				\$ 278,697
<b>August</b>					
%of Payment	100%	-	-	-	
\$ of Payment	\$ 349,323				\$ 349,323
<b>September</b>					
%of Payment	#DIV/0!	-	-	-	
\$ of Payment					
<b>Y-T-D</b>					
%of Payment	0.0%	0.0%	0.0%	0.0%	
\$ of Payment	\$ 628,020	\$ -	\$ -	\$ -	\$ 628,020



## CNA Finance Report

Shawn Pursley, GEPS Executive Director

The Finance Committee has previously reviewed the June and July reports, so focusing on September, which is the most recent report:

- Overall, GEPS had an EOM Net Gain of \$11,941 and a YTD Net Gain of \$56,151.
- Looking at the left side of the page, taking a closer look at that EOM breakdown:
  - Revenue EOM August was \$511,455, which is \$70,825 (or 16%) higher than budget projections.
  - After considering the Cost of Sales EOM of \$474,703, Net Revenue was \$36,752, which was \$3,590 (or 11%) higher than budget projections.
  - EOM August expenses were \$24,811 (or 7%) over budget, ending the month with the above-mentioned Net Revenue figure of \$11,941.
  - That is \$3,673 more than the projected Net Revenue gain of \$8,268.
- Looking up toward the top right side of the page, taking a closer look at the YTD breakdown:
  - Revenue from sales YTD was \$1,775,363, which is \$1,050,152 (or 145%) above budget projections.
  - After considering the Cost of Sales YTD, of \$1,671,361, Net Revenue was \$104,002 which is \$54,797 (or 111%) over budget projections.
  - YTD expenses were \$47,851 (or right at budget), which brings the YTD Net Revenue to the previously mentioned Net Gain of \$56,151.
  - That is \$54,797 (or 4047%) greater than the projected Net Revenue of \$1,354.
- The Balance Sheet shows total Net Assets increased to \$562,248 as of the end of August.
- Payments to the CRPs show that GEPS paid the CRPs a YTD total of \$628,020 and 100% of these payments were all made in 7 days or less.

If there are no further comments to add to the report, then the report shall be submitted with a recommendation for approval by the Council.

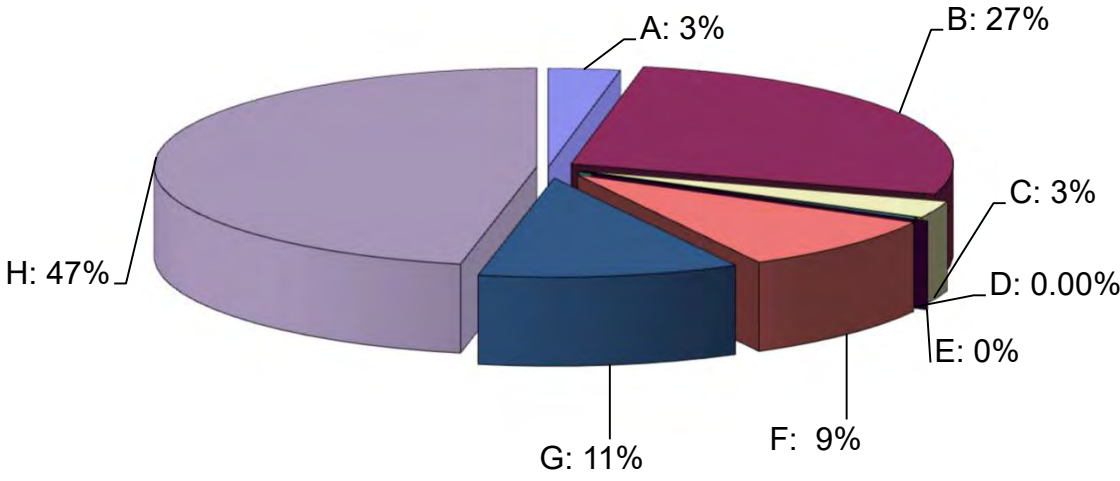
Sincerely,  
Shawn Pursley

B. COMPARATIVE SALES BY CATEGORY &  
CUSTOMER

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CATEGORY - (July-June)**

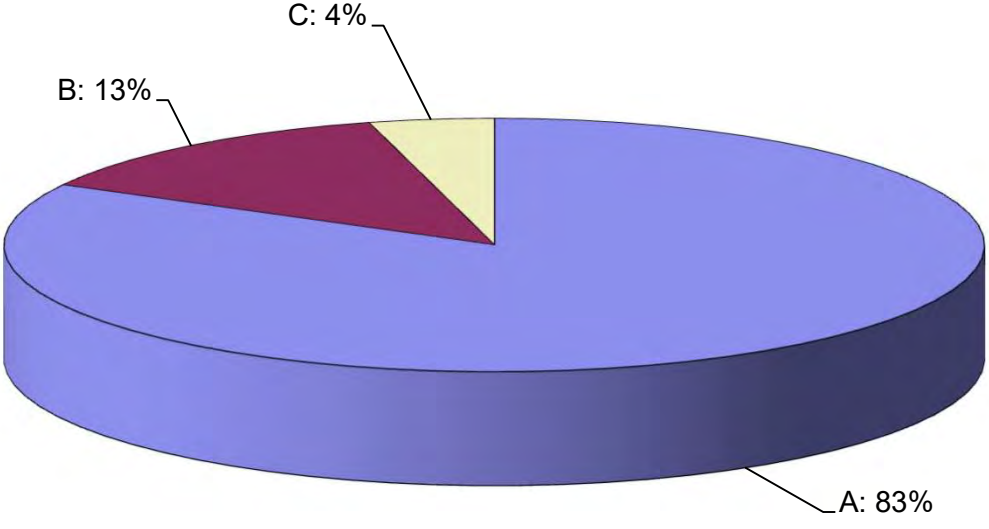
<b>Products</b>	<b>FY23</b>	<b>FY24</b>	<b>Variance</b>	<b>% Change</b>
<b>Batteries</b>	\$ 189,069	\$ 226,503	\$ 37,434	20%
<b>Cotton Face Masks</b>	\$ 2,690	\$ 6,758	\$ 4,068	151%
<b>COVID Test Kits</b>	\$ 1,645	\$ 1,726,473	\$ 1,724,828	104853%
<b>Disinfectant Spray</b>	\$ 10,372	\$ 14,160	\$ 3,788	37%
<b>Disposable Masks</b>	\$ -	\$ 3,251	\$ 3,251	3251%
<b>Drug Test Kits</b>	\$ 463,903	\$ 455,589	\$ (8,314)	-2%
<b>First Aid Kits and Accessories</b>	\$ 129,236	\$ 79,347	\$ (49,889)	-39%
<b>Floor Maintenance Pads</b>	\$ 82,793	\$ 109,738	\$ 26,945	33%
<b>Flu Prevention Kits</b>	\$ 62,554	\$ -	\$ (62,554)	-100%
<b>Gloves</b>	\$ 1,305,003	\$ 1,334,744	\$ 29,741	2%
<b>Hand Sanitizer</b>	\$ 154,351	\$ 136,515	\$ (17,836)	-12%
<b>Microfiber Cleaning Cloths</b>	\$ -	\$ 2,735	\$ 2,735	2735%
<b>Mop Products</b>	\$ 42,419	\$ 45,505	\$ 3,086	7%
<b>Pallets</b>	\$ 44,561	\$ 10,538	\$ (34,023)	-76%
<b>Pillows</b>	\$ 10,920	\$ 10,211	\$ (709)	-6%
<b>Printer Cartridges, Reman</b>	\$ 143,292	\$ 150,294	\$ 7,002	5%
<b>Razors</b>	\$ -	\$ -	\$ -	0%
<b>Soap</b>	\$ 524,851	\$ 545,895	\$ 21,044	4%
<b>Surface Wipes</b>	\$ 53,630	\$ 70,528	\$ 16,898	32%
<b>Wiping Rags</b>	\$ 21,707	\$ 23,012	\$ 1,305	6%
<b>Total Products</b>	<b>\$ 3,242,997</b>	<b>\$ 4,951,796</b>	<b>\$ 1,708,799</b>	<b>53%</b>
<b>Services</b>	<b>FY23</b>	<b>FY24</b>	<b>Variance</b>	<b>% Change</b>
<b>Custodial</b>	\$ 1,432,728	\$ 1,987,189	\$ 554,461	39%
<b>Grounds Maintenance/Landscaping</b>	\$ 256,919	\$ 311,900	\$ 54,981	21%
<b>Fulfillment</b>	\$ 106,373	\$ 98,815	\$ (7,558)	-7%
<b>Furniture Moving</b>	\$ -	\$ -	\$ -	0%
<b>Total Services</b>	<b>\$ 1,796,020</b>	<b>\$ 2,397,904</b>	<b>\$ 601,884</b>	<b>34%</b>
<b>Grand Total</b>	<b>\$ 5,039,017</b>	<b>\$ 7,349,700</b>	<b>\$ 2,310,683</b>	<b>46%</b>

## Product Sales FY24 July-June \$4,951,796



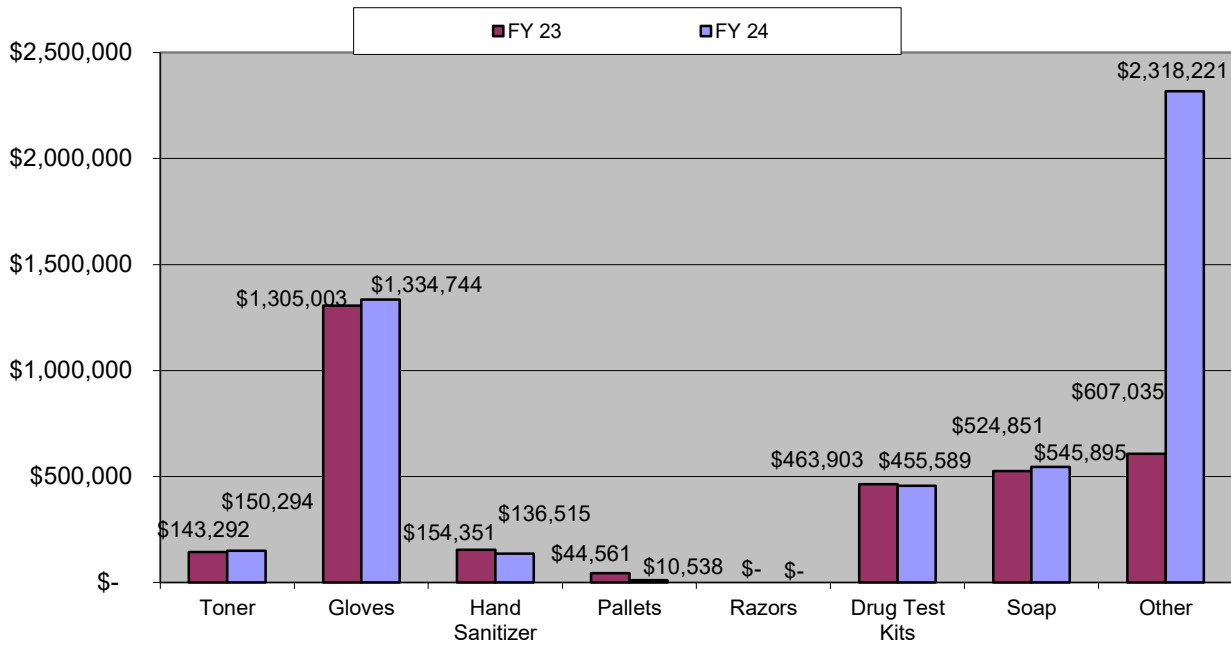
■ A: Toner   
 ■ B: Gloves   
 ■ C: Hand Sanitizer   
 ■ D: Pallets   
 ■ E: Razors   
 ■ F: Drug Test Kits   
 ■ G: Soap   
 ■ H: Other

## Service Sales FY24 July-June \$2,397,904

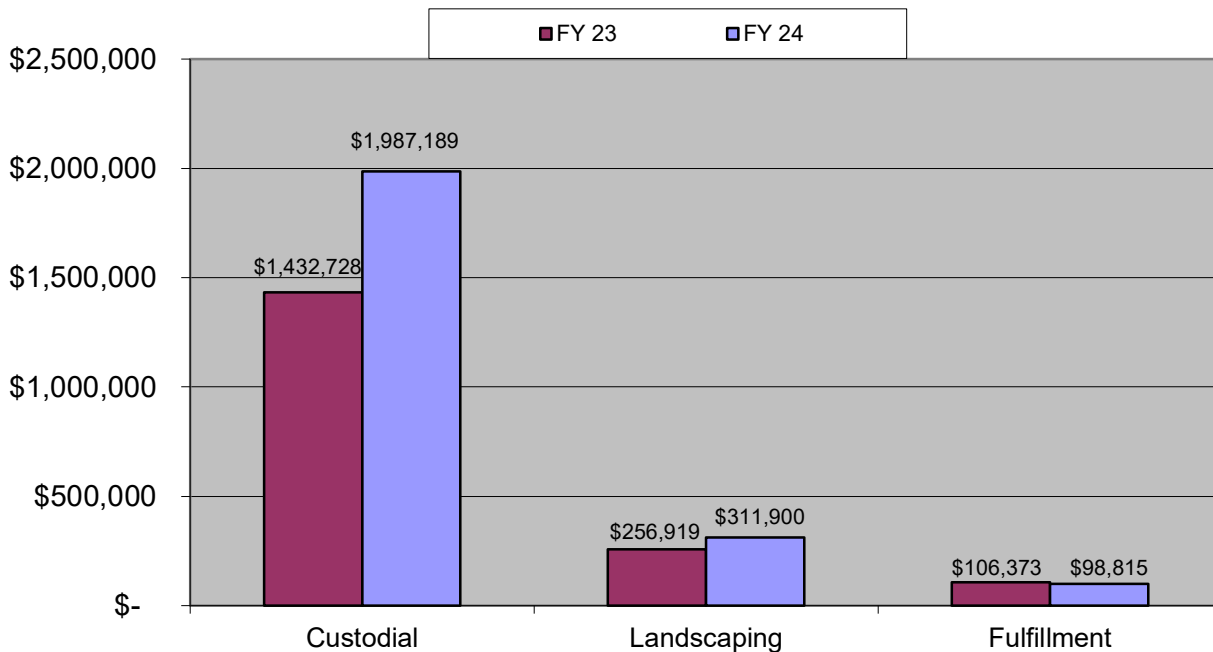


■ A: Custodial   
 ■ B: Landscaping   
 ■ C: Fulfillment

## Comparative Sales by Category July - June \$4,951,796



## Comparative Sales of Services July - June \$2,397,904



**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>Abraham Baldwin Agri. Coll</b>				
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Albany State University</b>				
Gloves	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ 221	\$ 221	100%
<i>Subtotal</i>	\$ -	\$ 221	\$ 221	100%
<b>Albany Technical College</b>				
Batteries	\$ 1,102	\$ -	\$ (1,102)	-100%
First Aid	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 3,944	\$ -	\$ (3,944)	-100%
<i>Subtotal</i>	\$ 5,046	\$ -	\$ (5,046)	-100%
<b>All Bright Janitorial Services</b>				
Gloves	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ 620	\$ 620	100%
<i>Subtotal</i>	\$ -	\$ 620	\$ 620	100%
<b>Athens Technical College</b>				
Batteries	\$ 135	\$ 438	\$ 303	100%
Gloves	\$ 820	\$ 280	\$ (540)	-66%
First Aid	\$ 1,065	\$ -	\$ (1,065)	-100%
Wiping Rags	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 2,020	\$ 718	\$ (1,302)	-64%
<b>Atlanta Area School for the Deaf</b>				
Printer Cartridges	\$ -	\$ 503	\$ 503	100%
First Aid	\$ -	\$ 380	\$ 380	100%
Floor Maintenance Pads	\$ 856	\$ 369	\$ (487)	-57%
Batteries	\$ 596	\$ 1,374	\$ 778	100%
Gloves	\$ 1,400	\$ 5,158	\$ 3,758	100%
Soap	\$ 2,886	\$ 1,191	\$ (1,695)	-59%
Hand Sanitizer	\$ 625	\$ 311	\$ (314)	
Mops	\$ 232	\$ 811	\$ 579	100%
Disposable Masks	\$ -	\$ 32	\$ 32	100%
Wiping Rags	\$ -	\$ 131	\$ 131	100%
Surface Wipes	\$ 738	\$ -	\$ (738)	-100%
<i>Subtotal</i>	\$ 7,333	\$ 10,260	\$ 2,927	40%
<b>Atlanta Metropolitan College</b>				
Batteries	\$ 1,017	\$ 99	\$ (918)	-90%
Surface Wipes	\$ -	\$ 1,388	\$ 1,388	100%
Hand Sanitizer	\$ 764	\$ 778	\$ 14	2%
<i>Subtotal</i>	\$ 1,781	\$ 2,265	\$ 484	27%
<b>Atlanta Technical College</b>				
Batteries	\$ 1,610	\$ 2,885	\$ 1,275	79%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ 140	\$ 145	\$ 5	4%
Soap	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	
Wiping Rags	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 1,750	\$ 3,030	\$ 1,280	73%
<b>Augusta State University</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>Augusta Technical College</b>				
Batteries	\$ -	\$ -	\$ -	
Floor Maintenance Pads	\$ 92	\$ -	\$ (92)	
First Aid	\$ -	\$ 48	\$ 48	100%
Gloves	\$ -	\$ 280	\$ 280	100%
Mops	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	
Printer Cartridges	\$ 485	\$ 534	\$ 49	10%
<i>Subtotal</i>	\$ 576	\$ 863	\$ 287	50%
<b>Board of Regents</b>				
Printer Cartridges	\$ 242	\$ 62	\$ (180)	-74%
Gloves	\$ 280	\$ 635	\$ 355	100%
Hand Sanitizer	\$ -	\$ -	\$ -	
Surface Wipes	\$ -	\$ 150	\$ 150	100%
Batteries	\$ 1,482	\$ 1,186	\$ (296)	-20%
First Aid	\$ 215	\$ 116	\$ (99)	-46%
<i>Subtotal</i>	\$ 2,218	\$ 2,148	\$ (70)	-3%
<b>Central GA Technical College</b>				
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Gloves	\$ 280	\$ 2,740	\$ 2,460	100%
Batteries	\$ 104	\$ 53	\$ (51)	-49%
Mops	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ 105	\$ 105	100%
Razors	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 384	\$ 2,898	\$ 2,514	100%
<b>CGL Companies</b>				
Hand Sanitizer	\$ -	\$ 661	\$ 661	100%
<i>Subtotal</i>	\$ -	\$ 661	\$ 661	100%
<b>Chattahoochee Tech College</b>				
Floor Maintenance Pads	\$ 191	\$ 941	\$ 750	100%
Gloves	\$ 4,061	\$ 10,439	\$ 6,378	100%
Batteries	\$ 2,361	\$ 5,183	\$ 2,822	100%
Custodial	\$ -	\$ -	\$ -	0%
Mops	\$ 189	\$ -	\$ (189)	-100%
First Aid	\$ -	\$ 4,063	\$ 4,063	100%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Microfiber Cleaning Cloths	\$ -	\$ 134	\$ 134	100%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ 3,101	\$ 3,342	\$ 241	8%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 9,904	\$ 24,101	\$ 14,197	100%
<b>Clayton State University</b>				
Gloves	\$ 8,823	\$ 9,865	\$ 1,042	12%
Drug Test Kits	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 2,593	\$ 1,150	\$ (1,443)	-56%
Hand Sanitizer	\$ 4,889	\$ 5,371	\$ 482	10%
Surface Wipes	\$ 56	\$ 71	\$ 15	27%
Floor Maintenance Pads	\$ -	\$ 185	\$ 185	100%
Mops	\$ -	\$ -	\$ -	0%
Batteries	\$ 747	\$ 1,713	\$ 966	100%
Soap	\$ 7,993	\$ 12,859	\$ 4,866	61%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
First Aid	\$ 1,090	\$ 87	\$ (1,003)	-92%
<i>Subtotal</i>	\$ 26,191	\$ 31,303	\$ 5,112	20%

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>Coastal College of Georgia</b>				
Gloves	\$ 6,650	\$ 13,872	\$ 7,222	100%
First Aid	\$ -	\$ 26	\$ 26	100%
Batteries	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ 191	\$ -	\$ (191)	-100%
Printer Cartridges	\$ 92	\$ 420	\$ 328	100%
<i>Subtotal</i>	\$ 6,933	\$ 14,318	\$ 7,385	100%
<b>Coastal Pines Technical College</b>				
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ 789	\$ 789	100%
Wiping Rags	\$ 276	\$ -	\$ (276)	-100%
Soap	\$ -	\$ 1,088	\$ 1,088	100%
Batteries	\$ 2,325	\$ 1,966	\$ (359)	-15%
First Aid	\$ 4,515	\$ 617	\$ (3,898)	-86%
Gloves	\$ 3,730	\$ 2,346	\$ (1,384)	-37%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 10,845	\$ 6,806	\$ (4,039)	-37%
<b>Colquitt County Bd of Commissioners</b>				
Gloves	\$ -	\$ -	\$ -	0%
Drug Test Kits	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Columbus State University</b>				
Batteries	\$ 1,803	\$ 3,810	\$ 2,007	100%
Gloves	\$ 6,194	\$ 13,287	\$ 7,093	100%
First Aid	\$ 463	\$ 827	\$ 364	79%
Floor Maintenance Pads	\$ 109	\$ -	\$ (109)	-100%
Hand Sanitizer	\$ -	\$ 5,381	\$ 5,381	100%
Soap	\$ 11,649	\$ 23,009	\$ 11,360	98%
Printer Cartridges	\$ -	\$ 397	\$ 397	100%
Mops	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 20,218	\$ 46,710	\$ 26,492	100%
<b>Columbus Technical College</b>				
Gloves	\$ 1,120	\$ -	\$ (1,120)	-100%
Batteries	\$ 1,661	\$ 1,125	\$ (536)	-32%
First Aid	\$ 177	\$ -	\$ (177)	-100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ 94	\$ 94	100%
Printer Cartridges	\$ 430	\$ 588	\$ 158	37%
<i>Subtotal</i>	\$ 3,389	\$ 1,807	\$ (1,582)	-47%
<b>Council of Accountability Court Judges</b>				
Drug Test Kits	\$ 101,679	\$ -	\$ (101,679)	-100%
<i>Subtotal</i>	\$ 101,679	\$ -	\$ (101,679)	-100%
<b>Dalton State College</b>				
Gloves	\$ 163	\$ -	\$ (163)	-100%
First Aid	\$ 254	\$ 56	\$ (198)	-78%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Batteries	\$ 1,783	\$ 1,516	\$ (267)	-15%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 185	\$ -	\$ (185)	-100%
Wiping Rags	\$ -	\$ -	\$ -	0%
Soap	\$ 4,430	\$ 10,429	\$ 5,999	100%
<i>Subtotal</i>	\$ 6,814	\$ 12,001	\$ 5,187	76%



**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>DeKalb Community Service Board</b>				
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ 372	\$ 1,196	\$ 824	100%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 372	\$ 1,196	\$ 824	100%
<b>DeKalb County Finance Department</b>				
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Department of Admin Services</b>				
Batteries	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Dept of Behavioral Health &amp; Dev. Dis.</b>				
First Aid	\$ 145	\$ -	\$ (145)	-100%
Custodial	\$ 33,896	\$ 41,425	\$ 7,529	22%
Drug Test Kits	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ 1,377	\$ 2,094	\$ 717	52%
Pillows	\$ 8,568	\$ 7,864	\$ (704)	-8%
Gloves	\$ 119,994	\$ 85,201	\$ (34,793)	-29%
Ground Maintenance	\$ 215,449	\$ 207,050	\$ (8,399)	-4%
Printer Cartridges	\$ 5,772	\$ 1,379	\$ (4,393)	-76%
Disinfectant Spray	\$ 3,074	\$ 2,707	\$ (367)	-12%
Batteries	\$ 4,704	\$ 4,113	\$ (591)	-13%
Mops	\$ -	\$ 419	\$ 419	100%
Wiping Rags	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ 34,199	\$ 10,830	\$ (23,369)	-68%
Soap	\$ 74,417	\$ 126,203	\$ 51,786	70%
<i>Subtotal</i>	\$ 501,594	\$ 489,287	\$ (12,307)	-2%
<b>Department of Community Affairs</b>				
Soap	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ 359	\$ -	\$ (359)	-100%
Batteries	\$ 1,092	\$ 1,668	\$ 576	53%
Gloves	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 15,251	\$ 14,737	\$ (514)	-3%
<i>Subtotal</i>	\$ 16,702	\$ 16,405	\$ (297)	-2%
<b>Department of Community Health</b>				
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Batteries	\$ 547	\$ 417	\$ (130)	-24%
Gloves	\$ -	\$ -	\$ -	0%
Ground Maintenance	\$ 24,298	\$ 22,274	\$ (2,024)	-8%
Printer Cartridges	\$ 13	\$ 412	\$ 399	100%
Soap	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Razors	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 24,859	\$ 23,102	\$ (1,757)	-7%

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>Department of Community Supervision</b>				
Drug Test Kits	\$ 196,600	\$ 284,078	\$ 87,478	44%
Floor Maintenance Pads	\$ 101,345	\$ -	\$ (101,345)	-100%
Gloves	\$ 7,655	\$ 140,458	\$ 132,803	100%
Batteries	\$ 159	\$ 4,456	\$ 4,297	100%
Soap	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
First Aid	\$ 82,859	\$ 1,790	\$ (81,069)	-98%
Disinfectant Spray	\$ 198	\$ -	\$ (198)	-100%
Hand Sanitizer	\$ 1,547	\$ 3,484	\$ 1,937	100%
Surface Wipes	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ 110	\$ 58	\$ (52)	-47%
<i>Subtotal</i>	\$ 390,472	\$ 434,324	\$ 43,852	11%
<b>Department of Corrections</b>				
Drug Test Kits	\$ 126,542	\$ 119,790	\$ (6,752)	-5%
First Aid	\$ 1,083	\$ 6,123	\$ 5,040	100%
Gloves	\$ 512,539	\$ 519,611	\$ 7,072	1%
Floor Maintenance Pads	\$ 73,311	\$ 101,521	\$ 28,210	38%
Mops	\$ 24,690	\$ 20,821	\$ (3,869)	-16%
Printer Cartridges	\$ 4,431	\$ 4,242	\$ (189)	-4%
Pillows	\$ -	\$ -	\$ -	0%
Razors	\$ -	\$ -	\$ -	0%
Batteries	\$ 18,475	\$ 32,404	\$ 13,929	75%
Soap	\$ 18,569	\$ 18,535	\$ (34)	0%
Disinfectant Spray	\$ 433	\$ 52	\$ (381)	-88%
Furniture Moving	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ 595	\$ 500	\$ (95)	-16%
Microfiber Cleaning Cloths	\$ -	\$ 65	\$ 65	100%
Hand Sanitizer	\$ 9,930	\$ 8,112	\$ (1,818)	-18%
Wiping Rags	\$ 498	\$ 3,455	\$ 2,957	100%
<i>Subtotal</i>	\$ 791,096	\$ 835,231	\$ 44,135	6%
<b>Department of Defense</b>				
Batteries	\$ 2,489	\$ 3,135	\$ 646	26%
Cotton Face Masks	\$ -	\$ -	\$ -	0%
Disposable Masks	\$ -	\$ 143	\$ 143	100%
Drug Test Kits	\$ -	\$ 253	\$ 253	100%
Custodial	\$ 6,683	\$ 10,544	\$ 3,861	58%
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Gloves	\$ 14,581	\$ 3,780	\$ (10,801)	-74%
Mops	\$ 468	\$ 374	\$ (94)	-20%
Pillows	\$ 1,484	\$ 623	\$ (861)	-58%
Hand Sanitizer	\$ 651	\$ 691	\$ 40	6%
Soap	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
Microfiber Cleaning Cloths	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ 58	\$ -	\$ (58)	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 26,415	\$ 19,542	\$ (6,873)	-26%
<b>Department of Driver Services</b>				
First Aid	\$ 91	\$ -	\$ (91)	-100%
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ 62	\$ 54	\$ (8)	-14%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 6,207	\$ 9,347	\$ 3,140	51%
Hand Sanitizer	\$ 2,425	\$ 186	\$ (2,239)	-92%
Soap	\$ 1,400	\$ 2,072	\$ 672	48%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 10,186	\$ 11,658	\$ 1,472	14%

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>Department of Early Care and Learning</b>				
Printer Cartridges	\$ 185	\$ -	\$ (185)	-100%
First Aid	\$ -	\$ 174	\$ 174	100%
Soap	\$ -	\$ 225	\$ 225	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Cotton Face Masks	\$ -	\$ -	\$ -	0%
Batteries	\$ 174	\$ 49	\$ (125)	-72%
Disinfectant Spray	\$ -	\$ 27	\$ 27	100%
Gloves	\$ 1,961	\$ -	\$ (1,961)	-100%
<i>Subtotal</i>	\$ 2,319	\$ 476	\$ (1,843)	-79%
<b>Department of Economic Development</b>				
Fulfillment	\$ 106,373	\$ 98,815	\$ (7,558)	-7%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 106,373	\$ 98,815	\$ (7,558)	-7%
<b>Department of Education</b>				
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Cotton Face Masks	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Batteries	\$ 114	\$ 77	\$ (37)	-32%
Gloves	\$ 4,201	\$ -	\$ (4,201)	-100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 237	\$ 972	\$ 735	100%
<i>Subtotal</i>	\$ 4,552	\$ 1,049	\$ (3,503)	-77%
<b>Department of Human Services</b>				
Award Plaque	\$ -	\$ -	\$ -	0%
Custodial	\$ 608,221	\$ 652,446	\$ 44,225	7%
First Aid	\$ 415	\$ 883	\$ 468	100%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Disposable Masks	\$ -	\$ 127	\$ 127	100%
Batteries	\$ 8,388	\$ 4,399	\$ (3,989)	-48%
Gloves	\$ 4,224	\$ 1,465	\$ (2,759)	-65%
Drug Test Kits	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ 4,182	\$ 1,213	\$ (2,969)	-71%
Wiping Rags	\$ -	\$ -	\$ -	0%
Ground Maintenance	\$ 7,734	\$ 11,575	\$ 3,841	50%
Printer Cartridges	\$ 12,809	\$ 10,866	\$ (1,943)	-15%
Hand Sanitizer	\$ 8,699	\$ 675	\$ (8,024)	-92%
Soap	\$ -	\$ (369)	\$ (369)	#DIV/0!
Pallets	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ 733	\$ 129	\$ (604)	-82%
<i>Subtotal</i>	\$ 655,404	\$ 683,409	\$ 28,005	4%
<b>Department of Juvenile Justice</b>				
Custodial	\$ -	\$ 25,572	\$ 25,572	100%
Drug Test Kits	\$ 20,076	\$ 22,680	\$ 2,604	13%
Cotton Face Masks	\$ 2,624	\$ 6,627	\$ 4,003	100%
Disposable Masks	\$ -	\$ 1,348	\$ 1,348	100%
First Aid	\$ 120	\$ 1,036	\$ 916	100%
Floor Maintenance Pads	\$ 804	\$ 496	\$ (308)	-38%
Gloves	\$ 129,996	\$ 106,175	\$ (23,821)	-18%
Batteries	\$ 15,322	\$ 10,959	\$ (4,363)	-28%
Mops	\$ 9,748	\$ 11,685	\$ 1,937	20%
Pillows	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 27,556	\$ 59,847	\$ 32,291	100%
Surface Wipes	\$ 13,565	\$ 27,634	\$ 14,069	100%
Microfiber Cleaning Cloths	\$ -	\$ 483	\$ 483	100%
Wiping Rags	\$ 3,545	\$ 4,321	\$ 776	22%
Disinfectant Spray	\$ 1,857	\$ 6,221	\$ 4,364	100%
Hand Sanitizer	\$ 24,144	\$ 32,202	\$ 8,058	33%
Soap	\$ 13,765	\$ 23,095	\$ 9,330	68%
<i>Subtotal</i>	\$ 263,122	\$ 340,379	\$ 77,257	29%

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>Department of Natural Resources</b>				
Soap	\$ 4,401	\$ 6,026	\$ 1,625	37%
Hand Sanitizer	\$ 1,920	\$ 1,470	\$ (450)	-23%
Disinfectant Spray	\$ 272	\$ 425	\$ 153	56%
Batteries	\$ 12,671	\$ 15,621	\$ 2,950	23%
Cotton Face Masks	\$ 66	\$ -	\$ (66)	-100%
First Aid	\$ 1,778	\$ 1,000	\$ (778)	-44%
Gloves	\$ 21,589	\$ 22,388	\$ 799	4%
Ground Maintenance	\$ 9,438	\$ 9,228	\$ (210)	-2%
Mops	\$ 774	\$ 232	\$ (542)	-70%
Pillows	\$ 208	\$ -	\$ (208)	-100%
Disposable Masks	\$ -	\$ 95	\$ 95	100%
Surface Wipes	\$ 992	\$ 671	\$ (321)	-32%
Wiping Rags	\$ 151	\$ 110	\$ (41)	-27%
Microfiber Cleaning Cloths	\$ -	\$ 22	\$ 22	100%
Printer Cartridges	\$ 1,178	\$ 1,625	\$ 447	38%
<i>Subtotal</i>	\$ 55,436	\$ 58,913	\$ 3,477	6%
<b>Department of Public Health</b>				
Batteries	\$ 658	\$ 1,601	\$ 943	100%
Gloves	\$ 4,239	\$ -	\$ (4,239)	-100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ 56	\$ -	\$ (56)	-100%
COVID Test Kits	\$ -	\$ 1,722,861	\$ 1,722,861	100%
Printer Cartridges	\$ 24,101	\$ 12,802	\$ (11,299)	-47%
<i>Subtotal</i>	\$ 29,054	\$ 1,737,264	\$ 1,708,210	100%
<b>Department of Revenue</b>				
Batteries	\$ 56	\$ 106	\$ 50	88%
Gloves	\$ 2,049	\$ 2,890	\$ 841	41%
Printer Cartridges	\$ -	\$ 832	\$ 832	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 2,105	\$ 3,827	\$ 1,722	82%
<b>Department of Transportation</b>				
Custodial	\$ 661,146	\$ 694,424	\$ 33,278	5%
Batteries	\$ 9,471	\$ 11,556	\$ 2,085	22%
Gloves	\$ 28,591	\$ 46,145	\$ 17,554	61%
Disposable Masks	\$ -	\$ 698	\$ 698	100%
First Aid	\$ 14,545	\$ 44,203	\$ 29,658	100%
Floor Maintenance Pads	\$ 137	\$ -	\$ (137)	-100%
Microfiber Cleaning Cloths	\$ -	\$ 887	\$ 887	100%
Mops	\$ 2,246	\$ 2,496	\$ 250	11%
Printer Cartridges	\$ 2,451	\$ 2,035	\$ (416)	-17%
Hand Sanitizer	\$ 6,152	\$ 13,679	\$ 7,527	100%
Soap	\$ 22,394	\$ 23,113	\$ 719	3%
Disinfectant Spray	\$ 1,665	\$ 2,487	\$ 822	49%
Surface Wipes	\$ 3,881	\$ 8,814	\$ 4,933	100%
Wiping Rags	\$ 6,905	\$ 5,187	\$ (1,718)	-25%
<i>Subtotal</i>	\$ 759,584	\$ 855,724	\$ 96,140	13%
<b>Drug Testing Services of McDonough</b>				
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>East Georgia State College</b>				
Batteries	\$ 83	\$ -	\$ (83)	-100%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ 280	\$ -	\$ (280)	-100%
Printer Cartridges	\$ 45	\$ 378	\$ 333	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ 1,665	\$ 2,417	\$ 752	45%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 2,074	\$ 2,795	\$ 721	35%

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>Floyd County Drug Court</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Ft Gordon Youth Challenge Academy</b>				
Cotton Face Masks	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
COVID Test Kits	\$ -	\$ 3,612	\$ 3,612	100%
Drug Test Kits	\$ -	\$ 297	\$ 297	100%
Mops	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ 3,909	\$ 3,909	100%
<b>Ft Stewart Youth Challenge Academy</b>				
Batteries	\$ 686	\$ 1,695	\$ 1,009	100%
Gloves	\$ 10,452	\$ 16,460	\$ 6,008	57%
Mops	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 11,138	\$ 18,155	\$ 7,017	63%
<b>Ft Valley State University</b>				
Gloves	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ 83	\$ -	\$ (83)	0%
Printer Cartridges	\$ -	\$ 66	\$ 66	100%
<i>Subtotal</i>	\$ 83	\$ 66	\$ (17)	-20%
<b>GA Bureau of Investigation</b>				
Batteries	\$ 757	\$ 2,508	\$ 1,751	100%
Disinfectant Spray	\$ 25	\$ -	\$ (25)	-100%
Drug Test Kits	\$ 15,306	\$ 18,268	\$ 2,962	19%
Gloves	\$ 560	\$ -	\$ (560)	-100%
Hand Sanitizer	\$ 1,105	\$ 186	\$ (919)	-83%
Printer Cartridges	\$ 1,326	\$ 409	\$ (917)	-69%
<i>Subtotal</i>	\$ 19,080	\$ 21,370	\$ 2,290	12%
<b>GA Correctional Industries</b>				
Pallets	\$ 19,229	\$ -	\$ (19,229)	-100%
Gloves	\$ 4,621	\$ 206	\$ (4,415)	-96%
Hand Sanitizer	\$ 359	\$ -	\$ (359)	-100%
Mops	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 3,942	\$ 2,906	\$ (1,036)	-26%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 28,151	\$ 3,112	\$ (25,039)	-89%
<b>GA Department of Agriculture</b>				
Soap	\$ -	\$ 146	\$ 146	100%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Disposable Masks	\$ -	\$ 634	\$ 634	100%
Hand Sanitizer	\$ 89	\$ -	\$ (89)	-100%
Printer Cartridges	\$ -	\$ 211	\$ 211	100%
<i>Subtotal</i>	\$ 89	\$ 991	\$ 902	100%
<b>GA Dept of Labor</b>				
Disinfectant Spray	\$ 74	\$ -	\$ (74)	-100%
Batteries	\$ 334	\$ 246	\$ (88)	-26%
Surface Wipes	\$ 56	\$ -	\$ (56)	-100%
Gloves	\$ -	\$ -	\$ -	0%
First Aid	\$ 54	\$ -	\$ (54)	-100%
Soap	\$ 473	\$ -	\$ (473)	-100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 991	\$ 246	\$ (745)	-75%

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>GA Dept of Public Safety</b>				
Wiping Rags	\$ 1,593	\$ 1,501	\$ (92)	-6%
Microfiber Cleaning Cloths	\$ -	\$ 806	\$ 806	100%
First Aid	\$ 4,192	\$ 3,853	\$ (339)	-8%
Batteries	\$ 15,690	\$ 17,263	\$ 1,573	10%
Floor Maintenance Pads	\$ 361	\$ 749	\$ 388	100%
Mops	\$ 1,513	\$ 2,327	\$ 814	54%
Drug Test Kits	\$ 196	\$ -	\$ (196)	-100%
Surface Wipes	\$ 5,722	\$ 7,105	\$ 1,383	24%
Pillows	\$ 660	\$ 1,456	\$ 796	100%
Printer Cartridges	\$ 376	\$ 1,667	\$ 1,291	100%
Gloves	\$ 26,362	\$ 24,041	\$ (2,321)	-9%
Disinfectant Spray	\$ 1,362	\$ 1,318	\$ (44)	-3%
Hand Sanitizer	\$ 5,568	\$ 7,783	\$ 2,215	40%
Soap	\$ 5,312	\$ 5,907	\$ 595	11%
<i>Subtotal</i>	\$ 68,907	\$ 75,775	\$ 6,868	10%
<b>GA Firefighter Standards &amp; Training</b>				
Batteries	\$ 148	\$ -	\$ (148)	-100%
<i>Subtotal</i>	\$ 148	\$ -	\$ (148)	-100%
<b>GA Housing and Finance Authority</b>				
Hand Sanitizer	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>GA Industries for the Blind</b>				
Pallets	\$ 25,332	\$ 10,538	\$ (14,794)	-58%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ 690	\$ 690	100%
Gloves	\$ 583	\$ -	\$ (583)	-100%
Pillows	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 25,915	\$ 11,228	\$ (14,687)	-57%
<b>GA Professional Standards Comm</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>GA Public Defender Std Council</b>				
First Aid	\$ -	\$ 31	\$ 31	100%
Gloves	\$ -	\$ 323	\$ 323	100%
Batteries	\$ -	\$ 965	\$ 965	100%
Printer Cartridges	\$ 1,676	\$ 1,048	\$ (628)	-37%
Surface Wipes	\$ -	\$ 793	\$ 793	100%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ 4,308	\$ 4,308	100%
<i>Subtotal</i>	\$ 1,676	\$ 7,468	\$ 5,792	100%
<b>GA Public Safety Training Center</b>				
Soap	\$ 7,744	\$ 10,147	\$ 2,403	31%
First Aid	\$ 74	\$ 61	\$ (13)	-17%
Gloves	\$ 9,881	\$ 2,555	\$ (7,326)	-74%
Batteries	\$ 1,901	\$ 2,446	\$ 545	29%
Disinfectant Spray	\$ 25	\$ 103	\$ 78	100%
Hand Sanitizer	\$ -	\$ 248	\$ 248	100%
Surface Wipes	\$ 254	\$ 517	\$ 263	100%
Microfiber Cleaning Cloths	\$ -	\$ 16	\$ 16	100%
Wiping Rags	\$ -	\$ -	\$ -	0%
Mops	\$ 72	\$ 187	\$ 115	100%
<i>Subtotal</i>	\$ 19,951	\$ 16,281	\$ (3,670)	-18%

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>GA School for the Deaf</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
Batteries	\$ 262	\$ -	\$ (262)	-100%
Floor Maintenance Pads	\$ 726	\$ -	\$ (726)	-100%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ 3,501	\$ 3,501	100%
Wiping Rags	\$ -	\$ 73	\$ 73	100%
Soap	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 988</u>	<u>\$ 3,574</u>	<u>\$ 2,586</u>	<u>100%</u>
<b>GA Southern</b>				
Disinfectant Spray	\$ -	\$ -	\$ -	0%
First Aid	\$ 920	\$ 984	\$ 64	7%
Floor Maintenance Pads	\$ 603	\$ 239	\$ (364)	-60%
Gloves	\$ 3,781	\$ 1,120	\$ (2,661)	-70%
Printer Cartridges	\$ 180	\$ 557	\$ 377	100%
Batteries	\$ 5,480	\$ 22,526	\$ 17,046	100%
Razors	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ 62	\$ 62	100%
Soap	\$ 50,428	\$ 15,549	\$ (34,879)	-69%
<i>Subtotal</i>	<u>\$ 61,392</u>	<u>\$ 41,038</u>	<u>\$ (20,354)</u>	<u>-33%</u>
<b>Georgia Academy for the Blind</b>				
Pallets	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ 723	\$ 723	100%
Batteries	\$ 730	\$ 1,640	\$ 910	100%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ 5,462	\$ 15,551	\$ 10,089	100%
Wiping Rags	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 6,191</u>	<u>\$ 17,914</u>	<u>\$ 11,723</u>	<u>100%</u>
<b>Georgia College &amp; State University</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ 309	\$ 516	\$ 207	67%
<i>Subtotal</i>	<u>\$ 309</u>	<u>\$ 516</u>	<u>\$ 207</u>	<u>67%</u>
<b>Georgia Dept of Banking &amp; Finance</b>				
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Georgia Emergency Management Agency</b>				
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Georgia Forestry Commission</b>				
First Aid	\$ 6,459	\$ 4,446	\$ (2,013)	-31%
Batteries	\$ 5,423	\$ 2,209	\$ (3,214)	-59%
Gloves	\$ 941	\$ 573	\$ (368)	-39%
Mops	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ 285	\$ 71	\$ (214)	-75%
Disinfectant Spray	\$ 52	\$ -	\$ (52)	-100%
Hand Sanitizer	\$ 395	\$ -	\$ (395)	-100%
Soap	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ 3,617	\$ 4,829	\$ 1,212	33%
<i>Subtotal</i>	<u>\$ 17,471</u>	<u>\$ 12,128</u>	<u>\$ (5,343)</u>	<u>-31%</u>
<b>Georgia Gwinnett College</b>				
Batteries	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ 840	\$ 840	100%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ 840</u>	<u>\$ 840</u>	<u>100%</u>

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>Georgia Highlands College</b>				
Batteries	\$ 1,339	\$ 1,418	\$ 79	6%
Printer Cartridges	\$ -	\$ 651	\$ 651	100%
Gloves	\$ 1,961	\$ 145	\$ (1,816)	-93%
<i>Subtotal</i>	<u>\$ 3,300</u>	<u>\$ 2,214</u>	<u>\$ (1,086)</u>	<u>-33%</u>
<b>Georgia Institute of Technology</b>				
Ground Maintenance	\$ -	\$ 23,049	\$ 23,049	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Custodial	\$ 122,781	\$ 103,750	\$ (19,031)	-15%
<i>Subtotal</i>	<u>\$ 122,781</u>	<u>\$ 126,800</u>	<u>\$ 4,019</u>	<u>3%</u>
<b>Georgia Military College</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Georgia Northwestern Technical College</b>				
Printer Cartridges	\$ -	\$ 179	\$ 179	100%
Batteries	\$ 388	\$ -	\$ (388)	-100%
First Aid	\$ 506	\$ -	\$ (506)	-100%
Gloves	\$ 410	\$ -	\$ (410)	-100%
<i>Subtotal</i>	<u>\$ 1,303</u>	<u>\$ 179</u>	<u>\$ (1,125)</u>	<u>-86%</u>
<b>Georgia Piedmont Technical</b>				
Custodial	\$ -	\$ 459,028	\$ 459,028	100%
Surface Wipes	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ 1,669	\$ 1,669	100%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ 460,697</u>	<u>\$ 460,697</u>	<u>100%</u>
<b>Georgia Revenue Maximization</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Georgia State Accounting Office</b>				
Batteries	\$ -	\$ 226	\$ 226	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ 113	\$ 113	100%
Surface Wipes	\$ -	\$ 293	\$ 293	100%
Printer Cartridges	\$ 133	\$ -	\$ (133)	-100%
<i>Subtotal</i>	<u>\$ 133</u>	<u>\$ 631</u>	<u>\$ 498</u>	<u>100%</u>
<b>Georgia State University</b>				
Disinfectant Spray	\$ 553	\$ 584	\$ 31	6%
Disposable Masks	\$ -	\$ 174	\$ 174	100%
Cotton Face Masks	\$ -	\$ 131	\$ 131	100%
COVID Test Kits	\$ 1,645	\$ -	\$ (1,645)	-100%
First Aid	\$ 2,675	\$ 3,689	\$ 1,014	38%
Floor Maintenance Pads	\$ 613	\$ 657	\$ 44	7%
Flu Prevention Kits	\$ 62,554	\$ -	\$ (62,554)	-100%
Gloves	\$ 166,268	\$ 184,052	\$ 17,784	11%
Batteries	\$ 19,668	\$ 24,962	\$ 5,294	27%
Hand Sanitizer	\$ 35,711	\$ 41,140	\$ 5,429	15%
Soap	\$ 111,044	\$ 112,704	\$ 1,660	1%
Surface Wipes	\$ 21,434	\$ 17,100	\$ (4,334)	-20%
Wiping Rags	\$ 151	\$ 27	\$ (124)	-82%
Printer Cartridges	\$ 605	\$ -	\$ (605)	-100%
<i>Subtotal</i>	<u>\$ 422,922</u>	<u>\$ 385,221</u>	<u>\$ (37,701)</u>	<u>-9%</u>
<b>Georgia Southwestern State Univ.</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>



**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>Gordon College</b>				
Mops	\$ 512	\$ 1,316	\$ 804	100%
First Aid	\$ 130	\$ -	\$ (130)	-100%
Batteries	\$ -	\$ 312	\$ 312	100%
Gloves	\$ 280	\$ 2,913	\$ 2,633	100%
Soap	\$ 9,878	\$ 5,938	\$ (3,940)	-40%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ 3,484	\$ 1,828	\$ (1,656)	-48%
Printer Cartridges	\$ 2,895	\$ 1,693	\$ (1,202)	-42%
<i>Subtotal</i>	\$ 17,179	\$ 14,000	\$ (3,179)	-19%
<b>GVRA</b>				
Batteries	\$ 469	\$ -	\$ (469)	-100%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ 3,074	\$ -	\$ (3,074)	-100%
Ground Maintenance	\$ -	\$ 38,723	\$ 38,723	100%
Printer Cartridges	\$ -	\$ 410	\$ 410	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 3,543	\$ 39,134	\$ 35,591	100%
<b>Gwinnett Technical College</b>				
Batteries	\$ 1,538	\$ 1,982	\$ 444	29%
First Aid	\$ 1,944	\$ 225	\$ (1,719)	-88%
Pillows	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ 254	\$ 254	100%
Gloves	\$ 10,597	\$ 15,850	\$ 5,253	50%
<i>Subtotal</i>	\$ 14,079	\$ 18,311	\$ 4,232	30%
<b>Hiram City Hall</b>				
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Individual Purchases</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ 157	\$ 157	100%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ 157	\$ 157	100%
<b>JF Petroleum Group</b>				
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Kennesaw State University</b>				
First Aid	\$ -	\$ -	\$ -	0%
Custodial	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ 4,621	\$ 4,621	100%
Mops	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ 6,852	\$ -	\$ (6,852)	-100%
Soap	\$ 92,490	\$ 91,364	\$ (1,126)	-1%
Batteries	\$ -	\$ 120	\$ 120	100%
Wiping Rags	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 93	\$ 105	\$ 12	13%
<i>Subtotal</i>	\$ 99,434	\$ 96,210	\$ (3,224)	-3%

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>Lanier Technical College</b>				
Soap	\$ 9,825	\$ 9,591	\$ (234)	-2%
Batteries	\$ 1,427	\$ 964	\$ (463)	-32%
Hand Sanitizer	\$ -	\$ 325	\$ 325	100%
First Aid	\$ 651	\$ 80	\$ (571)	-88%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Mops	\$ 94	\$ -	\$ (94)	
Gloves	\$ 9,383	\$ 7,500	\$ (1,883)	-20%
Pillows	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 885	\$ 1,102	\$ 217	24%
<i>Subtotal</i>	<u>\$ 22,263</u>	<u>\$ 19,562</u>	<u>\$ (2,701)</u>	<u>-12%</u>
<b>Med Express</b>				
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Middle Georgia State University</b>				
Mops	\$ -	\$ 187	\$ 187	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ 108	\$ 108	100%
Wiping Rags	\$ 290	\$ -	\$ (290)	-100%
Floor Maintenance Pads	\$ 1,214	\$ 374	\$ (840)	-69%
Printer Cartridges	\$ 1,790	\$ 300	\$ (1,490)	-83%
<i>Subtotal</i>	<u>\$ 3,294</u>	<u>\$ 968</u>	<u>\$ (2,326)</u>	<u>-71%</u>
<b>North GA Technical College</b>				
First Aid	\$ 460	\$ 1,679	\$ 1,219	100%
Floor Maintenance Pads	\$ 209	\$ 392	\$ 183	88%
Batteries	\$ 494	\$ 2,381	\$ 1,887	100%
Gloves	\$ 1,120	\$ 3,913	\$ 2,793	100%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 749	\$ 1,238	\$ 489	65%
Hand Sanitizer	\$ 72	\$ -	\$ (72)	-100%
Soap	\$ 63	\$ -	\$ (63)	-100%
Surface Wipes	\$ 183	\$ 600	\$ 417	100%
<i>Subtotal</i>	<u>\$ 3,349</u>	<u>\$ 10,202</u>	<u>\$ 6,853</u>	<u>100%</u>
<b>Oconee Fall Line Technical College</b>				
Floor Maintenance Pads	\$ 268	\$ -	\$ (268)	-100%
First Aid	\$ 194	\$ -	\$ (194)	-100%
Gloves	\$ 4,751	\$ 4,227	\$ (524)	-11%
Hand Sanitizer	\$ -	\$ 80	\$ 80	100%
Batteries	\$ 888	\$ 1,176	\$ 288	32%
Pillows	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ 450	\$ 450	100%
Microfiber Cleaning Cloths	\$ -	\$ 323	\$ 323	100%
Soap	\$ 1,649	\$ 1,937	\$ 288	17%
<i>Subtotal</i>	<u>\$ 7,750</u>	<u>\$ 8,193</u>	<u>\$ 443</u>	<u>6%</u>
<b>Office of Comm of Insurance</b>				
Batteries	\$ -	\$ -	\$ -	0%
First Aid	\$ 53	\$ 35	\$ (18)	-35%
Gloves	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 409	\$ -	\$ (409)	-100%
<i>Subtotal</i>	<u>\$ 461</u>	<u>\$ 35</u>	<u>\$ (426)</u>	<u>-93%</u>
<b>Office of Inspector General</b>				
Mops	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>Ogeechee Technical College</b>				
Gloves	\$ 1,435	\$ 1,230	\$ (205)	-14%
First Aid	\$ 319	\$ 213	\$ (106)	-33%
Mops	\$ -	\$ 503	\$ 503	100%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ 161	\$ -	\$ (161)	-100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Batteries	\$ 898	\$ 376	\$ (522)	-58%
Soap	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ 42	\$ 42	100%
Surface Wipes	\$ 484	\$ 143	\$ (341)	-71%
<i>Subtotal</i>	<u>\$ 3,297</u>	<u>\$ 2,506</u>	<u>\$ (791)</u>	<u>-24%</u>
<b>Sandersville Technical College</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ 991	\$ 991	100%
Surface Wipes	\$ -	\$ 450	\$ 450	100%
Soap	\$ -	\$ 758	\$ 758	100%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ 2,199</u>	<u>\$ 2,199</u>	<u>100%</u>
<b>Savannah State University</b>				
Gloves	\$ 12,088	\$ 10,934	\$ (1,154)	-10%
First Aid	\$ 163	\$ 170	\$ 7	4%
Wiping Rags	\$ 110	\$ 323	\$ 213	100%
Soap	\$ 13,549	\$ -	\$ (13,549)	-100%
Batteries	\$ 6,035	\$ 623	\$ (5,412)	-90%
<i>Subtotal</i>	<u>\$ 31,945</u>	<u>\$ 12,050</u>	<u>\$ (19,895)</u>	<u>-62%</u>
<b>Savannah Technical College</b>				
Gloves	\$ 5,181	\$ 1,720	\$ (3,461)	-67%
Batteries	\$ 1,316	\$ 532	\$ (784)	-60%
Soap	\$ -	\$ 218	\$ 218	100%
Hand Sanitizer	\$ -	\$ 415	\$ 415	100%
First Aid	\$ -	\$ 50	\$ 50	100%
Printer Cartridges	\$ 1,112	\$ 535	\$ (577)	-52%
<i>Subtotal</i>	<u>\$ 7,609</u>	<u>\$ 3,469</u>	<u>\$ (4,140)</u>	<u>-54%</u>
<b>Secretary of States Office</b>				
Batteries	\$ -	\$ 117	\$ 117	100%
Hand Sanitizer	\$ -	\$ 73	\$ 73	100%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ 189</u>	<u>\$ 189</u>	<u>100%</u>
<b>SGJC Accountability Court</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ 54	\$ 54	100%
Hand Sanitizer	\$ -	\$ 80	\$ 80	100%
Surface Wipes	\$ 143	\$ 225	\$ 82	57%
Gloves	\$ 280	\$ -	\$ (280)	-100%
<i>Subtotal</i>	<u>\$ 423</u>	<u>\$ 359</u>	<u>\$ (64)</u>	<u>-15%</u>
<b>South GA State College</b>				
Printer Cartridges	\$ 365	\$ -	\$ (365)	-100%
Gloves	\$ 1,630	\$ 580	\$ (1,050)	-64%
Wiping Rags	\$ -	\$ 56	\$ 56	100%
Mops	\$ 189	\$ -	\$ (189)	-100%
Batteries	\$ 682	\$ 1,075	\$ 393	58%
Hand Sanitizer	\$ 3,772	\$ -	\$ (3,772)	-100%
Soap	\$ 5,211	\$ 285	\$ (4,926)	-95%
Surface Wipes	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ 1,297	\$ -	\$ (1,297)	-100%
<i>Subtotal</i>	<u>\$ 13,146</u>	<u>\$ 1,996</u>	<u>\$ (11,150)</u>	<u>-85%</u>
<b>South GA Technical College</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>

**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>Southeastern Technical College</b>				
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ 418	\$ 188	\$ (230)	-55%
Pillows	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 2,101	\$ 4,214	\$ 2,113	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ 4,157	\$ 3,051	\$ (1,106)	-27%
<i>Subtotal</i>	\$ 6,675	\$ 7,453	\$ 778	12%
<b>Southern Crescent Technical</b>				
Mops	\$ 1,692	\$ 855	\$ (837)	-49%
First Aid	\$ 668	\$ 513	\$ (155)	-23%
Wiping Rags	\$ 676	\$ 1,114	\$ 438	65%
Hand Sanitizer	\$ 1,957	\$ 2,137	\$ 180	9%
Floor Maintenance Pads	\$ 153	\$ -	\$ (153)	-100%
Disinfectant Spray	\$ 49	\$ 27	\$ (22)	-45%
Surface Wipes	\$ 786	\$ 1,552	\$ 766	97%
Batteries	\$ 2,667	\$ 2,655	\$ (12)	0%
Printer Cartridges	\$ 1,352	\$ 1,420	\$ 68	5%
Soap	\$ 10,414	\$ 7,156	\$ (3,258)	-31%
Pillows	\$ -	\$ 138	\$ 138	100%
Gloves	\$ 10,539	\$ 11,037	\$ 498	5%
<i>Subtotal</i>	\$ 30,952	\$ 28,604	\$ (2,348)	-8%
<b>Southern Regional Tech. College</b>				
Gloves	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>State Charter Schools Comm of GA</b>				
Batteries	\$ 163	\$ -	\$ (163)	-100%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 163	\$ -	\$ (163)	-100%
<b>Technical College System of GA</b>				
First Aid	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Toombs Judicial Circuit</b>				
Drug Test Kits	\$ 3,504	\$ 10,224	\$ 6,720	100%
First Aid	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 3,504	\$ 10,224	\$ 6,720	100%
<b>University of GA</b>				
Gloves	\$ 4,517	\$ 762	\$ (3,755)	-83%
Cotton Face Masks	\$ -	\$ -	\$ -	0%
Batteries	\$ 2,438	\$ 444	\$ (1,994)	-82%
Disinfectant Spray	\$ -	\$ 26	\$ 26	100%
Drug Test Kits	\$ 328	\$ -	\$ (328)	-100%
First Aid	\$ -	\$ 932	\$ 932	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 946	\$ 685	\$ (261)	-28%
<i>Subtotal</i>	\$ 8,229	\$ 2,849	\$ (5,380)	-65%
<b>University of North GA</b>				
First Aid	\$ -	\$ 337	\$ 337	100%
Gloves	\$ 3,006	\$ 7,317	\$ 4,311	100%
Batteries	\$ 5,924	\$ 3,986	\$ (1,938)	-33%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ 2,568	\$ 2,568	100%
Printer Cartridges	\$ 7,514	\$ 1,483	\$ (6,031)	-80%
Floor Maintenance Pads	\$ 282	\$ 1,364	\$ 1,082	100%
<i>Subtotal</i>	\$ 16,726	\$ 17,055	\$ 329	2%

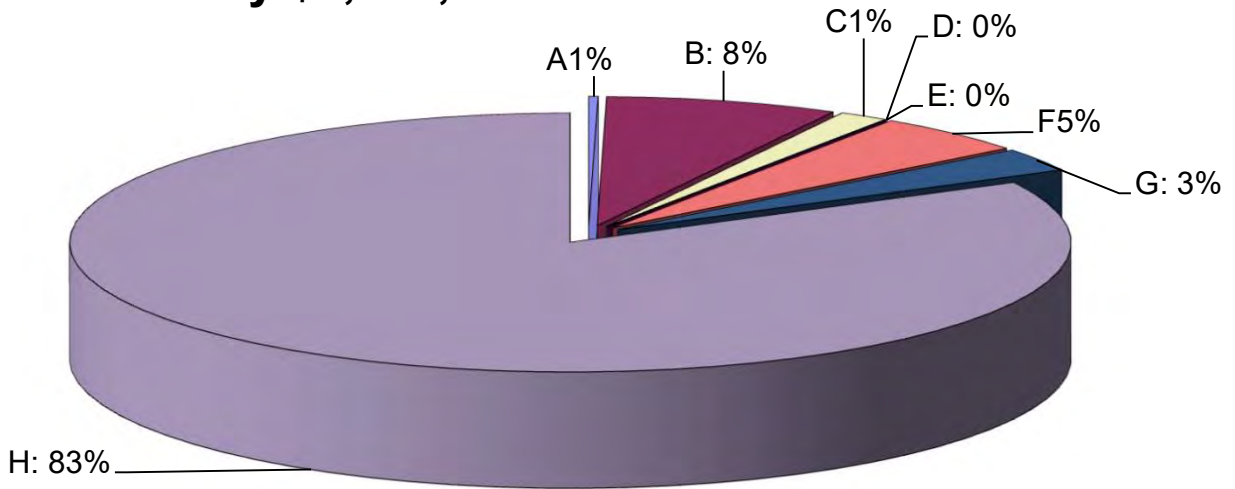
**STATE USE COUNCIL**  
**GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES**  
**COMPARATIVE SALES BY CUSTOMER - (July-June)**

<b>Customer</b>	<b>FY 23</b>	<b>FY 24</b>	<b>Variance</b>	<b>% Change</b>
<b>University of West GA</b>				
Gloves	\$ 4,099	\$ -	\$ (4,099)	-100%
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ 103	\$ 103	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Batteries	\$ 6,163	\$ 7,821	\$ 1,658	27%
Soap	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 419	\$ -	\$ (419)	-100%
<i>Subtotal</i>	\$ 10,681	\$ 7,924	\$ (2,757)	-26%
<b>Valdosta State University</b>				
Batteries	\$ 2,639	\$ 4,344	\$ 1,705	65%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ 2,801	\$ -	\$ (2,801)	-100%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 273	\$ -	\$ (273)	-100%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 5,712	\$ 4,344	\$ (1,368)	-24%
<b>West Georgia Technical College</b>				
First Aid	\$ 333	\$ 507	\$ 174	52%
Gloves	\$ 3,024	\$ 5,025	\$ 2,001	66%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Batteries	\$ 1,799	\$ 4,077	\$ 2,278	100%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 167	\$ -	\$ (167)	-100%
Razors	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ 764	\$ -	\$ (764)	-100%
Wiping Rags	\$ -	\$ -	\$ -	0%
Soap	\$ 11,621	\$ 12,484	\$ 863	7%
<i>Subtotal</i>	\$ 17,708	\$ 22,092	\$ 4,384	25%
<b>Wiregrass GA Technical College</b>				
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ 16,665	\$ 19,596	\$ 2,931	18%
Batteries	\$ 1,310	\$ 1,949	\$ 639	49%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ 1,406	\$ -	\$ (1,406)	-100%
Soap	\$ 23,794	\$ 7,537	\$ (16,257)	-68%
Surface Wipes	\$ 222	\$ -	\$ (222)	-100%
Wiping Rags	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ 88	\$ 88	100%
Printer Cartridges	\$ 5,780	\$ 5,966	\$ 186	3%
<i>Subtotal</i>	\$ 49,176	\$ 35,135	\$ (14,041)	-29%
<b>Grand Total</b>	<b>\$ 5,039,017</b>	<b>\$ 7,349,700</b>	<b>\$ 2,310,683</b>	<b>46%</b>

**STATE USE COUNCIL  
GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
COMPARATIVE SALES BY CATEGORY - (July)**

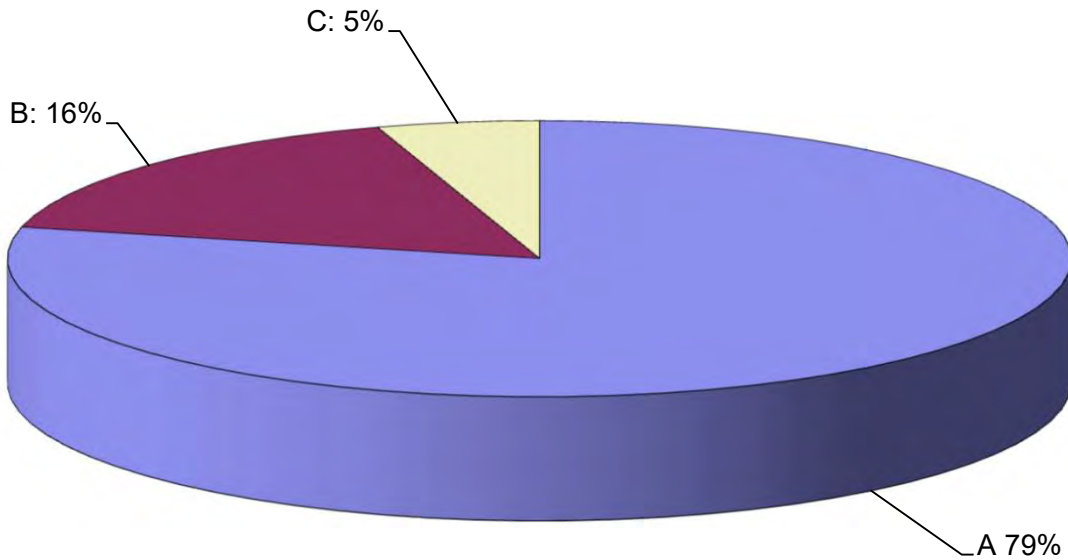
<b>Products</b>	<b>FY24</b>	<b>FY25</b>	<b>Variance</b>	<b>% Change</b>
<b>Batteries</b>	\$ 8,588	\$ 15,476	\$ 6,888	80%
<b>Cotton Face Masks</b>	\$ -	\$ -	\$ -	0%
<b>COVID Test Kits</b>	\$ -	\$ 873,054	\$ 873,054	873054%
<b>Disinfectant Spray</b>	\$ 748	\$ 135	\$ (613)	-82%
<b>Drug Test Kits</b>	\$ 3,298	\$ 55,245	\$ 51,947	1575%
<b>First Aid Kits and Accessories</b>	\$ 1,569	\$ 811	\$ (758)	-48%
<b>Floor Maintenance Pads</b>	\$ 999	\$ 1,027	\$ 28	3%
<b>Flu Prevention Kits</b>	\$ -	\$ -	\$ -	0%
<b>Gloves</b>	\$ 33,897	\$ 82,572	\$ 48,675	144%
<b>Hand Sanitizer</b>	\$ 9,859	\$ 17,394	\$ 7,535	76%
<b>Microfiber Cleaning Cloths</b>	\$ -	\$ 435	\$ 435	435%
<b>Mop Products</b>	\$ 1,910	\$ 1,025	\$ (885)	-46%
<b>Pallets</b>	\$ 5,646	\$ -	\$ (5,646)	-100%
<b>Pillows</b>	\$ 413	\$ 6,689	\$ 6,276	1520%
<b>Printer Cartridges, Reman</b>	\$ 4,122	\$ 3,317	\$ (805)	-20%
<b>Razors</b>	\$ -	\$ -	\$ -	0%
<b>Soap</b>	\$ 25,745	\$ 31,869	\$ 6,124	24%
<b>Surface Wipes</b>	\$ 7,137	\$ 6,894	\$ (243)	-3%
<b>Wiping Rags</b>	\$ 193	\$ 1,501	\$ 1,308	678%
<b>Total Products</b>	<b>\$ 104,123</b>	<b>\$ 1,097,445</b>	<b>\$ 993,322</b>	<b>100%</b>
<b>Services</b>	<b>FY24</b>	<b>FY25</b>	<b>Variance</b>	<b>% Change</b>
<b>Custodial</b>	\$ 171,971	\$ 130,709	\$ (41,262)	-24%
<b>Grounds Maintenance/Landscaping</b>	\$ 24,816	\$ 27,294	\$ 2,478	10%
<b>Fulfillment</b>	\$ 7,456	\$ 8,203	\$ 747	10%
<b>Furniture Moving</b>	\$ -	\$ -	\$ -	0%
<b>Total Services</b>	<b>\$ 204,243</b>	<b>\$ 166,206</b>	<b>\$ (38,037)</b>	<b>-19%</b>
<b>Grand Total</b>	<b>\$ 308,366</b>	<b>\$ 1,263,651</b>	<b>\$ 955,285</b>	<b>100%</b>

## Product Sales FY25 July \$1,097,445



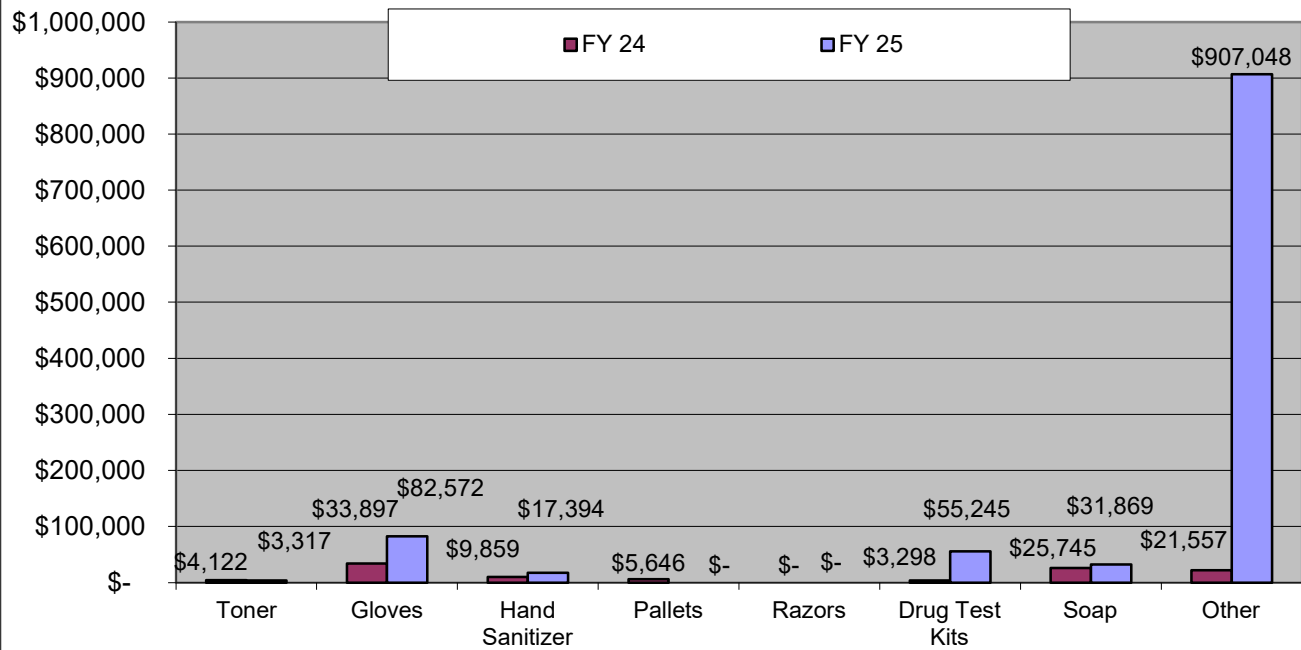
■ A: Toner ■ B: Gloves ■ C: Hand Sanitizer ■ D: Pallets ■ E: Razors ■ F: Drug Test Kits ■ G: Soap ■ H: Other

## Service Sales FY25 July \$166,206

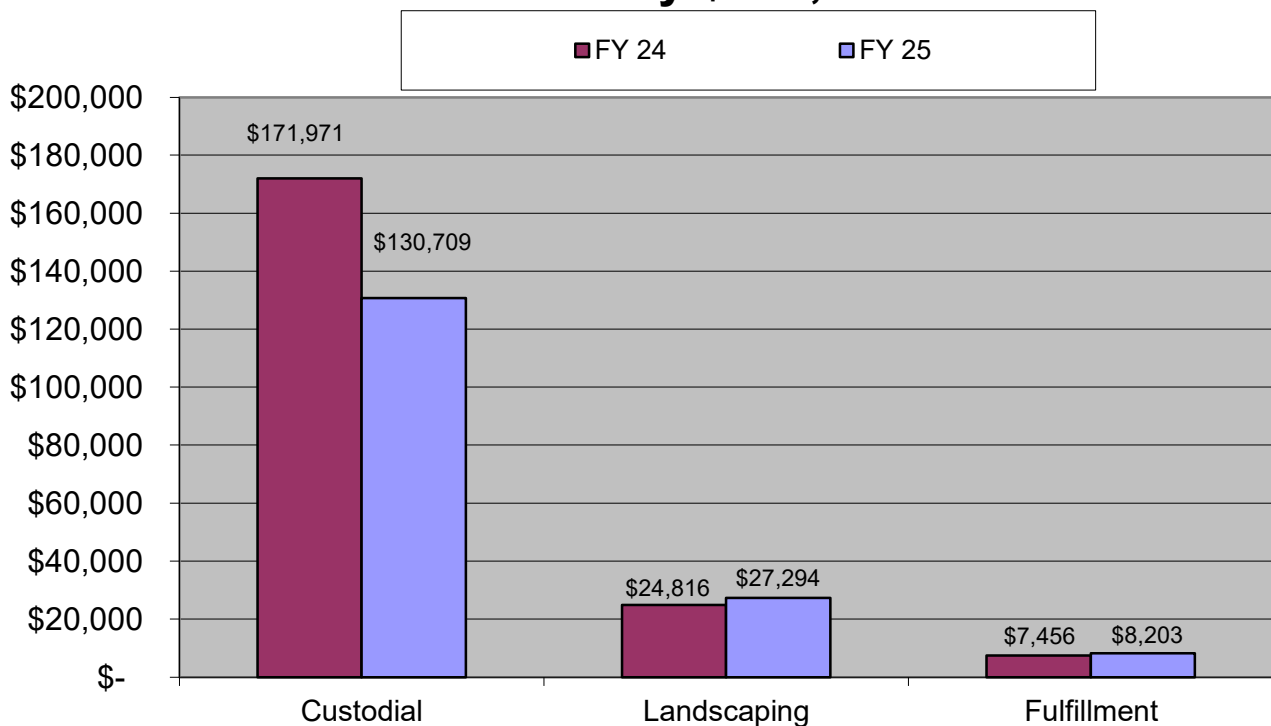


■ A: Custodial ■ B: Landscaping ■ C: Fulfillment

## Comparative Sales by Category July \$1,097,445



## Comparative Sales of Services July \$166,206





**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Abraham Baldwin Agri. Coll</b>				
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Albany State University</b>				
Gloves	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Albany Technical College</b>				
Batteries	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>All Bright Janitorial Services</b>				
Gloves	\$ -	\$ -	\$ -	0%
Soap	\$ 310	\$ -	\$ (310)	-100%
<i>Subtotal</i>	\$ 310	\$ -	\$ (310)	-100%
<b>Athens Technical College</b>				
Batteries	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Atlanta Area School for the Deaf</b>				
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Atlanta Metropolitan College</b>				
Surface Wipes	\$ -	\$ 674	\$ 674	100%
Batteries	\$ -	\$ 99	\$ 99	100%
Hand Sanitizer	\$ -	\$ 778	\$ 778	100%
<i>Subtotal</i>	\$ -	\$ 1,551	\$ 1,551	100%
<b>Atlanta Technical College</b>				
Batteries	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%

**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Augusta State University</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Augusta Technical College</b>				
Batteries	\$ -	\$ -	\$ -	
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Board of Regents</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	
Batteries	\$ -	\$ 66	\$ 66	100%
First Aid	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ 66</u>	<u>\$ 66</u>	<u>100%</u>
<b>Central GA Technical College</b>				
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Razors	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Chattahoochee Tech College</b>				
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Custodial	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ 380	\$ 380	100%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ 380</u>	<u>\$ 380</u>	<u>100%</u>
<b>Cherokee County Juvenile DTC</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>

**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>City of Conyers</b>				
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>City of Johns Creek</b>				
Hand Sanitizer	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>City of Wadley</b>				
Hand Sanitizer	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>City of Walnut Grove</b>				
Hand Sanitizer	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Clayton State University</b>				
Gloves	\$ -	\$ 2,900	\$ 2,900	100%
Drug Test Kits	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Batteries	\$ 604	\$ -	\$ (604)	-100%
Soap	\$ 2,711	\$ -	\$ (2,711)	-100%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 3,315	\$ 2,900	\$ (415)	-13%
<b>Coastal College of Georgia</b>				
Gloves	\$ -	\$ 580	\$ 580	100%
First Aid	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ 580	\$ 580	100%
<b>Coastal Pines Technical College</b>				
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ 714	\$ -	\$ (714)	-100%
Wiping Rags	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Batteries	\$ 55	\$ -	\$ (55)	-100%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 769	\$ -	\$ (769)	-100%
<b>Colquitt County Bd of Commissioners</b>				
Gloves	\$ -	\$ -	\$ -	0%
Drug Test Kits	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%

**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Columbus State University</b>				
Batteries	\$ 280	\$ 439	\$ 159	57%
Gloves	\$ -	\$ -	\$ -	0%
First Aid	\$ 234	\$ -	\$ (234)	-100%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ 1,199	\$ 80	\$ (1,119)	-93%
Soap	\$ 2,061	\$ -	\$ (2,061)	-100%
Mops	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 3,774</u>	<u>\$ 520</u>	<u>\$ (3,254)</u>	<u>-86%</u>
<b>Columbus Technical College</b>				
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ 76	\$ 76	100%
First Aid	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ 76</u>	<u>\$ 76</u>	<u>100%</u>
<b>Council of Accountability Court Judges</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Dalton State College</b>				
Gloves	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Batteries	\$ 62	\$ -	\$ (62)	-100%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 62</u>	<u>\$ -</u>	<u>\$ (62)</u>	<u>-100%</u>
<b>DeKalb Community Service Board</b>				
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>DeKalb County Finance Department</b>				
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Department of Admin Services</b>				
Batteries	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>

**STATE USE COUNCIL  
GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Dept of Behavioral Health &amp; Dev. Dis.</b>				
First Aid	\$ -	\$ -	\$ -	0%
Custodial	\$ -	\$ -	\$ -	0%
Drug Test Kits	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ 605	\$ -	\$ (605)	-100%
Pillows	\$ -	\$ 6,689	\$ 6,689	100%
Gloves	\$ -	\$ -	\$ -	0%
Ground Maintenance	\$ 20,012	\$ 20,713	\$ 701	4%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ 623	\$ 623	100%
Mops	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ 1,456	\$ 8,206	\$ 6,750	100%
Soap	\$ 1,936	\$ 11,239	\$ 9,303	100%
<i>Subtotal</i>	<u>\$ 24,009</u>	<u>\$ 47,469</u>	<u>\$ 23,460</u>	<u>98%</u>
<b>Department of Community Affairs</b>				
Soap	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ 50	\$ 50	100%
Gloves	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ 50</u>	<u>\$ 50</u>	<u>100%</u>
<b>Department of Community Health</b>				
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Ground Maintenance	\$ 2,025	\$ -	\$ (2,025)	-100%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Razors	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 2,025</u>	<u>\$ -</u>	<u>\$ (2,025)</u>	<u>-100%</u>
<b>Department of Community Supervision</b>				
Drug Test Kits	\$ 1,296	\$ 54,428	\$ 53,132	100%
Gloves	\$ 6,968	\$ 25,307	\$ 18,339	100%
Batteries	\$ 88	\$ 394	\$ 306	100%
Soap	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ 52	\$ 52	100%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ 102	\$ 102	100%
Surface Wipes	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 8,351</u>	<u>\$ 80,283</u>	<u>\$ 71,932</u>	<u>100%</u>

**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Department of Corrections</b>				
Drug Test Kits	\$ 258	\$ 172	\$ (86)	-33%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ 7,002	\$ 11,684	\$ 4,682	67%
Floor Maintenance Pads	\$ 305	\$ 574	\$ 269	88%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ -	\$ -	0%
Razors	\$ -	\$ -	\$ -	0%
Batteries	\$ 115	\$ 262	\$ 147	100%
Soap	\$ -	\$ 653	\$ 653	100%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Furniture Moving	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ 150	\$ 150	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 7,680</u>	<u>\$ 13,495</u>	<u>\$ 5,815</u>	<u>76%</u>
<b>Department of Defense</b>				
Batteries	\$ -	\$ -	\$ -	0%
Cotton Face Masks	\$ -	\$ -	\$ -	0%
Custodial	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Department of Driver Services</b>				
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 454	\$ 177	\$ (277)	-61%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ 73	\$ 322	\$ 249	100%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 527</u>	<u>\$ 500</u>	<u>\$ (27)</u>	<u>-5%</u>
<b>Department of Early Care and Learning</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Cotton Face Masks	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>

**STATE USE COUNCIL  
GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Department of Economic Development</b>				
Fulfillment	\$ 7,456	\$ 8,203	\$ 747	10%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 7,456</u>	<u>\$ 8,203</u>	<u>\$ 747</u>	<u>10%</u>
<b>Department of Education</b>				
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Cotton Face Masks	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Department of Human Services</b>				
Award Plaque	\$ -	\$ -	\$ -	0%
Custodial	\$ 54,105	\$ 55,449	\$ 1,344	2%
First Aid	\$ 48	\$ -	\$ (48)	-100%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Fulfillment	\$ -	\$ -	\$ -	0%
Batteries	\$ 58	\$ 620	\$ 562	100%
Gloves	\$ 140	\$ -	\$ (140)	-100%
Drug Test Kits	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ 143	\$ 225	\$ 82	57%
Wiping Rags	\$ -	\$ -	\$ -	0%
Ground Maintenance	\$ 1,144	\$ 262	\$ (882)	-77%
Printer Cartridges	\$ 1,511	\$ 175	\$ (1,336)	-88%
Hand Sanitizer	\$ 93	\$ 80	\$ (13)	-14%
Soap	\$ -	\$ -	\$ -	0%
Pallets	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 57,243</u>	<u>\$ 56,811</u>	<u>\$ (432)</u>	<u>-1%</u>
<b>Department of Juvenile Justice</b>				
Custodial	\$ -	\$ -	\$ -	0%
Drug Test Kits	\$ -	\$ 222	\$ 222	100%
Cotton Face Masks	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ 464	\$ 464	100%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ 10,668	\$ 10,668	100%
Ground Maintenance	\$ -	\$ -	\$ -	0%
Batteries	\$ 239	\$ 1,427	\$ 1,188	100%
Mops	\$ -	\$ 333	\$ 333	100%
Pillows	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ 1,420	\$ 1,420	100%
Surface Wipes	\$ -	\$ 600	\$ 600	100%
Wiping Rags	\$ -	\$ 785	\$ 785	100%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ 4,561	\$ 4,561	100%
<i>Subtotal</i>	<u>\$ 239</u>	<u>\$ 20,479</u>	<u>\$ 20,240</u>	<u>100%</u>

**STATE USE COUNCIL  
GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Department of Natural Resources</b>				
Soap	\$ 145	\$ -	\$ (145)	-100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Batteries	\$ 1,228	\$ 922	\$ (306)	-25%
Cotton Face Masks	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ 2,049	\$ 1,305	\$ (744)	-36%
Ground Maintenance	\$ 1,635	\$ 1,635	\$ (0)	0%
Mops	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 5,057</u>	<u>\$ 3,861</u>	<u>\$ (1,196)</u>	<u>-24%</u>
<b>Department of Public Health</b>				
Batteries	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
COVID Test Kits	\$ -	\$ 873,054	\$ 873,054	100%
Ground Maintenance	\$ -	\$ 2,025	\$ 2,025	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ 875,079</u>	<u>\$ 875,079</u>	<u>100%</u>
<b>Department of Revenue</b>				
Batteries	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Department of Transportation</b>				
Custodial	\$ 56,631	\$ 57,989	\$ 1,358	2%
Batteries	\$ 398	\$ 900	\$ 502	100%
Gloves	\$ 3,484	\$ 3,086	\$ (398)	-11%
First Aid	\$ 106	\$ -	\$ (106)	-100%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Ground Maintenance	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ 94	\$ 94	100%
Printer Cartridges	\$ 173	\$ -	\$ (173)	-100%
Hand Sanitizer	\$ 510	\$ 182	\$ (328)	-64%
Soap	\$ 2,900	\$ 2,203	\$ (697)	-24%
Disinfectant Spray	\$ 490	\$ -	\$ (490)	-100%
Surface Wipes	\$ 1,213	\$ 1,124	\$ (89)	-7%
Wiping Rags	\$ 137	\$ -	\$ (137)	-100%
<i>Subtotal</i>	<u>\$ 66,041</u>	<u>\$ 65,577</u>	<u>\$ (464)</u>	<u>-1%</u>
<b>Drug Testing Services of McDonough</b>				
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>East Georgia State College</b>				
Batteries	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ 829	\$ -	\$ (829)	-100%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 829</u>	<u>\$ -</u>	<u>\$ (829)</u>	<u>-100%</u>



**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Floyd County Drug Court</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Ft Gordon Youth Challenge Academy</b>				
Cotton Face Masks	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Ft Stewart Youth Challenge Academy</b>				
Batteries	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Ft Valley State University</b>				
Gloves	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>GA Bureau of Investigation</b>				
Batteries	\$ 58	\$ 236	\$ 178	100%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Drug Test Kits	\$ 1,745	\$ -	\$ (1,745)	-100%
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 265	\$ -	\$ (265)	-100%
<i>Subtotal</i>	\$ 2,068	\$ 236	\$ (1,832)	-89%
<b>GA Correctional Industries</b>				
Pallets	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>GA Department of Agriculture</b>				
Soap	\$ 146	\$ -	\$ (146)	-100%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ 146	\$ -	\$ (146)	-100%
<b>GA Dept of Labor</b>				
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Custodial	\$ -	\$ 2,614	\$ 2,614	100%
Batteries	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ 2,614	\$ 2,614	100%

**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>GA Dept of Public Safety</b>				
Wiping Rags	\$ 56	\$ 168	\$ 112	100%
Drug Test Kits	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ 58	\$ 58	100%
Batteries	\$ 656	\$ 2,435	\$ 1,779	100%
Floor Maintenance Pads	\$ 89	\$ 240	\$ 151	100%
Microfiber Cleaning Cloths	\$ -	\$ 113	\$ 113	100%
Mops	\$ -	\$ 441	\$ 441	100%
Surface Wipes	\$ 71	\$ 600	\$ 529	100%
Pillows	\$ 413	\$ -	\$ (413)	-100%
Printer Cartridges	\$ -	\$ 774	\$ 774	100%
Gloves	\$ 2,189	\$ 3,376	\$ 1,187	54%
Disinfectant Spray	\$ 129	\$ 54	\$ (75)	-58%
Hand Sanitizer	\$ 291	\$ 1,653	\$ 1,362	100%
Soap	\$ 194	\$ 873	\$ 679	100%
<i>Subtotal</i>	<u>\$ 4,087</u>	<u>\$ 10,784</u>	<u>\$ 6,697</u>	<u>100%</u>
<b>GA Firefighter Standards &amp; Training</b>				
Batteries	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>GA Housing and Finance Authority</b>				
Hand Sanitizer	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>GA Industries for the Blind</b>				
Pallets	\$ 5,646	\$ -	\$ (5,646)	-100%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 5,646</u>	<u>\$ -</u>	<u>\$ (5,646)</u>	<u>-100%</u>
<b>GA Professional Standards Comm</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>GA Public Defender Std Council</b>				
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 664	\$ 206	\$ (458)	-69%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 664</u>	<u>\$ 206</u>	<u>\$ (458)</u>	<u>-69%</u>
<b>GA Public Safety Training Center</b>				
Soap	\$ -	\$ 690	\$ 690	100%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ 91	\$ 62	\$ (29)	-32%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 91</u>	<u>\$ 753</u>	<u>\$ 662</u>	<u>100%</u>

**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>GA Southern</b>				
Disinfectant Spray	\$ -	\$ -	\$ -	0%
First Aid	\$ 496	\$ -	\$ (496)	-100%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ 1,974	\$ 1,974	100%
Razors	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ 3,871	\$ -	\$ (3,871)	-100%
<i>Subtotal</i>	\$ 4,367	\$ 1,974	\$ (2,393)	-55%
<b>Georgia Academy for the Blind</b>				
Pallets	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Georgia College &amp; State University</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Georgia Dept of Banking &amp; Finance</b>				
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Georgia Emergency Management Agency</b>				
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Georgia Forestry Commission</b>				
First Aid	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ 164	\$ 164	100%
Gloves	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ 164	\$ 164	100%
<b>Georgia Highlands College</b>				
Batteries	\$ -	\$ 30	\$ 30	100%
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ 30	\$ 30	100%

**STATE USE COUNCIL  
GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Georgia Institute of Technology</b>				
Ground Maintenance	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Custodial	\$ 10,232	\$ 14,658	\$ 4,426	43%
<i>Subtotal</i>	<u>\$ 10,232</u>	<u>\$ 14,658</u>	<u>\$ 4,426</u>	<u>43%</u>
<b>Georgia Military College</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Georgia Northwestern Technical College</b>				
Batteries	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Georgia Piedmont Technical</b>				
Custodial	\$ 51,003	\$ -	\$ (51,003)	-100%
Surface Wipes	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 51,003</u>	<u>\$ -</u>	<u>\$ (51,003)</u>	<u>-100%</u>
<b>Georgia Counseling</b>				
Drug Test Kits	\$ -	\$ 423	\$ 423	100%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ 423</u>	<u>\$ 423</u>	<u>100%</u>
<b>Georgia State Accounting Office</b>				
Batteries	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Georgia State University</b>				
Disinfectant Spray	\$ 103	\$ 81	\$ (22)	-21%
Cotton Face Masks	\$ -	\$ -	\$ -	0%
COVID Test Kits	\$ -	\$ -	\$ -	0%
First Aid	\$ 630	\$ 237	\$ (393)	-62%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Flu Prevention Kits	\$ -	\$ -	\$ -	0%
Gloves	\$ 9,403	\$ 22,736	\$ 13,333	100%
Batteries	\$ 2,566	\$ 1,408	\$ (1,158)	-45%
Hand Sanitizer	\$ 5,816	\$ 4,807	\$ (1,009)	-17%
Soap	\$ 7,097	\$ 6,604	\$ (494)	-7%
Microfiber Cleaning Cloths	\$ 4,996	\$ 323	\$ (4,674)	-94%
Surface Wipes	\$ -	\$ 3,372	\$ 3,372	100%
Wiping Rags	\$ -	\$ 366	\$ 366	100%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 30,611</u>	<u>\$ 39,932</u>	<u>\$ 9,321</u>	<u>30%</u>
<b>Georgia Southwestern State Univ.</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>

**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Gordon College</b>				
Mops	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>GVRA</b>				
Batteries	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Ground Maintenance	\$ -	\$ 2,660	\$ 2,660	100%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ 2,660</u>	<u>\$ 2,660</u>	<u>100%</u>
<b>Gwinnett Technical College</b>				
Batteries	\$ 421	\$ 118	\$ (303)	-72%
First Aid	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 421</u>	<u>\$ 118</u>	<u>\$ (303)</u>	<u>-72%</u>
<b>Hiram City Hall</b>				
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Individual Purchases</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>JF Petroleum Group</b>				
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Kennesaw State University</b>				
First Aid	\$ -	\$ -	\$ -	0%
Custodial	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Gloves	\$ 2,521	\$ -	\$ (2,521)	-100%
Mops	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ 442	\$ -	\$ (442)	-100%
Batteries	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 105	\$ -	\$ (105)	-100%
<i>Subtotal</i>	<u>\$ 3,068</u>	<u>\$ -</u>	<u>\$ (3,068)</u>	<u>-100%</u>

**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Lanier Technical College</b>				
Soap	\$ 3,032	\$ -	\$ (3,032)	-100%
Batteries	\$ -	\$ 411	\$ 411	100%
Hand Sanitizer	\$ 325	\$ -	\$ (325)	-100%
First Aid	\$ 54	\$ -	\$ (54)	-100%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Gloves	\$ 140	\$ 145	\$ 5	4%
Pillows	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 3,551</u>	<u>\$ 556</u>	<u>\$ (2,995)</u>	<u>-84%</u>
<b>Med Express</b>				
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Middle Georgia State University</b>				
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>North GA Technical College</b>				
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ 266	\$ 266	100%
Gloves	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ 266</u>	<u>\$ 266</u>	<u>100%</u>
<b>Oconee Fall Line Technical College</b>				
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Razors	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Office of Comm of Insurance</b>				
Batteries	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Office of Inspector General</b>				
Mops	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>

**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Ogeechee Technical College</b>				
Gloves	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ 675	\$ 675	100%
Soap	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ 675	\$ 675	100%
<b>Premier Janitorial Services</b>				
Batteries	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Quickstart Technical College</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Rockdale County Recreation &amp; Maintenance</b>				
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Savannah State University</b>				
Gloves	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Batteries	\$ 62	\$ -	\$ (62)	-100%
<i>Subtotal</i>	\$ 62	\$ -	\$ (62)	-100%
<b>Savannah Technical College</b>				
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Secretary of States Office</b>				
Gloves	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>SGJC Accountability Court</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%

**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>South GA State College</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Batteries	\$ 364	\$ -	\$ (364)	-100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 364</u>	<u>\$ -</u>	<u>\$ (364)</u>	<u>-100%</u>
<b>South GA Technical College</b>				
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Southeastern Technical College</b>				
Gloves	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Pillows	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 375	\$ 109	\$ (266)	-71%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 375</u>	<u>\$ 109</u>	<u>\$ (266)</u>	<u>-71%</u>
<b>Southern Crescent Technical</b>				
Mops	\$ 73	\$ 157	\$ 84	100%
First Aid	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ 183	\$ 183	100%
Hand Sanitizer	\$ 169	\$ 1,507	\$ 1,338	100%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Surface Wipes	\$ -	\$ 150	\$ 150	100%
Batteries	\$ 261	\$ -	\$ (261)	-100%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 503</u>	<u>\$ 1,996</u>	<u>\$ 1,493</u>	<u>100%</u>
<b>Southern Regional Tech. College</b>				
Gloves	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>State Charter Schools Comm of GA</b>				
Batteries	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>State Soil and Water Conservation</b>				
First Aid	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>



**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>Technical College System of GA</b>				
First Aid	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Toombs Judicial Circuit</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>University of GA</b>				
Gloves	\$ -	\$ 206	\$ 206	100%
Cotton Face Masks	\$ -	\$ -	\$ -	0%
Batteries	\$ 102	\$ 838	\$ 736	100%
Disinfectant Spray	\$ 26	\$ -	\$ (26)	-100%
Drug Test Kits	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ 95	\$ 95	100%
Printer Cartridges	\$ 63	\$ -	\$ (63)	-100%
<i>Subtotal</i>	<u>\$ 191</u>	<u>\$ 1,139</u>	<u>\$ 948</u>	<u>100%</u>
<b>University of North GA</b>				
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ 290	\$ 290	100%
Batteries	\$ -	\$ 669	\$ 669	100%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Mops	\$ 1,837	\$ -	\$ (1,837)	-100%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ 212	\$ 212	100%
<i>Subtotal</i>	<u>\$ 1,837</u>	<u>\$ 1,171</u>	<u>\$ (666)</u>	<u>-36%</u>
<b>University of the South West</b>				
Drug Test Kits	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>University of West GA</b>				
Gloves	\$ -	\$ -	\$ -	0%
First Aid	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>0%</u>
<b>Valdosta State University</b>				
Batteries	\$ 418	\$ 247	\$ (171)	-41%
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	<u>\$ 418</u>	<u>\$ 247</u>	<u>\$ (171)</u>	<u>-41%</u>

**STATE USE COUNCIL  
 GEORGIA ENTERPRISES FOR PRODUCTS AND SERVICES  
 COMPARATIVE SALES BY CUSTOMER - (July)**

<b>Customer</b>	<b>FY 24</b>	<b>FY 25</b>	<b>Variance</b>	<b>% Change</b>
<b>West Georgia Technical College</b>				
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Batteries	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ -	\$ -	\$ -	0%
Razors	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ -	\$ -	0%
<i>Subtotal</i>	\$ -	\$ -	\$ -	0%
<b>Wiregrass GA Technical College</b>				
First Aid	\$ -	\$ -	\$ -	0%
Gloves	\$ -	\$ 290	\$ 290	100%
Batteries	\$ 51	\$ 66	\$ 15	29%
Disinfectant Spray	\$ -	\$ -	\$ -	0%
Mops	\$ -	\$ -	\$ -	0%
Floor Maintenance Pads	\$ -	\$ -	\$ -	0%
Hand Sanitizer	\$ -	\$ -	\$ -	0%
Soap	\$ -	\$ 4,249	\$ 4,249	100%
Surface Wipes	\$ -	\$ -	\$ -	0%
Wiping Rags	\$ -	\$ -	\$ -	0%
Printer Cartridges	\$ 513	\$ 456	\$ (57)	-11%
<i>Subtotal</i>	\$ 563	\$ 5,061	\$ 4,498	100%
<b>Grand Total</b>				
	\$ 308,366	\$ 1,263,651	\$ 955,285	100%

C. QUARTERLY EMPLOYMENT REPORT &  
SALES BY WORK CENTER



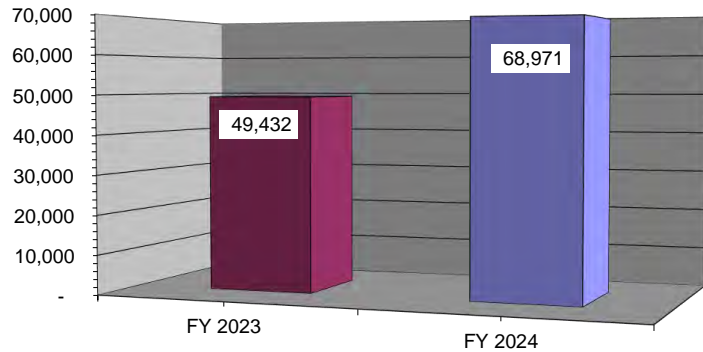
# State Use Program Quarterly Employment Report

## Work Center Reporting

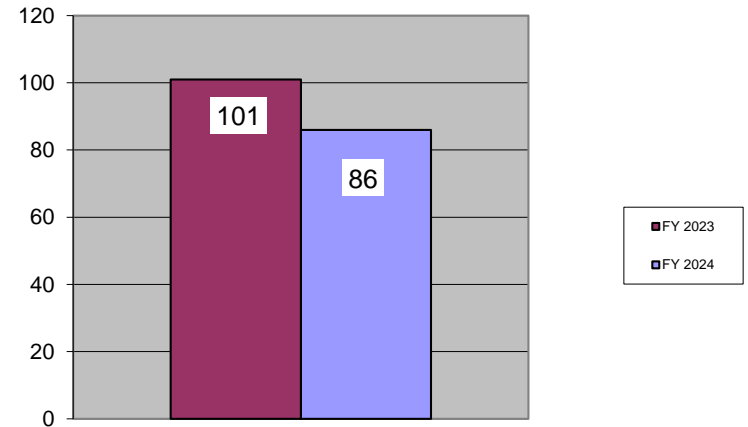
- 1) Bobby Dodd Institute
- 2) Easter Seals of East Georgia
- 3) Easter Seals of Southern Georgia
- 4) Georgia Industries for the Blind
- 5) Tommy Nobis Center
- 6) Middle Georgia Easter Seals
- 7) New Ventures Inc.
- 8) Veterans Resource Group

	1st Quarter			2nd Quarter		3rd Quarter		4th Quarter		FY 2024 TOTAL	
	Labor Hours	Workforce on July 1	new Additions 7/1-9/30	Labor Hours	new Additions 10/1-12/31	Labor Hours	new Additions 1/1-3/31	Labor Hours	new Additions 4/1-6/30	Labor Hours	State Use Employees
Totals	15,364	66	6	13,376	12	22,448	1	17,783	1	68,971	86

**State Use Labor Hours of Disabled Employees  
FY 2023 & FY 2024  
as of June 30, 2024**



**Comparative State Use - Disabled Workers Used  
FY 2023 & FY 2024  
as of June 30, 2024**





# State Use Program Sales by Workcenter

## FY24

### Work Center Reporting

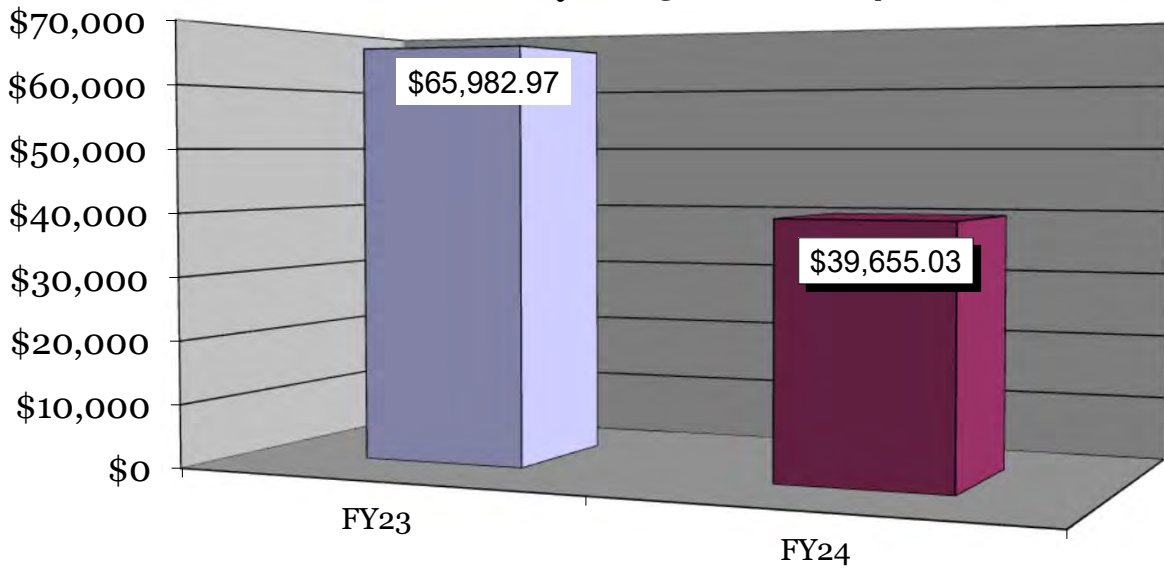
- 1) Bobby Dodd Institute
- 2) Easter Seals of East Georgia
- 3) Easter Seals of Southern Georgia
- 4) Georgia Industries for the Blind
- 5) Tommy Nobis Center
- 6) Middle Georgia Easter Seals
- 7) New Ventures Inc.
- 8) Veterans Resource Group

	<u>1st Quarter</u>	<u>2nd Quarter</u>	<u>3rd Quarter</u>	<u>4th Quarter</u>	<u>Cumulative Totals</u>
	\$708,234	\$756,842	\$695,933	\$660,887	\$2,821,896
	\$159,545	\$168,366	\$161,084	\$174,338	\$663,333
	\$10,344	\$9,446	\$0	\$0	\$19,790
	\$6,083	\$3,263	\$6,904	\$1,838	\$18,088
	\$91,998	\$1,744,503	\$102,848	\$133,732	\$2,073,081
	\$5,250	\$4,547	\$0	\$0	\$9,797
	\$227,575	\$271,850	\$360,144	\$254,290	\$1,113,859
	\$72,287	\$72,287	\$72,287	\$72,287	\$289,148
<b>Totals</b>	<b>\$1,281,316</b>	<b>\$3,031,104</b>	<b>\$1,399,200</b>	<b>\$1,297,372</b>	<b>\$7,008,992</b>

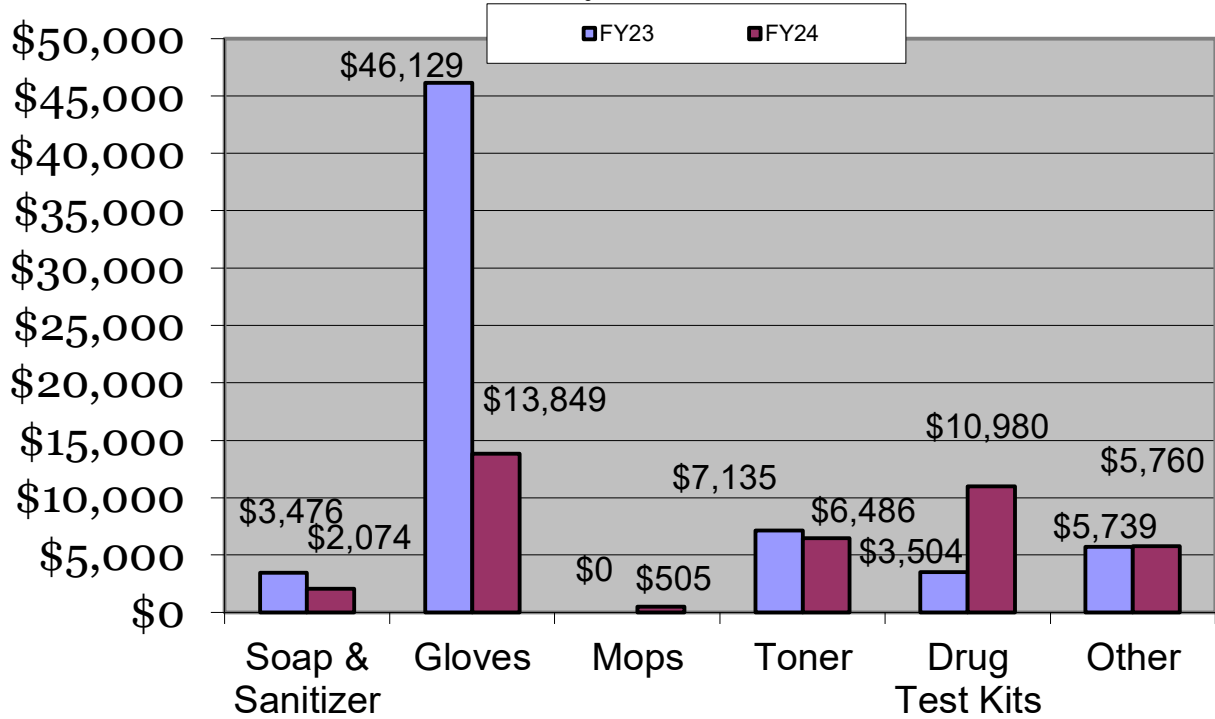
\*Totals do not include the CNA fee

## D. GEPS WEB SITE

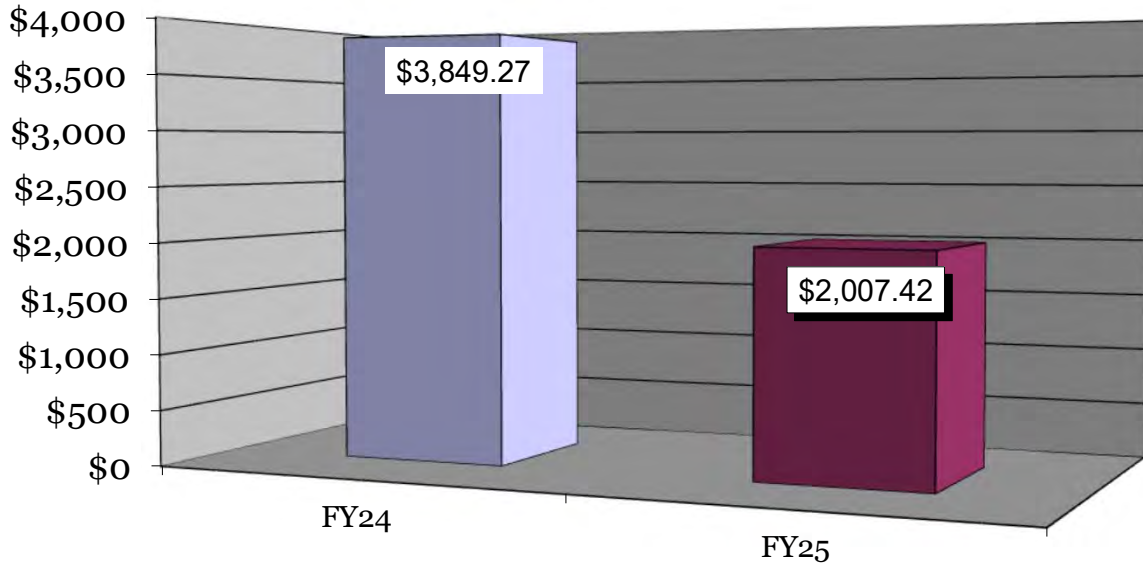
### GEPS Website Sales Comparison FY23 & FY24 July 2023-June 2024



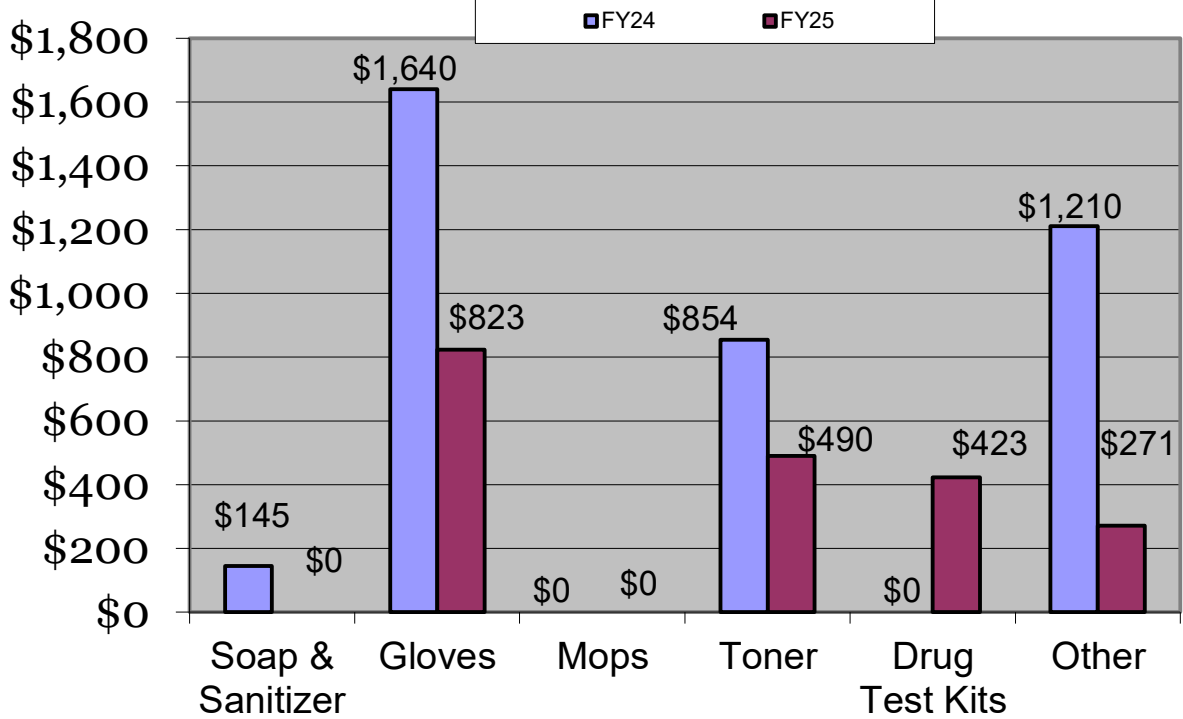
### GEPS Website Product Sales FY23 & FY24 July 2023-June 2024



### GEPS Website Sales Comparison FY24 & FY25 July 2024



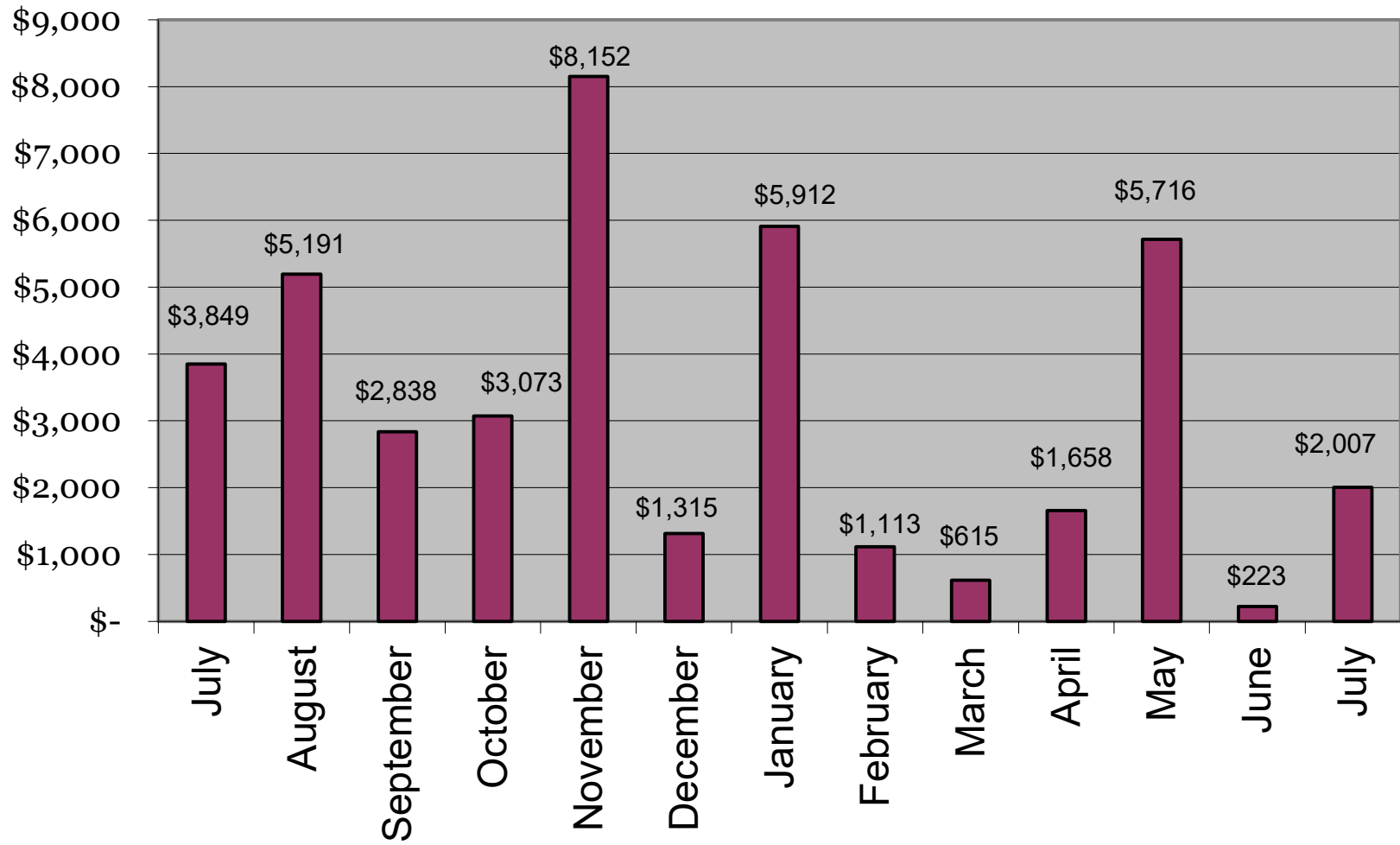
### GEPS Website Product Sales FY24 & FY25 July 2024





# GEPS Website Sales

## July 2023 through July 2024



E. UPDATE ON SERVICE CONTRACT AWARD  
STATUS

GEPS Service Contracts

As Of: 9/23/2024

Agency	Location	BID or Contract #	When Did Bid Go Out?	When Was Bid Submitted?	When was Bid Awarded	Type of Serv	Work Ctr	Annual \$\$	Status	Contract Sent to Agency		NOTES	Awarded to	\$\$
										Contract Sent to Agency	Signed Contract Returned			
Gvra	Roosevelt Warm Springs	Quote	24 Q1			Groundskeeping	VRG		IP			Quote	Email Sent 7/10/24	
DPH - Public Health Lab	Waycross	Quote	24 Q2			Groundskeeping	GWSR		IP			Bid Sent Out 12/18/23	Email Sent 7/10/24	
DOD	Bldg.447 (JFHQ)	Quote	24 Q4	24 Q4		Carpet Cleaning	VRG	\$10,778.94	IP			Put on hold 4/16/24	Email Sent 7/10/24	One Time Service
DOL	Central Complex ATL	Quote	24 Q4	24 Q4		Custodial	BDI	\$309,944.04	IP			Quote Submitted 5/21/24	Email Sent 7/10/24	
DJJ	YDC (Augusta)	Quote	24 Q4	24 Q4		Strip and wax guard shack	VRG	\$577.13	IP			Quote Submitted 6/28/24	Email Sent 7/10/24	One Time Service
DJJ	YDC (Augusta)	Quote	24 Q4	24 Q4		Carpet Cleaning of Admin Building	VRG	\$4,111.70	IP			Quote Submitted 6/28/24	Email Sent 7/10/24	One Time Service
DJJ	Terrell RYDC	Quote	24 Q4	24 Q4		Floor Services(not counting dorm areas)	VRG	\$25,005.26	IP			Quote Submitted 8/26/24		One Time Service
DHS (DCSS)	Camillia	Quote	25 Q1	25 Q1		Custodial	GWSR	\$118,076.40	IP			Bid Submitted 8/1/24		
DOC	Millidgeville	Quote	25 Q1	25 Q1		Custodial	VRG	\$20,113.68	IP			Bid Submitted 8/21/24		
DNR	South Dekalb Site	Quote	25 Q1	25 Q1		Grading	VRG	\$851.06	IP			Bid Submitted 8/13/24		One Time Service
DOAS	SWC (RFQC)	eRFQC 99999-SPD0000224	25 Q1	25 Q1		Custodial	Various	n/a	IP			Bid Submitted 8-26-24		
DJJ	AARON COHN RYDC, Midland	Quote	25 Q1			Pressure Washing	VRG		IP			Bid Sent Out 7/10/24		Twice a Year
DHS		DHS0000363	25 Q1			Mail Processing			IP			Bid Sent Out 7/22/24, Bid Due 10-09-24 (2 PM)		

DJ	Augusta YDC	Quote	24 Q4	24 Q4	24 Q1	Floor Services	VRG	\$14,571.81	A			Quote Submitted 5-9-24	One Time Service		
DPH - Public Health Lab	Clairmont	40500-050-14100183			J-09	Groundskeeping	BDI-South	\$24,298.44	A			M-T-M (no expiration date)	New contract for \$24,906 not yet started		
DOT	Forest Park MAU	48400-410-DOT0002438-0002	16 Q4	16 Q4	16 Q4	Custodial	VRG	\$26,239.56	A	4/6/23	5/1/23	Expires 5/1/24	Renewal requested 4/8/24 with an increase to \$28,751.88 annually)		
DHS (DFCS OFSS)	Houston County (Warner Robins)		24 Q4	24 Q4	25 Q1	Custodial	VRG	\$53,776.92	A	Not received yet		Email sent 7/2/24	Expires 6/30/25 (with 4 renewals)	Goes to \$55,390.44 with renewal on 7/1/25	
DHS (DFCS)	Fulton County NW (Donald Lee Hollowell Road)	42700-040C-95-060-0426	21 Q4	21 Q4	22 Q1	Custodial	BDI	\$168,208.80	A	Not received yet		PO Received 7/11/24	Expires 6/30/25 (with 1 renewal)	Goes to \$171,573 with renewal on 7/1/25	
DHS (DFCS)	Fulton County SW (Fairburn Road)	42700-040C-95-060-0425	21 Q4	21 Q4	22 Q1	Custodial	BDI	\$217,349.28	A	Not received yet		PO Received 7/11/24	Expires 6/30/25 (with 1 renewal)	Goes to \$221,696.28 with renewal on 7/1/25	
DHS (DFCS)	Walton County (Monroe)	42700-040C-0000FY2024-006612	23 Q2	23 Q2	23 Q2	Custodial	VRG	\$87,761.28	A	Not received yet		Email sent 7/2/24	Expires 6/30/25 (with 2 renewals)	Goes to \$90,394.20 with renewal on 7/1/25	
DHS (DCSS)	Carroll County (Carrollton)	42700-401-95-000085500	13 Q1	20 Q1	20 Q1	Custodial	VRG	\$13,402.44	A	5/14/24			Expires 9/30/24		
DHS (DCSS)	Clayton County (Morrow)	42700-401-95-56420	22 Q1	22 Q1	22 Q2	Custodial	VRG	\$18,373.44	A	5/14/24			Expires 9/30/24 (with 2 renewals)	Goes to \$18,924.72 on 10/1/24	
DHS (DCSS)	Floyd County (Rome)	42700-401-95-12012021	23 Q1	23 Q1	23 Q2	Custodial	VRG	\$28,210.92	A	5/14/24			Expires 9/30/24 (with 3 renewals)	Goes to \$29,057.28 on 10/1/24	
DHS (DCSS)	Habersham County (Clarkeville)	42700-401-95-00000-3	16 Q4	17 Q1	17 Q1	Groundskeeping	VRG	\$3,140.28	A	5/14/24		8/29/24	Expires 9/30/24 (with 2 renewals)	Goes to \$3,234.60 on 10/1/24	
DHS (DCSS)	Walton County (Monroe)		23 Q1	23 Q1	23 Q2	Custodial	VRG	\$49,966.20	A	5/14/24			Expires 9/30/24 (with 3 renewals)	Goes to \$51,465.24 on 10/1/24	
DHS (DCSS)	Washington County (Sandersville)	42700-401-95-00149	23 Q2	23 Q2	23 Q2	Custodial	VRG	\$30,900.00	A	5/14/24			Expires 9/30/24 (with 3 renewals)	Goes to \$31,827.12 with renewal on 10/1/24	Note first year is only 9 months effective 1/3/23
Georgia Regional Hospital Atlanta	Decatur	Quote	23 Q1	23 Q1	23 Q1	Groundskeeping	BDI-South	\$248,552.28	A	9/8/23	9/22/23		Expires 9/30/24 (with 3 renewals)	Goes to \$257,251.80 with renewal on 10/1/24	
GA Tech	Atlanta	2020-RFP-GTRI-0009	20 Q1	20 Q2	20 Q2	Custodial	BDI	\$175,889.96	A	12/21/23	2/1/24		Expires 1/5/25	increase of \$53,108.64 annually (\$4,425.72 per month) effective 6/17/24	
GDEd	Atlanta	SN-42900-29	22 Q2	22 Q2	22 Q3	Fulfillment	BDI	\$82,548.00	A	2/27/24	3/21/24		Expires 3/6/25 (with 2 renewals)	yearly amount is approximate	
DOT	District 3 Multiple Sites	48400-DOT0002858	24 Q1	24 Q2	24 Q2	Custodial	ESEGA	Variable	A	4/3/24	4/5/24		Expires 4/4/25 (with 4 renewals)	is building a "pool" of providers for on-demand future bids.	Statewide Contract
DJ	Various Locations	46100-DJ0000298-02	22 Q3	22 Q4	22 Q4	Floor Services	VRG	\$1,159,381.06	A	5/1/24	6/13/24		Expires 6/30/25 (with 2 renewals)	totals may not reflect actual invoices	
GVAR	Griffin	Quote	24 Q4	24 Q4	24 Q4	Groundskeeping	VRG	\$21,276.64	A				Expires 6/30/25	Service 8 months out of the year	
DOL	Augusta	Quote	24 Q4	24 Q4	25 Q1	Custodial	ESEGA	\$31,360.32	A	7/1/24	7/1/24		Expires 6/30/25		
DNR	Multiple Sites	GEPS-CERT	22 Q4	22 Q4	22 Q4	Groundskeeping	VRG	\$9,505.01	A	6/21/24	6/21/24		Expires 6/30/25 (with 2 renewals)	Goes to \$9,790.16 with renewal on 7/1/25	Note: Monthly Invoices will vary

DOT	Rest Areas and Welcome Centers (various)	48400-410-DOT0002438-0002	22 Q2	22 Q2	22 Q3	Custodial	ESEGA	\$683,012.21	A	3/6/24	3/13/24	Expires 7-31-25 (with 2 renewals)	Goes to \$696,672.38 on 8/1/25	
DOL	Macon	Quote	24 Q4	24 Q4		Custodial	VRG	\$63,829.80	L	58%		7-10-24 Lost	Executive Cleaning	\$24,960.00
GVRA	Griffin	Quote	24 Q4	24 Q4	24 Q4	Tree/Brush/Stump Removal and Haul Away	VRG	\$7,446.82	X			7-10-24 Expired	Email Sent 7/10/24	One Time Service
DOD	JFHQ	Quote	24 Q3	24 Q3	24 Q4	Carpet Cleaning	VRG	\$1,583.51	X			7-10-24 Expired	Email Sent 7/10/24	One Time Service
DJJ	YDC (Augusta)	Quote	25 Q1	25 Q1	25 Q1	Carpet Cleaning of Admin Building (Just the halls)	VRG	\$1,489.36	X			8-19-24 Expired		One Time Service
DJJ	YDC (Augusta)	Quote	25 Q1	25 Q1	25 Q1	Service including pepper spray mitigation	VRG	\$2,293.62	X			8-20-24 Expired		One Time Service
DHS	Various Locations	Quote	24 Q4	24 Q4		Mailbox Installation	VRG					7-11-24 Cancelled		One Time Service
DOL	Athens	Quote	24 Q4	24 Q4		Custodial	VRG					7-11-24 Cancelled		
DOT	WC/RA Morgan County	48400-DOT0002858 (Quote)	25 Q1			Custodial						7-18-24 Did Not Bid Due to Geography		
DOT	WC Haralson County	48400-DOT0002858 (Quote)	25 Q1			Custodial	VRG					7-24-24 Did Not Bid Due to Scope		
GSU	Various Locations	50900-eRFQ-000001154-2025	25 Q1			Hardwood Mulch and Pinestraw						7-31-24 Did Not Bid Due to Scope		
DBHDD	Savannah and Augusta	DBH0000619	25 Q1			Custodial						8-5-24 Did Not Bid Due to Scope		
DOT	District 3 Thomaston	DOT0002900	25 Q1			Groundskeeping	VRG					8-5-24 Did Not Bid Due to Geography		
Georgia Forestry Commission	Dry Branch	GFC0000430	25 Q1			Groundskeeping						8-22-24 Did Not Bid Due to Scope		
DOR	Douglas	DOR0000134	25 Q1			Custodial						8-23-24 Bid Cancelled		
DOR	Savannah	DOR0000135	25 Q1			Custodial						8-23-24 Bid Cancelled		
DOT	D3 Macon Area Office	48400-DOT0002858 (Quote)	25 Q1	25 Q1		Custodial	VRG					9-6-24 Bid Withdrawn by CRP		
DOL	Athens	44000-DOL0000019	25 Q1			Custodial						9-16-24 CRP Decided to bid separately from GEPS		
UGA	Athens	51800-eRFQ-000001185-2025	25 Q1			Custodial (Parking Deck)						9-20-24 Did Not bid due to scope.		
DOC	Millidgeville	Quote	25 Q1	25 Q1		Custodial Deep Clean	VRG					9-23-24 Bid Cancelled		One Time Service

<b>Current Annual \$</b>	\$3,147,724.85
<b>Total Annual</b>	\$3,158,244.54

excluding expired

<b>Average % Bid Too High</b>	58%
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<b>Total Opportunities</b>	<b>54</b>
New Current	2
Existing Current	20
New Expired	2
Old Expired	2
Lost	1
No Bid	14
Pending	13

<b>Current Contracts</b>	22
--------------------------	----

<b>% of No-Bid Reasons</b>		<b>Bid Status:</b>
Geography / Capacity	14%	A = awarded to GEPS L = Lost IP = in process J-09 = prior to June 09 X = Contract Expired
Cancelled	36%	
Scope	36%	
Other	14%	
100%		

## F. STATE USE OPERATIONAL PLAN (UPDATE)






Approved: 6/27/2024  
 UPDATED: 9/24/2024

## State Use Operational Plan - FY25

The State Use Council Chair, Reid Laurens, appoints a Task Force of council members, CRP representatives, and GEPS staff to review and update the State Use Operational Plan each fiscal year. The Task Force reviewed the goals and objectives for FY25. The following report provides a 'road map' for guidance and direction to the State Use Program in FY25, including tangible goal measurements to identify successful accomplishments. The Task Force is coordinated by Shawn Pursley, Georgia Enterprises Executive Director. Members of the Task Force include:

Shawn Pursley, GEPS Staff (Sec.)	Reid Laurens, SUC (Chairman)
Christopher Valley, SUC (Vice Chair)	Marty Owens, SUC
Jim Barnaby, DOAS	

**COLOR CODE for the COMP. DATE column (J):**

	GREEN - goal completion on track - goal completed if date is shown
	YELLOW - goal completion behind, date could be missed
	RED - goal completion needs attention, comp. date missed

**The following is a key code for abbreviation and definitions used in plan:**

<b>APO</b>	Agency purchasing officer
<b>BMP</b>	Best Management Practices
<b>Council</b>	Refers to the State Use Council
<b>CPA</b>	Certified Public Accountant
<b>CRP</b>	Community Rehabilitation Provider
<b>DOAS</b>	Department of Administrative Services (Georgia)
<b>GEPS</b>	Georgia Enterprises for Product and Services
<b>M-M</b>	Month-to-Month Contract
<b>RFI</b>	Request for information
<b>RFP</b>	Request for proposal
<b>RFQ</b>	Request for quote
<b>S.U.</b>	State Use
<b>SUPRA</b>	State Use Program Association
<b>TBD</b>	To Be Determined





# State Use Plan - FY25

Approved: 6/27/2024

Updated: 9/24/2024

## Goal: Grow State Use Program

### Key Strategy: A. Enhance System and State Use Program Effectiveness

TACTIC	ACTION	Critical Success Factor	GOAL / MEASUREMENT	PERSON(S) RESPONSIBLE	Target DATE	Completion DATE	COMMENTS
1. Increase DOAS/Council and GEPS familiarity with other state use programs	1.a. Participate in the SUPRA organization and attend the National conference	Continue SUPRA membership	Report sales data / attend conference	Shawn	Before March 2025 Council Meeting		
	1.b. Report Back on Major SUPRA "Take-Away" Points	Attendance of Conference and Summarize Information	Present at March Council meeting	Shawn	During March 2025 Council Meeting		
	1.c. Consult with successful State Use programs in other states	Information exchange and discussion/report	A Visit or Report to Council	Joint	Continuous		
2. Increase understanding of the DOAS system, State Use, bid processes, and guidelines for State Use.	2.a. GEPS staff continue training courses curriculum	Appropriate Training Offered	1-3 Courses per year	Shawn	Before June 2025 Council Meeting	7/11/2024	7-11-24 Grant Preparedness for NonProfits
	2.b. Tech Assistance provided to CRPs	GEPS staff knowledge of technical needs		Shawn	Continuous		

**Key Strategy A: Enhance System and State Use Program Effectiveness**

	<b>ACTION</b>	<b>Critical Success Factor</b>	<b>GOAL/ MEASUREMENT</b>	<b>PERSON(S) RESPONSIBLE</b>	<b>Target DATE</b>	<b>Completion DATE</b>	<b>COMMENTS</b>
3. Develop opportunities with partners not subject to State Purchasing Act (authorities, counties, etc.)	3.a. Identify current and potential GA partners working with DOAS regional outreach meetings	Register with various counties, cities, etc.	6 New Vendor Registrations Completed with Counties/Cities	Shawn	Before June 2025 Council Meeting		
	3.b. Identify potential marketing opportunities for state use products and services	Send out Bid Opportunities to CRPs as they arise	10 Opportunities sent out	Shawn	Before June 2025 Council Meeting		<b>July - South Fulton Custodial</b>
	3.c. Develop templates / protocols from potential product and service opportunities	Bid Opportunities	4 Opportunities Bid	Shawn	Before June 2025 Council Meeting		<b>Depends upon 3.b.</b>
	3.d. Provide training / technical assistance to implement those opportunities	Training to be delivered	Deliver to 2 partners	Shawn	As needed based on 3.c.		<b>Depends upon 3.c.</b>
4. Tracking & Reporting	4.a. Identify and Define Critical Success Factors (CSFs) and goals/measurements	Understanding of reasonable expectations and reporting capabilities	Submit FY25 Operational Plan and Measurements to S.U. Council	S.U. Plan Task Force/Staff	During June 2024 Council Meeting	<b>June 27,2024</b>	
	4.b. Provide Council with Monthly Financial and Sales Reports	Proper Accounting/ Sales Reporting	Monthly / Quarterly Reports	Shawn / Teresa Beck	20th of each month		
	4.c. Utilize GEPS service contract Spreadsheet for Tracking System	Complete report weekly/report to Council Quart.	Quarterly Reports	Shawn	Council Meeting each Quarter		
	4.d. Track and Report Product sales progress toward goals	Proper Accounting/ Sales Reporting	Monthly / Quarterly Reports	Shawn / Teresa Beck	20th of each month		
	4.e. Quarterly Agency / End User Survey	Quality Check	Quarterly Surveys	Shawn	Sent out Second Month of Each Quarter		
	4.f. Quarterly Compliance Review	Audit	3-4 Audits	Shawn	Performed Quarterly		



## State Use Plan - FY25

Approved: 6/27/2024

Updated: 9/24/2024

### Goal: Grow State Use Program

#### Key Strategy: B. Increase Successful Awards

TACTIC	ACTION	Critical Success Factor	GOAL/ MEASUREMENT	PERSON(S) RESPONSIBLE	Target DATE	Completion DATE	COMMENTS
1. Develop and submit bids for eSource and Team Georgia Marketplace	1.a. Survey interest and capacity related to opportunities by submitting opportunities to CRP's	# of bids	Average 15 contract opportunities sent to CRP's/Quarter	Shawn	Before June 2025 Council Meeting		Q1 - 20 bid opportunities Q2 - __ bid opportunities Q3 - __ bid opportunities Q4 - __ bid opportunities AVG = 20 / qtr.
2. Identify upcoming sourcing event opportunities (TGM)	2.a. Complete and submit RFQ / RFP / RFI opportunities	# of bids	Average 12 bids / quarter Win 6 new contracts in FY25	Shawn	Before June 2025 Council Meeting		Q1 - 8 bid - 6 won Q2 - __ bid - __ won Q3 - __ bid - __ won Q4 - __ bid - __ won AVG = 8 bid/qtr. 6 New Contracts in FY25
	2.b. Monitor, Identify and Take Action on contracts due to expire/renew - during FY25	<b>Renewable:</b> 5/1/24 (1) 9/30/24 (7) 1/5/25 (1) 3/6/25 (1) 4/4/25 (1) 5/1/25 (1) 6/30/25 (8)	Successfully renew all existing contracts as appropriate	Shawn	Before June 2025 Council Meeting		Renewed: 7/31/25 (1)
3. Identify statewide initiatives	3.a. Identify potential statewide/joint bid service opportunities	Subscribe to Team GA Marketplace / Introductions to other Agency opportunities	Investigate all statewide/joint bid opportunities in FY25	Council / Shawn	Before June 2025 Council Meeting		8/26/24 DOAS Custodial
	3.b. Build partnerships (if needed) to submit bid	Use CRP capability survey as resource to identify opportunities	Establish two mentoring opportunities	Shawn	Before June 2025 Council Meeting		8/26/24 DOAS Custodial
	3.c. Submit statewide/joint bid	Having an opportunity to submit bid	Submit one bid	Shawn	Before June 2025 Council Meeting	8/26/2024	8/26/24 DOAS Custodial



Approved: 6/27/2024  
 Updated: 9/24/2024

## State Use Plan - FY 25

### Goal: Grow State Use Program

#### Key Strategy: C. Build Capability and Capacity

TACTIC	ACTION	Critical Success Factor	GOAL / MEASUREMENT	PERSON(s) RESPONSIBLE	Target DATE	Completion DATE	COMMENTS
1. GATES members currently providing SU products / services	1.a. Survey capacity and interest in upcoming opportunities	Send out Capability Survey	6 CRPs updated	Shawn	By June 2025 Council Meeting		
	1.b. Successfully secure contracts renewal and new	Submit bids/ renewal forms	15	Shawn	Before June 2025 Council Meeting	Ongoing	
	1.c. Successfully renew products approval under Mandatory Category	DOAS/Council Approval	In all 21 categories	Shawn	Before June 2025 Council Meeting		
	1.d. Successfully renew products under Preferred Category	DOAS/Council Approval	1 categories	Shawn	Before June 2025 Council Meeting		
	1.e. Report stats of responses from CRP as to why they were not interested in a bid opportunity	Send response form to CRP's	75% response each month	Shawn	Monthly		
2. Involve GATES members not yet involved with S.U. products / services	2.a. Survey capacity and interest in upcoming opportunities	Send out Capability Survey	4 CRPs updated	Shawn	Before January 2025 Council Meeting		
	2.b. Provide Orientation / Overview	New CRP's Interested	As Needed	Shawn	Before June 2025 Council Meeting		<b>Dependent on 2.a.</b>
	2.c. Provide Training / Technical Assistance	Training	As Needed	Shawn	Before June 2025 Council Meeting		<b>Dependent on 2.b.</b>

Key Strategy:

C. Build Capability and Capacity

Page 2

TACTIC	ACTION	Critical Success Factor	GOAL / MEASUREMENT	PERSON(s) RESPONSIBLE	Target DATE	Completion DATE	COMMENTS
3. Invite Non-members to be involved	3.a. Develop potential list of new CRPs	DOAS/County Assn	Identify 5	Shawn	Ongoing		
	3.b. Provide Orientation / Overview	Develop Orientation Letter	1 potential CRP to receive info	Shawn	Before June 2025 Council Meeting		<b>Dependent on 3a.</b>
	3.c. Survey Interest and Capacity	Certify New CRP and Survey Their Capability	At least one newly certified CRP in FY25 and capabilities surveyed	Shawn	Before June 2025 Council Meeting		<b>Dependent on 3.b.</b>
	3.d. Send Notice of Bid Opportunities	CRP added to Distribution Lists	At least one newly certified CRP added to distribution lists in FY25	Shawn			<b>Dependent on 3.c.</b>
4. Identify and develop new products for certification	4.a. Identify current CRPs or new CRPs to develop product	Finding interested CRP	1 new Product	Shawn	Before June 2025 Council Meeting	9/26/2024	<b>67 new products will be introduced at the September meeting.</b>



Approved: 6/27/2024  
 Updated: 9/24/2024

## State Use Plan - FY25

### Goal: Grow State Use Program

#### Key Strategy: D. Enhance Marketing of Program

TACTIC	ACTION	Critical Success Factor	GOAL/ MEASUREMENT	PERSON(S) RESPONSIBLE	Target DATE	Comp. DATE	COMMENTS
1. Build Awareness	1.a. Schedule SU Meetings at CRP sites	SU Meetings at CRP Sites	1 meeting per year	Wanda Warren/ Shawn	Before June 2025 Council Meeting		
	1.b. Meet CRP staff and People with Disabilities impacted by SU Program	CRP able to coordinate worker to come to SU Meetings	Mission Moment at 2 quarterly meetings	Shawn	During Council Meeting		9/26/2024
	1.c. Coordinate annual recognition program for State Use Program	Funding - Time - Location to host luncheon	Host Working Wonders Day	Shawn	September 2025 Council Meeting	9/26/2024	
2. Develop and implement marketing plan(s) for GEPS Customers/State Agencies	2.a. Communication to agencies at DOAS Training sessions	DOAS includes S.U. Program info in all appropriate end user training materials	At all Team GA training programs	Jim Barnaby	Before June 2025 Council Meeting		
	2.b. Communication of support from the DOAS Commissioner for GEPS	DOAS Newsletter and/or mention in TGM header page	Twice a year	Jim Barnaby	After June 2024 & January 2025 Council Meeting		
	2.c. Communication from Governor concerning GEPS	Letter from Governor	FY25	Wanda Warren / Commissioner Sullivan	Before June 2025 Council Meeting		
	2.d. Coordination of regular communication to APO and UCPO	Development of eblast	Bi-Monthly Eblast (6/yr.)	Shawn	Before June 2025 Council Meeting		
	2.e. Presentation/ exhibiting at State Use/ governmental purchasing meetings	Identifying venues	Attending three different venues for exhibiting	Shawn	Before June 2025 Council Meeting		CACJ September 2024 June 2025 (Warden's Conf)

TACTIC	ACTION	Critical Success Factor	GOAL/ MEASUREMENT	PERSON(s) RESPONSIBLE	Target DATE	Comp. DATE	COMMENTS
3. Benchmarking Social Impact	3.a. People with Disabilities Employed	People Employed	Annually FY25 Goal = 150	GEPS CRP's	Quarterly		FY16 = 161 FY17 = 89 FY18 = 142 FY19 = 122 FY20 = 86 FY21 = 69 FY22 = 123 FY23 = 101 FY24 Q4 = 86
	3.b. # hours worked	Hours Worked	Annually FY25 Goal = 62,000 hrs.	GEPS CRP's	Quarterly		FY16 = 51,095 FY17 = 42,576 FY18 = 60,874 FY19 = 58,362 FY20 = 61,823 FY21 = 77,877 FY22 = 72,170 FY23 = 49,432 FY24 Q4 = 68,971
4. Develop Annual Report	4.a. CPA Audit	CPA scheduled	Completed by 12/31/2024	Shawn	Before January 2025 Council Meeting	9/24/2024	
	4.b. Metrics	Quarterly Report	Report 4 per year	Shawn	Quarterly		
	4.c. Social Impact	Annual Rpt produced for PR/Marketing impact	Develop success stories around WWD recipients	Shawn	Before January 2025 Council Meeting		
5. Pursue Grant Writing	5.a. Research Grant Opportunities	Locating and researching a source of grant opportunities	Find 3 Prospective Grants	Shawn	Before January 2025 Council Meeting	2025 GVRA Grant	
	5.b. Write Grant Proposal	Construct Proposal	Apply for 2 Proposals	Shawn	As Required		
	5.c. Grant	Grant Award	Awarded 1 Grant	Shawn	Before June 2025 Council Meeting	2025 GVRA Grant	
	5.d. Grant Reporting	Grant Results Report	Report on Awarded Grants	Shawn	As Required By Grant		

Shawn Pursley  
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Tuesday, September 24, 2024

### **Operational Plan Committee Report**

The following report was submitted, via email, to the Operational Plan Committee on 9/24/24.

Shawn Pursley, GEPS Executive Director

**Included in the CNA report along with the attached, updated FY 25 Operational Plan.**

**Please note that everything below is standard with most things ranging within expectations.**

#### FY25 Operational Plan (highlights):

- Tab A – 2.2.a. July Training Course completed.
- Tab A – 3.3.b. The non-Purchasing Act bid opportunity was sent out in July.
- Tab A – 4.4.a. FY25 Op Plan Draft approved in June.
- Tab B – 1.1.a. and 2.2.a. Updated the stats for the number of bids sent out, completed, and awarded.
- Tab B – 2.2.b. Updated the stats on current contract renewals.
- Tab B – 3.3.a., 3.3.b., 3.3.c. Updated SWC bids submitted.
- Tab C – 4.4.a. Updated new products to be introduced in September 2024.
- Tab D – 1.1.b. Updated Mission Moment at WW Day September 2024.
- Tab D – 2.2.e. An update of the CACJ expo attended in September 2024
- Tab D – 3.3.a and 3.3.b. Updated the Quarterly people employed and hours worked numbers (exceeded the hours goal).
- Tab D – 4.4.a. CPA Audit complete.
- Tab D – 5.5.a., 5.5.c. and 5.5.d Received DOL grant and doing required reporting.

If the Operational Plan Committee has no further comments to add to the report, then the report shall be submitted with the recommendation for approval by the Council.

Sincerely,

Shawn Pursley, Executive Director, GEPS



# GEORGIA STATE USE COUNCIL

## Quarterly Meeting

**Sept. 26, 2024**

**Sloppy Floyd Building  
Atlanta, GA**

## Committee Reports

Finance Committee Report

Marketing Committee Report

Certification Committee Report

Fair Market Pricing Committee Report

Executive Committee

Status of Policy and Procedures Document

**GEORGIA Enterprises**



**for Products & Services**

## FINANCE COMMITTEE REPORT

## Finance Committee Report – Kerri Hammond (Chair)

The following report was submitted, via email, to the Finance Committee before the 9/24/24 Committee meeting.  
Shawn Pursley, GEPS Executive Director

### **FY24 Financial Audit Results:**

The Finance Committee met on 9/24/24 via Zoom with the following in attendance: Shawn Pursley, Caitlin Hyatt, Kerri Hammond, Wanda Warren, Chris Valley, and Demetrius Taylor.

The CPA Firm reviewed the FY24 Audit to be clean with no reportable issues. After the review was completed, the Finance Committee unanimously voted to accept the Audit for recommendation to the Council for approval.

### **A requested addendum to management fee in the FY24 Financials:**

While the increased sales, revenue, and net income (profit) for GEPS were outstanding, it necessitated additional staffing hours to manage the resulting customer service requirements. We attribute this to a more than 45% increase in the total dollar amount of product sales. Although the number of orders for FY24 remained relatively constant since FY23, the size of the orders increased. This directly affected the staff time required to process orders, follow up with work centers, and reconcile work orders. In FY23 GEPS utilized 4,460.05 hours annually. As we completed FY24, GEPS had utilized 4,777.99 hours due to the increased order size and customer service demands; a 7% increase from FY23. This is approximately 317 uncompensated hours for ASG.

ASG is requesting \$12,500 to cover the additional staff resources that were needed to cover increased customer service demands. The GATES BOD has reviewed the request at the last board meeting and approved it for recommendation to this committee.

**June Summary** – June YTD Product sales numbers are up sharply from last year and well above budget projections due to the COVID Testing Kit orders coming in. Service sales also remain up and above budget with a bottom line showing a YTD Net gain of \$153,501 at the end of June.

- **Financial Report June**

- GEPS ended June with an EOM Net Revenue loss of -\$3,526.
- YTD Product Sales are up 53% from the Previous Year and 48% above Budget.
- YTD Service Sales are up 33% from the Previous Year and 27% above Budget.
- Overall, YTD Net Revenue is up 34% from the Previous Year and 27% above Budget.
- YTD, Total Expenses are up 4.3% from the Previous Year but are still only 0.18% over Budget.
- All of this results in the above-mentioned June Net gain of \$153,501 YTD.
- The Balance Sheet shows the total Net Assets at \$506,097 as of the end of June.
- The report for payments to the CRPs shows that at the end of the month, GEPS paid the CRPs a YTD total of \$7,002,849, and 100% of these payments were made in 7 days or less.

**July Summary** – July YTD Product sales numbers are up sharply from last year and well above budget projections due to the COVID Testing Kit orders coming in. Service sales are down against budget with a bottom line showing a YTD Net gain of \$44,209 at the end of July.

- **Financial Report July**

- GEPS ended July with an EOM Net Revenue gain of \$44,209.
- YTD Product Sales are up 954% from the Previous Year and 1,350% above Budget.
- YTD Service Sales are down -19% from the Previous Year and -20% under Budget.
- Overall, YTD Net Revenue is up 292% from the Previous Year and 295% above Budget.
- YTD, Total Expenses are up 3.6% from the Previous Year but are only 3.8% over Budget.
- All of this results in the above-mentioned July Net gain of \$44,209 YTD.
- The Balance Sheet shows the total Net Assets at \$550,307 as of the end of July.
- The report for payments to the CRPs shows that at the end of the month, GEPS paid the CRPs a YTD total of \$278,697, and 100% of these payments were made in 7 days or less.

**August Summary** – August YTD Product sales numbers are up sharply from last year and well above budget projections due to the COVID Testing Kit orders coming in. Service sales are down against budget with a bottom line showing a YTD Net gain of \$56,151 at the end of August.

- **Financial Report August**
  - GEPS ended August with an EOM Net Revenue gain of \$11,941.
  - YTD Product Sales are up 241% from the Previous Year and 378% above Budget.
  - YTD Service Sales are down -18% from the Previous Year and -20% under Budget.
  - Overall, YTD Net Revenue is up 90% from the Previous Year and 111% above Budget.
  - YTD, Total Expenses are up 5.3% from the Previous Year but are exactly at Budget.
  - All of this results in the above-mentioned August Net gain of \$56,151 YTD.
  - The Balance Sheet shows the total Net Assets at \$562,248 as of the end of August.
  - The report for payments to the CRPs shows that at the end of the month, GEPS paid the CRPs a YTD total of \$628,020, and 100% of these payments were made in 7 days or less.

If the Finance Committee has no further comments to add to the report, then the report is submitted with a recommendation for approval by the Council.

Sincerely,  
Kerri Hammond, Chair

**GEORGIA ASSOCIATION OF REHABILITATION  
FACILITIES, INC.  
D/B/A GEORGIA ASSOCIATION OF TRAINING,  
EMPLOYMENT AND SUPPORTS**

**FINANCIAL STATEMENTS**

**YEAR ENDED JUNE 30, 2024**

**GEORGIA ASSOCIATION OF REHABILITATION FACILITIES, INC.  
D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS  
FINANCIAL STATEMENTS  
YEAR ENDED JUNE 30, 2024**

Contents

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## **Independent Auditor's Report**

To the Board of Directors  
Georgia Association of Rehabilitation Facilities, Inc.  
D/B/A Georgia Association of Training, Employment and Supports

### **Opinion**

We have audited the accompanying financial statements of Georgia Association of Rehabilitation Facilities, Inc. D/B/A Georgia Association of Training, Employment and Supports ("GATES") (a nonprofit organization), which comprise the statement of financial position as of June 30, 2024, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of GATES as of June 30, 2024, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### **Basis for Opinion**

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of GATES and to meet our ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about GATES'

ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:


- a. Exercise professional judgment and maintain professional skepticism throughout the audit.
- b. Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- c. Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of GATES' internal control. Accordingly, no such opinion is expressed.
- d. Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- e. Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about GATES' ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that were identified during the audit.



**Report on Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of state contractual assistance on page 14 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and related directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

  
Long & Long, CPA, PC  
Certified Public Accountants

LaGrange, Georgia  
September 20, 2024

**GEORGIA ASSOCIATION OF REHABILITATION FACILITIES, INC.  
D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS  
STATEMENT OF FINANCIAL POSITION  
JUNE 30, 2024**

	<u>GASP</u>	<u>GISN</u>	<u>Subtotal</u>	<u>GEPS</u>	<u>Elimination</u>	<u>Total</u>
<b><u>ASSETS</u></b>						
Current assets:						
Cash and equivalents	\$ 8,306	\$ 316,558	\$ 324,864	\$ 518,068	\$ -	\$ 842,932
Accounts receivable - net of allowance for doubtful accounts of \$0	-	137,069	137,069	259,324	-	396,393
Prepaid expenses	870	2,942	3,812	7,076	-	10,888
Due from other funds	1,737	336	2,073	-	(2,073)	-
Total current assets	<u>10,913</u>	<u>456,905</u>	<u>467,818</u>	<u>784,468</u>	<u>(2,073)</u>	<u>1,250,213</u>
Property and equipment	-	8,873	8,873	5,719	-	14,592
Less accumulated depreciation	-	(8,712)	(8,712)	(3,305)	-	(12,017)
Net property and equipment	<u>-</u>	<u>161</u>	<u>161</u>	<u>2,414</u>	<u>-</u>	<u>2,575</u>
Other noncurrent assets:						
Website development	-	-	-	4,319	-	4,319
Total assets	<u>\$ 10,913</u>	<u>\$ 457,066</u>	<u>\$ 467,979</u>	<u>\$ 791,201</u>	<u>\$ (2,073)</u>	<u>\$ 1,257,107</u>

See independent auditor's report and the accompanying notes.

**GEORGIA ASSOCIATION OF REHABILITATION FACILITIES, INC.  
D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS  
STATEMENT OF FINANCIAL POSITION  
JUNE 30, 2024**

	<u><b>GASP</b></u>	<u><b>GISN</b></u>	<u><b>Subtotal</b></u>	<u><b>GEPS</b></u>	<u><b>Elimination</b></u>	<u><b>Total</b></u>
<b><u>LIABILITIES AND NET ASSETS</u></b>						
Current liabilities:						
Accounts payable	\$ 135	\$ 14,268	\$ 14,403	\$ 283,103	\$ -	\$ 297,506
Due to other funds	-	330	330	1,743	(2,073)	-
Accrued liabilities	15	45	60	28		88
Total current liabilities	<u>150</u>	<u>14,643</u>	<u>14,793</u>	<u>284,874</u>	<u>(2,073)</u>	<u>297,594</u>
 Total liabilities	 <u>150</u>	 <u>14,643</u>	 <u>14,793</u>	 <u>284,874</u>	 <u>(2,073)</u>	 <u>297,594</u>
Net assets:						
Without donor restrictions:						
Without donor restrictions	10,763	442,423	453,186	-		453,186
Without donor restrictions - board designated	-	-	-	506,327		506,327
Total net assets	<u>10,763</u>	<u>442,423</u>	<u>453,186</u>	<u>506,327</u>	<u>-</u>	<u>959,513</u>
 Total liabilities and net assets	 <u>\$ 10,913</u>	 <u>\$ 457,066</u>	 <u>\$ 467,979</u>	 <u>\$ 791,201</u>	 <u>\$ (2,073)</u>	 <u>\$ 1,257,107</u>

See independent auditor's report and the accompanying notes.

**GEORGIA ASSOCIATION OF REHABILITATION FACILITIES, INC.  
D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS  
STATEMENT OF ACTIVITIES  
YEAR ENDED JUNE 30, 2024**

	<u>GASP</u>	<u>GISN</u>	<u>Subtotal</u>	<u>GEPS</u>	<u>Total</u>
<b>Revenues:</b>					
State use program sales	\$ -	\$ -	\$ -	\$ 7,349,930	\$ 7,349,930
Membership dues	70,415	-	70,415	-	70,415
Grants	-	-	-	32,797	32,797
Interpreting fees	-	1,253,824	1,253,824	-	1,253,824
Interest income	-	998	998	1,599	2,597
Total revenues	<u>70,415</u>	<u>1,254,822</u>	<u>1,325,237</u>	<u>7,384,326</u>	<u>8,709,563</u>
<b>Expenses:</b>					
<b>Program services:</b>					
Cost of goods sold	-	953,109	953,109	6,928,587	7,881,696
Other program services	-	1,349	1,349	-	1,349
Supporting services	<u>69,963</u>	<u>272,949</u>	<u>342,912</u>	<u>302,008</u>	<u>644,920</u>
Total expenses	<u>69,963</u>	<u>1,227,407</u>	<u>1,297,370</u>	<u>7,230,595</u>	<u>8,527,965</u>
Change in net assets	452	27,415	27,867	153,731	181,598
Net assets, beginning of year	<u>10,311</u>	<u>415,008</u>	<u>425,319</u>	<u>352,596</u>	<u>777,915</u>
Net assets, end of year	<u>\$ 10,763</u>	<u>\$ 442,423</u>	<u>\$ 453,186</u>	<u>\$ 506,327</u>	<u>\$ 959,513</u>

See independent auditor's report and the accompanying notes.

**GEORGIA ASSOCIATION OF REHABILITATION FACILITIES, INC.**  
**D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED JUNE 30, 2024**

	<u>GASP</u>	<u>GISN</u>	<u>Subtotal</u>	<u>GEPS</u>	<u>Total</u>
Program services:					
Cost of goods sold	\$ -	\$ 953,109	\$ 953,109	\$ 6,928,587	\$ 7,881,696
Other program services:					
Insurance - workers compensation	-	1,349	1,349	-	1,349
Total program services	<u>-</u>	<u>954,458</u>	<u>954,458</u>	<u>6,928,587</u>	<u>7,883,045</u>
Supporting services:					
Management fees	43,500	228,000	271,500	250,000	521,500
Advertising and promotional costs	-	213	213	9,933	10,146
Bank charges and interest expense	119	2,108	2,227	660	2,887
Bad debt expense	-	1,406	1,406	-	1,406
Consulting fees	21,750	17,250	39,000	-	39,000
Credit card processing fees	-	3,068	3,068	3,277	6,345
Depreciation	-	387	387	630	1,017
Dues and subscriptions	-	-	-	1,500	1,500
Insurance	819	3,591	4,410	4,304	8,714
Miscellaneous	436	640	1,076	1,834	2,910
Office supplies	6	1,043	1,049	1,497	2,546
Postage	63	277	340	215	555
Professional fees	1,094	9,282	10,376	5,954	16,330
Printing and copying	79	160	239	1,835	2,074
Seminars and meetings	454	464	918	6,817	7,735
Telephone	414	4,511	4,925	3,328	8,253
Travel	-	311	311	7,423	7,734
Website	1,229	238	1,467	2,801	4,268
Total supporting services	<u>69,963</u>	<u>272,949</u>	<u>342,912</u>	<u>302,008</u>	<u>644,920</u>
Total expenses	<u>\$ 69,963</u>	<u>\$ 1,227,407</u>	<u>\$ 1,297,370</u>	<u>\$ 7,230,595</u>	<u>\$ 8,527,965</u>

See independent auditor's report and the accompanying notes.

**GEORGIA ASSOCIATION OF REHABILITATION FACILITIES, INC.**  
**D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS**  
**STATEMENT OF CASH FLOWS**  
**YEAR ENDED JUNE 30, 2024**

	<u>GASP</u>	<u>GISN</u>	<u>Subtotal</u>	<u>GEPS</u>	<u>Elimination</u>	<u>Total</u>
<b>Cash flows from operating activities:</b>						
Change in net assets	\$ 452	\$ 27,415	\$ 27,867	\$ 153,731		\$ 181,598
Adjustments to reconcile change in net assets to net cash provided by operating activities:						
Depreciation	-	387	387	630		1,017
(Increase) decrease in:						
Accounts receivable	675	68,922	69,597	93,833		163,430
Prepaid expenses	16	(1,335)	(1,319)	512		(807)
Due from other funds	(1,593)	(336)	(1,929)	-	\$ 1,929	-
Increase (decrease) in:						
Accounts payable	107	(13,428)	(13,321)	(74,702)		(88,023)
Accrued liabilities	1	4	5	(1)		4
Due to other funds	-	266	266	1,663	(1,929)	-
Net cash provided (used) by operating activities	<u>(342)</u>	<u>81,895</u>	<u>81,553</u>	<u>175,666</u>	<u>-</u>	<u>257,219</u>
<b>Cash flows from investing activities:</b>						
Expenditures for website development	-	-	-	(4,319)		(4,319)
Net cash provided (used) by investing activities	<u>-</u>	<u>-</u>	<u>-</u>	<u>(4,319)</u>	<u>-</u>	<u>(4,319)</u>
Net increase (decrease) in cash and cash equivalents	(342)	81,895	81,553	171,347	-	252,900
Cash and cash equivalents, beginning of year	<u>8,648</u>	<u>234,663</u>	<u>243,311</u>	<u>346,721</u>	<u>-</u>	<u>590,032</u>
Cash and cash equivalents, end of year	<u>\$ 8,306</u>	<u>\$ 316,558</u>	<u>\$ 324,864</u>	<u>\$ 518,068</u>	<u>\$ -</u>	<u>\$ 842,932</u>

See independent auditor's report and the accompanying notes.

**GEORGIA ASSOCIATION OF REHABILITATION SERVICES, INC.  
D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED JUNE 30, 2024**

**NOTE 1. ORGANIZATION**

The Georgia Association of Rehabilitation Facilities, Inc. D/B/A Georgia Association of Training, Employment and Supports (“GATES”) is a public education organization incorporated in 1978 as a nonprofit organization. The purpose of GATES is to promote the ideals and goals of organizations that serve people with physical, mental, emotional, or social support needs.

**GEPS**

GATES, operating under the name Georgia Enterprises for Products and Services (GEPS), partners with governmental agencies in order to provide high quality services with an emphasis on customer service. GEPS implements a state law called “State Use Law” in order to provide increased employment opportunities to persons with disabilities. GATES is designated as the central nonprofit agency for the Georgia State Use Program effective through June 30, 2024. The contract with the Georgia State Use Program is renewed annually. Revenues generated by the activities of GEPS are deposited and managed in a separate bank account and utilized only for the payment of GEPS’s operating expenses as required for the continuation and expansion of the program. Net assets are classified as net assets without donor restrictions – board designated on the statement of financial position.

**GISN**

GATES, operating under the name Georgia Interpretive Services Network (GISN) provides statewide sign language services to governmental agencies as well as the public.

**GASP**

GATES, operating under the name Georgia Association of Service Providers (GASP), provides educational programs, management training and communication to members of the organization to better serve the disabled community.

**NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Basis of Accounting**

The financial statements of GATES have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles in the United States of America. Revenues and gains are recognized when earned, expenses and losses are recognized when incurred.

**Fund Accounting**

The records of GATES are maintained in accordance with the principles of fund accounting. Financial transactions are classified for accounting and reporting purposes into funds established according to their purpose.

**GEORGIA ASSOCIATION OF REHABILITATION SERVICES, INC.**  
**D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED JUNE 30, 2024**

**NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

The general fund (GASP) includes transactions related to membership services. The GEPS fund includes transactions related to the State Use Program and sale of good and services to the general public. The GISN fund includes transactions related to the interpretive services program.

Basis of Presentation

Net assets without donor restrictions are resources available to support operations and not subject to donor restrictions. The only limits on the use of net assets without donor restrictions are the broad limits resulting from the nature of GATES, the environment in which it operates, the purposes specified in corporate documents and its application for tax-exempt status, and any limits resulting from contractual agreements with creditors and others that are entered into in the course of its operations.

Net assets with donor restrictions are resources that are subject to donor-imposed restrictions. Some restrictions are temporary in nature, such as those that are restricted by a donor for use for a particular purpose or in a particular future period. Other restrictions may be permanent in nature, such as those that are restricted by a donor that the resources be maintained in perpetuity. GATES has no net assets with donor restrictions.

Cash and Equivalents

For financial statement purposes, highly liquid investments with original maturities of three months or less when purchased are reported as cash and cash equivalents.

Revenue Recognition

GEPS revenue is measured based on consideration specified in a contract or purchase order with a customer. The Company recognizes revenue when it satisfies a performance obligation by transferring control over a product or service to a customer.

GISN revenue is measured based on consideration specified in a contract or purchase order with a customer. The Company recognizes revenue when it satisfies a performance obligation by transferring control over a product or service to a customer.

GASP revenue in the form of membership dues is recognized ratably over the life of the membership. Each membership period is for one year that aligns with the Organization's fiscal year. Therefore, there are no prepaid or deferred dues revenue.

Provision for Doubtful Accounts

Provision for uncollectible accounts is made for amounts that management believes to be uncollectible. At June 30, 2024, the provision for doubtful accounts was \$0 for GASP, \$0 for GISN, and \$0 for GEPS.



**GEORGIA ASSOCIATION OF REHABILITATION SERVICES, INC.  
D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED JUNE 30, 2024**

**NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Property and Equipment

All acquisitions of property and equipment and expenditures for repairs, maintenance, renewals, and betterments that materially prolong the useful lives of assets are capitalized. Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed primarily using the straight-line method. As part of the management agreement with ASG (see Note 4) many of the property and equipment items used by GATES are provided as a part of the management fee.

Advertising and Promotional Costs

Advertising and promotional costs are expensed as incurred.

Income Taxes

GATES is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (the "IRC") whereby only unrelated business income, as defined by Section 512(a)(1) of the IRC is subject to Federal income tax. Accordingly, no provision for income taxes has been recorded.

The accounting standard on accounting for uncertainty in income taxes addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under that guidance, GATES may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities based on the technical merits of the position. Examples of tax positions include the tax-exempt status of the Organization and various positions related to the potential sources of unrelated business taxable income (UBIT). The tax benefits recognized in the financial statements from such a position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. There were no unrecognized tax benefits identified or recorded as liabilities for the year ended June 30, 2024.

GATES's Form 990, *Return of Organization Exempt from Income Tax*, for the years ended June 30, 2024, 2023, and 2022 are subject to examination by the IRS, generally for three years after they were filed.

Functional Allocation of Expenses

The costs of providing various programs and supporting services have been summarized on a functional basis. Expenses are specifically allocated whenever practical, or are allocated based on other applicable allocation methods.

**GEORGIA ASSOCIATION OF REHABILITATION SERVICES, INC.**  
**D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**YEAR ENDED JUNE 30, 2024**

**NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Financial Instruments

The financial instruments shown as assets and liabilities on the statement of financial position are traditional in nature. The carrying value of cash and cash equivalents and all other financial instruments, including receivables and payables, approximate their fair value.

Concentration of Credit Risk

GATES maintains its cash accounts in various commercial banks. The commercial bank accounts are guaranteed by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. Amounts in excess of the FDIC insured limits as of June 30, 2024 were \$210,766.

Use of Estimates

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

Subsequent Events

Subsequent events were evaluated through September 20, 2024, which is the date the financial statements were available to be issued. No significant events occurred subsequent to the statement of financial position date, but prior to September 20, 2024 that would have a material impact on the financial statements.

**NOTE 3. PROPERTY AND EQUIPMENT**

Property and equipment consisted of the following at June 30, 2024:

Computer and office equipment	\$ 14,592
Less accumulated depreciation	<u>(12,017)</u>
Net property and equipment	<u>\$ 2,575</u>

Depreciation expense amounted to \$1,017 for the year ended June 30, 2024.

**GEORGIA ASSOCIATION OF REHABILITATION SERVICES, INC.  
D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS  
NOTES TO THE FINANCIAL STATEMENTS  
YEAR ENDED JUNE 30, 2024**

**NOTE 4. RELATED PARTY TRANSACTIONS**

GATES does business with a number of organizations who have representatives on their board of directors. Goods and services provided by organizations with a board member on the GATES board of directors totaled \$6,549,478 for the year ended June 30, 2024. Revenue received from organizations with a board member of the GATES board totaled \$99,517 for the year ended June 30, 2024. Accounts payable to these organizations amounted to \$248,263 at June 30, 2024.

GATES has a management agreement with Association Services Group, LLC (“ASG”) to provide all management and staff services for GATES, GASP, GISN, and GEPS. Therefore, GATES has no paid employees. Fees paid to ASG for their services totaled \$521,500 for the year ended June 30, 2024.

The management contract for the fiscal year ending June 30, 2025 provides for total fees of \$549,600.

**NOTE 5. AVAILABILITY OF FINANCIAL ASSETS**

GATES financial assets available within one year of the statement of financial position for general expenditure are as follows:

Item:		
Cash and cash equivalents	\$	842,932
Accounts receivable, net		396,393
Financial assets available to meet cash needs for general expenditures within one year	\$	1,239,325

**NOTE 6. LINE OF CREDIT**

As of June 30, 2024, GATES maintains a \$300,000 revolving bank line of credit agreement secured by accounts receivable. The interest rate is the Wall Street Journal prime plus .5% with a rate floor of 3%. Interest is due monthly. The principal is payable upon expiration of the agreement. The agreement was renewed on November 1, 2023 and matures on October 30, 2024. As of June 30, 2024 the balance outstanding on the line of credit was \$0.

Interest expense amounted to \$1,513 for the year ended June 30, 2024.

**GEORGIA ASSOCIATION OF REHABILITATION FACILITIES, INC.  
D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS  
SCHEDULE OF STATE CONTRACTUAL ASSISTANCE  
YEAR ENDED JUNE 30, 2024**

<u>State Organization</u>	<u>Program Name</u>	<u>Contract Number</u>	<u>Federal CFDA #</u>	<u>Contract Amount</u>	<u>Revenue</u>	<u>Due from Grantor</u>
Georgia Vocational Rehabilitation Agency	Vocation Rehabilitation Program	42700-610-0000010502 Contract Period October 1, 2021 through September 30, 2024	N/A	<u>\$ 370,000</u>	<u>\$ 7,798</u>	<u>\$ -</u>
Georgia Vocational Rehabilitation Agency	Vocation Rehabilitation Program	41200-610-SA-FY22-010330 Contract Period October 1, 2021 through September 30, 2024	N/A	<u>\$ 1,150,305</u>	<u>\$ 71,204</u>	<u>\$ 23,892</u>
Georgia Vocational Rehabilitation Agency	Vocation Rehabilitation Program	41200-660-0000076726 Contract Period July 1, 2023 through June 30, 2024	N/A	<u>\$ 32,797</u>	<u>\$ 32,797</u>	<u>\$ -</u>

See independent auditor's report and the accompanying notes.

**GEORGIA ASSOCIATION OF REHABILITATION FACILITIES, INC.  
D/B/A GEORGIA ASSOCIATION OF TRAINING, EMPLOYMENT AND SUPPORTS  
SCHEDULE OF STATE CONTRACTUAL ASSISTANCE  
YEAR ENDED JUNE 30, 2024**

<u>State Organization</u>	<u>Program Name</u>	<u>Contract Number</u>	<u>Federal CFDA #</u>	<u>Contract Amount</u>	<u>Revenue</u>	<u>Due from Grantor</u>
Georgia Vocational Rehabilitation Agency	Vocation Rehabilitation Program	42700-610-0000010502 Contract Period October 1, 2021 through September 30, 2024	N/A	<u>\$ 370,000</u>	<u>\$ 7,798</u>	<u>\$ -</u>
Georgia Vocational Rehabilitation Agency	Vocation Rehabilitation Program	41200-610-SA-FY22-010330 Contract Period October 1, 2021 through September 30, 2024	N/A	<u>\$ 1,150,305</u>	<u>\$ 71,204</u>	<u>\$ 23,892</u>
Georgia Vocational Rehabilitation Agency	Vocation Rehabilitation Program	41200-660-0000076726 Contract Period July 1, 2023 through June 30, 2024	N/A	<u>\$ 32,797</u>	<u>\$ 32,797</u>	<u>\$ -</u>

See independent auditor's report and the accompanying notes.

## MARKETING COMMITTEE REPORT

# State Use Marketing Plan – FY25

## Marketing Efforts (to date) and Budget

	<u>Actual</u>	<u>Budgeted</u>
<b>1. Marketing Assistance</b> Andrew Barrett continues to work on telemarketing, customer site visits, and direct-mail marketing.	<b>To Date: \$ 5,958</b>	<b>\$ 7,800</b>
<b>2. Exhibiting at Governmental Purchasing Expos</b> Operational Plan - D.2.2.e. - GEPS plans to participate in three governmental purchasing meetings. The contract will provide additional resources to this Expo effort as identified by GEPS staff, such as – video, printed materials, and travel reimbursement for additional staff presence.	<b>To Date: \$ 3,911</b>	<b>\$ 7,000</b>
CACJ Expo	To Date \$ 3,911	\$ 5,650
DOAS Expo	To Date Cancelled	\$
Wardens Association Conference	To Date \$	\$ 1,350
<b>3. Development of new eBlast, Graphics, Marketing Materials, etc.</b> Operational Plan – D.2.2.f. – Development of marketing materials for 6 new e-blasts to be developed. These funds will be utilized to have the State Use product e-blasts professionally designed and crafted including the development of new graphics, photos, etc. as needed. The focus and message will be crafted to ensure purchasing agents understand that they provide jobs for Georgians with Disabilities through the agency’s purchase of GEPS products. We have also completely redone the GEPS website and continue updating the content.	<b>To Date: \$ 4,872</b>	<b>\$ 8,650</b>
<b>4. Building Capability</b> In the Operational Plan’s Key Strategy C, the goal is to build capability and capacity, particularly in 4.4. a – Identifying new products and new CRPs. These funds will be utilized to cover both in-state and out-of-state travel expenses and staff time to visit facilities, plants, and similar operations which could help GEPS expand its product offering or increase business in the current product line.	<b>To Date: \$ 6,650</b>	<b>\$ 10,500</b>
<b>FY25 estimated marketing plan efforts</b>	<b>To Date: \$ 21,391</b>	<b>\$ 33,950</b>

## Operational Stats

1. Submitting at least 15 RFP/RFQ opportunities per quarter for the CRPs to review.

As of 9/23/2024 GEPS has submitted:

- 20 opportunities in FY25 Q1.
- \_\_\_ opportunities in FY25 Q2.
- \_\_\_ opportunities in FY25 Q3.
- \_\_\_ opportunities in FY25 Q4.

Averaging – 20 Opportunities/qtr.

2. Submitting at least 12 bids/quarter from CRPs to agencies requesting an RFP/RFQ.

As of 9/23/2024 GEPS has submitted:

- 8 bids in FY25 Q1.
- \_ bids in FY25 Q2.
- \_ bids in FY25 Q3.
- \_ bids in FY25 Q4.

Averaging – 8 Bids/qtr.

3. Winning at least 6 new service contracts in FY25:

- As of 9/23/2024 GEPS has secured 4 new contracts.

4. GEPS staff has worked with CRPs in the addition of pending new products to the State Use portfolio:

- At the September Council meeting, 67 new items were approved to be added to the portfolio.
- These new product items, along with all the existing GEPS products, will be produced by Georgians with disabilities.

5. Increasing the number of Georgians with disabilities working in the State Use Program as well as the number of labor hours those positions created as reported from the CRPs quarterly.

- Ending FY24, Q4 a total of 86 disabled employees were provided with 68,971 hours of employment.  
*(Note that FY25 Q1 numbers will be reported in January 2025).*



Shawn Pursley  
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Tuesday, September 24, 2024

**Marketing Committee – Lyndsey Rudder, Chair**

The following report was submitted, via email, to the Marketing Committee on 9/24/24.

Shawn Pursley, GEPS Executive Director

**For your review, I have attached the updated FY 25 Marketing Plan:**

- Marketing assistance continues as planned and is progressing within budget.
- Exhibiting efforts continue as planned and are within budget. The Wardens Conference Expo next June has yet to have all charges submitted since it is still pending.
- The development of Graphics and marketing materials is currently within budget.
- Building capacity is also currently within budget.
- Overall, YTD at a current spend of \$21,391, Marketing efforts are well underway for the year.
- Operational stats are already higher than target with many bid opportunities sent out YTD.
- The number of bids submitted is well on track to meet target.
- Bids won so far year to date are on track to exceed target.
- Marketing efforts continue to be expanded on social media, and we plan to have increased eBlast this year once the products are approved for FY25 and we get the new website up and running.
- GEPS is introducing 67 new products and the September Quarterly meeting for certification.
- Lastly, the number of individuals with disabilities and the number of employment hours worked by those individuals was reported, as of FY24 Q4, to be 86 employees with disabilities were provided with 68,971 hours of employment.

If the Marketing Committee has no further comments to add to the report, then the report shall be submitted with a recommendation for approval by the Council.

Sincerely,  
Lyndsey Rudder, Chair

## CERTIFICATION COMMITTEE REPORT

## Bobby Dodd Institute

Contracts	Direct Labor %					Hours	
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Cumulative	# Disabled	# Non-disabled
Toner Cartridges	85%	85%	85%	85%	85%	1768	312
Gloves	63%	63%	63%	63%	63%	884	520
Razors ( <i>no orders</i> )	0%	0%	0%	0%	0%	0	0
Tourism	100%	100%	100%	100%	100%	1976	0
Georgia Tech	75%	58%	66%	42%	61%	2565	1627
GA Health Lab	83%	100%	100%	100%	98%	296	7
GA Piedmont Technical College (expired Q3 3/31)	0%	0%	0%	0%	0%	0	20397
GA Regional Hospital - Grounds	48%	49%	34%	41%	53%	3994	3514
DHS - Fairburn Rd	0%	21%	35%	33%	24%	1204	3797
DHS - Hollowell Rd	100%	100%	100%	63%	89%	4075	495
						16762	30669
					<b>35% Overall</b>		

out of compliance

action plan filed

## Easter Seals of East Georgia

Contracts	Direct Labor %					Hours	
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Cumulative	# Disabled	# Non-disabled
Wiping Rags, Mops	100%	100%	100%	100%	100%	100	0
DOT	27%	26%	62%	67%	67%	6821	3335.98
						6921	3335.98

**67% Overall**

out of compliance

action plan filed

## Easter Seals of Middle Georgia

Contracts	Direct Labor %					Hours	
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Cumulative	# Disabled	# Non-disabled
Pallets (no sales in Q3 or Q4)	100%	100%	0%	0%	100%	156	0
						156	0
					<b>100% Overall</b>		

out of compliance

action plan filed

## Easter Seals of Southern Georgia

Contracts	Direct Labor %					Hours	
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Cumulative	# Disabled	# Non-disabled
Mop Heads (no mops as of Q3)	100%	100%	0%	0%	100%	39	0
						39	0

**100% Overall**

out of compliance

action plan filed

## Georgia Industries for the Blind

Contracts	Direct Labor %					Hours	
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Cumulative	# Disabled	# Non-disabled
Pillows, Masks	86%	75%	87%	78%	86%	5041	830
						5041	830
					<b>86% Overall</b>		

out of compliance

action plan filed

## New Ventures

Contracts	Direct Labor %					Hours	
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Cumulative	# Disabled	# Non-disabled
Soap/Sanitizer	100%	100%	100%	100%	100%	3278	0
Floor Pads	100%	100%	100%	100%	100%	443	0
First Aid	100%	100%	100%	100%	100%	279	0
Batteries	100%	100%	100%	100%	100%	870	0
Mop Heads & Handles	0%	100%	100%	100%	100%	51	0
						4921	0
					<b>100% Overall</b>		

out of compliance

action plan filed



## Tommy Nobis Center

Contracts	Direct Labor %					Hours	
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Cumulative	# Disabled	# Non-disabled
Drug Test Kits	100%	100%	100%	100%	100%	452	0
						452	0
					<b>100% Overall</b>		

out of compliance

action plan filed

## Veterans Resource Group

Contracts	Direct Labor %					Hours	
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Cumulative	# Disabled	# Non-disabled
DHS Carrollton	100%	100%	100%	100%	100%	204	0
DHS Clarksville	100%	100%	100%	100%	100%	24	0
DHS Floyd County	100%	100%	100%	100%	100%	2112	0
DHS Houston County	100%	100%	100%	100%	100%	2112	0
DHS Jenkins County	100%	100%	100%	100%	100%	2112	0
DHS Morrow	100%	100%	100%	100%	100%	2112	0
DHS Walton County DCSS	100%	100%	100%	100%	100%	2112	0
DHS Walton County DFCS	100%	100%	100%	100%	100%	2112	0
DHS Washington County DCSS	100%	100%	100%	100%	100%	2112	0
DNR	100%	100%	100%	100%	100%	1344	0
DOT Forest Park MAU	100%	100%	100%	100%	100%	2112	0
						<b>18468</b>	<b>0</b>
					<b>100% Overall</b>		

out of compliance

action plan filed

Thursday, September 19, 2024

**Certification Committee – Jay Mitchell (Chair)**

The following report was submitted, via email, to the Certification Committee on 9/19/24.

Shawn Pursley, GEPS Executive Director

**For your review,** I have attached the FY24 Q4 % Compliance Report...and summarized the high points here:

- BDI – they have shown some improvement in Q3 despite the ongoing labor crisis which is still affecting their numbers:
  - GA Tech has been within compliance all year, a took a slight dip below the required 50% for the first time in Q4.... but remains within compliance at 61% for the year.
  - GEPS/BDI withdrew from the GA Piedmont Technical College Contract effective 3/31/24.
  - GA Regional Hospital has shown an uptick in Q4 and is still in compliance at 53% for the year.
  - DHS Fairburn Road has shown continued improvement throughout the year as the yearly % goes up.
  - The proposed change in the documentation requirement should assist with BDI’s recruitment efforts.
- ESEGA – Great to see ESEGA efforts have paid off and their Q4 numbers remain in compliance.
- ESMGA – There were no sales of pallets during the 4th Quarter.
- The rest of the report is within compliance.

It is important to note that the proposed P&P update includes a previously approved proposal to update the policy concerning documentation of disability requirements which should improve the process of recruitment for all the CRPs.

If there are no further questions or comments, the report shall be submitted with the recommendation for approval by the Council.

Sincerely,  
Jay Mitchell

## FAIR MARKET PRICING COMMITTEE REPORT

## **New Ventures, Inc. - LaGrange, GA**

### **Batteries (alkaline and Li “button”)**

#### **For 2025**

- Out of 11 existing alkaline battery products:
  - 4 have a requested price increase for 2025 due to increased supplier and shipping costs
  - 3 have no proposed change in pricing
  - 4 have been reduced in price.
- Out of the 2 existing Li “button” battery products (Single pack and pack of 8), no price increase was requested for 2025.
- One new alkaline battery product has been requested for addition.
- The battery minimum has been reduced to \$30 which can be mixed and matched across the category.

All 12 product items for this category have been reviewed by DOAS and have been approved to be within 8% of FMP, and ready to be re-certified as mandatory.

This product category report has been submitted for review to the Fair Market Pricing Committee.

#### **Recommendation:**

Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025.

**STATE OF GEORGIA SWC PRICING**

<b>SKU</b>	<b>Part Number</b>	<b>Product Description</b>	<b>UOM</b>	<b>2024 GEPS Price to the State</b>	<b>2025 GEPS Price to the State</b>	<b>2025 SPD Fair Market Value</b>	<b>2025 Certification Max Price (FMV+8%)</b>	<b>2025 Computation (Price vs Max)</b>	<b>2025 Result</b>
40022-24	40022-24	Batteries, AAA - 24/pack *	pk	\$16.26	\$16.26	\$15.38	\$16.61	-2.1%	Certified
40022-144	40022-144	Batteries, AAA - 144/pack	pk	\$68.23	\$75.05	\$74.88	\$80.87	-7.2%	Certified
40011-24	40011-24	Batteries, AA - 24/pack *	pk	\$16.54	\$18.19	\$16.96	\$18.31	-0.7%	Certified
40033-12	40033-12	Batteries, C - 12/pack *	pk	\$15.31	\$16.84	\$20.85	\$22.52	-25.2%	Certified
40033-72	40033-72	Batteries C 72/pack	pk	\$104.16	\$73.12	\$67.70	\$73.12	0.0%	Certified
40044-12	40044-12	Batteries D 12/pack *	pk	\$20.77	\$15.52	\$14.37	\$15.52	0.0%	Certified
40044-72	40044-72	Batteries D 72/pack	pk	\$102.75	\$87.35	\$80.88	\$87.35	0.0%	Certified
40055-12	40055-12	Batteries 9V 12/pack	pk	\$27.94	\$29.33	\$36.65	\$39.58	-25.9%	Certified
40055-72	40055-72	Batteries 9V 72/pack	pk	\$141.88	\$113.08	\$104.70	\$113.08	0.0%	Certified
	2032-1	Battery Coin 1/pack *	each	\$2.30	\$2.30	\$7.94	\$8.57	-73.2%	Certified
	2032-8	Batteries Coin 8/pack *	pk	\$14.89	\$14.89	\$13.95	\$15.07	-1.2%	Certified
			* \$30 minimum (can be combined)						
			Price Increases for 2025						
			Price Decreases for 2025						
<b>TO BE ADDED</b>									
40011-144	40011-144	Batteries, AA- 144/pack	pk		\$82.04	\$75.97	\$82.04	0.0%	Certified

## Tommy Nobis Center - Marietta, GA

### COVID Testing Kits

#### For 2025:

- There have been no proposed changes in pricing for the 3 COVID Testing kits:
  - iHealth Covid-19 Antigen Rapid Test - 180 Tests (2 per box) = 90 boxes
  - Flowflex Covid-19 Antigen Home Test - 300 Tests (1 per box) = 300 boxes
  - Access Bio CareStart (2 per box) - 1000 Tests (2 per box) = 500 boxes

These product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This product category report has been submitted for review to the Fair Market Pricing Committee.

Note that while these testing kits are currently considered "Preferred" items for the State, GEPS has been selected by DPH (via a competitive bid) to provide OTC COVID testing kits to the State.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items be certified to remain unchanged for 2024.

Part Number	Product Description	UOM	2024 GEPS Price to the State (per Test)	2024 GEPS Price to the State (per Box)	2024 GEPS Price to the State (per Case)	2025 GEPS Price to the State (per Test)	2025 GEPS Price to the State (per Box)	2025 GEPS Price to the State (per Case)	2025 SPD Fair Market Value (per case)	2025 Certification Max Price (FMV+8%)	2025 Computation (Price vs Max)	2025 Result
10940057	iHealth Covid-19 Antigen Rapid Test - 180 Tests (2 per box) = 90 boxes (minimum)	case	\$9.14	\$18.28	\$1,645.20	\$9.14	\$18.28	\$1,645.20	\$1,801.80	\$1,945.94	-15.5%	Certified
	1,000 to 50,000 Tests (2 per box) = 500 to 25,000 Boxes	case	\$8.95	\$17.89		\$8.95	\$17.89		\$500,500.00	\$540,540.00	-100.0%	Certified
	50,001 to 100,000 Tests (2 per box) = 25,001 to 50,000 Boxes	case	\$8.81	\$17.61		\$8.81	\$17.61		\$1,001,000.00	\$1,081,080.00	-100.0%	Certified
	100,001 to 250,000 Tests (2 per box) = 50,001 to 125,000 Boxes	case	\$8.69	\$17.38		\$8.69	\$17.38		\$2,502,500.00	\$2,702,700.00	-100.0%	Certified
	250,001 to 500,000 Tests (2 per box) = 125,001 to 250,000 Boxes	case	\$8.55	\$17.09		\$8.55	\$17.09		\$5,005,000.00	\$5,405,400.00	-100.0%	Certified
	500,000+ Tests (2 per box) = 250,000+ Boxes	case	\$8.30	\$16.60		\$8.30	\$16.60		\$5,005,000.00	\$5,405,400.00	-100.0%	Certified
10940058	Flowflex Covid-19 Antigen Home Test - 300 Tests (1 per box) = 300 boxes (minimum)	case	\$9.03	\$9.03	\$2,709.00	\$9.03	\$9.03	\$2,709.00	\$3,189.00	\$3,444.12	-21.3%	Certified
	1,000 to 50,000 Tests (1 per box) = 1,000 to 50,000 Boxes	case	\$8.84	\$8.84		\$8.84	\$8.84		\$531,500.00	\$574,020.00	-100.0%	Certified
	50,001 to 100,000 Tests (1 per box) = 50,001 to 100,000 Boxes	case	\$8.66	\$8.66		\$8.66	\$8.66		\$1,063,000.00	\$1,148,040.00	-100.0%	Certified
	100,001 to 250,000 Tests (1 per box) = 100,001 to 250,000 Boxes	case	\$8.61	\$8.61		\$8.61	\$8.61		\$2,657,500.00	\$2,870,100.00	-100.0%	Certified
	250,001 to 500,000 Tests (1 per box) = 250,001 to 500,000 Boxes	case	\$8.49	\$8.49		\$8.49	\$8.49		\$5,315,000.00	\$5,740,200.00	-100.0%	Certified
	500,000+ Tests (1 per box) = 500,000 Boxes	case	\$8.20	\$8.20		\$8.20	\$8.20		\$5,315,000.00	\$5,740,200.00	-100.0%	Certified
10940059	Access Bio CareStart (2 per box) - 1000 Tests (2 per box) = 500 boxes (minimum)	case	\$5.45	\$10.89	\$5,445.00	\$5.45	\$10.89	\$5,445.00	\$6,331.67	\$6,838.20	-20.4%	Certified
	1,000 to 50,000 Tests (2 per box) = 500 to 25,000 Boxes	case	\$5.45	\$10.89		\$5.45	\$10.89		\$316,500.00	\$341,820.00	-100.0%	Certified
	50,001 to 100,000 Tests (2 per box) = 25,001 to 50,000 Boxes	case	\$5.19	\$10.37		\$5.19	\$10.37		\$633,000.00	\$683,640.00	-100.0%	Certified
	100,001 to 250,000 Tests (2 per box) = 50,001 to 125,000 Boxes	case	\$5.08	\$10.16		\$5.08	\$10.16		\$1,582,500.00	\$1,709,100.00	-100.0%	Certified
	250,001 to 500,000 Tests (2 per box) = 125,001 to 250,000 Boxes	case	\$4.92	\$9.84		\$4.92	\$9.84		\$3,165,000.00	\$3,418,200.00	-100.0%	Certified
	500,000+ Tests (2 per box) = 250,000 Boxes	case	\$4.66	\$9.32		\$4.66	\$9.32		\$3,165,000.00	\$3,418,200.00	-100.0%	Certified
No price changes for 2025												



## Tommy Nobis Center - Marietta, GA

### Drug Testing Kits

#### For 2024:

- Out of 109 items: there have been no items requesting a price increase for 2025.
- Out of 109 items, 11 items are still being considered for recertification
- 1 item is marked for removal.

All of the listed product items for this category have been reviewed by DOAS.

98 of those items have been approved to be within 8% of FMP and are ready to be re-certified as mandatory.

***The remaining 11 of those items are still being considered for certification.***

This product category report has been submitted for review to the Fair Market Pricing Committee.

#### **Recommendation:**

Of the items listed that have been approved to be recertified, we are requesting that the approved items continue to be certified as mandatory for 2025.

**Of the remaining 11 items outstanding, we request a meeting be convened, before the January Quarterly meeting, to resolve those items.**

## STATE OF GEORGIA SWC PRICING

Part Number	Product Description	UOM	2024 GEPS Price to the State (Unit)	2024 GEPS Price to the State (Box)	2025 GEPS Price to the State (Unit)	2025 GEPS Price to the State (Box)	2025 SPD Fair Market Value	2025 Certification Max Price (FMV+8%)	2025 Computation (Price vs Max)	2025 Result
015680008	PANEL DIP 01 Ethanol (ETG 500) - 25/PK	25/PK	\$4.19	\$104.84	\$4.19	\$104.84	\$152.50	\$164.70	-36.3%	Certified
015680009	PANEL DIP 01 Fentanyl (200) - 25/PK	25/PK	\$1.40	\$34.95	\$1.40	\$34.95	\$43.75	\$47.25	-26.0%	Certified
011020018	PANEL DIP 01 Amphetamine (AMP1000) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$17.23	\$18.61	-14.8%	Certified
011020002	PANEL DIP 01 Methamphetamine (mAMP1000) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$41.28	\$44.58	-64.4%	Certified
011020019	PANEL DIP 01 Barbiturate (BAR300) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$9.43	\$10.18	55.8%	Not Certified
011020022	PANEL DIP 01 Benzodiazepine (BZO300) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$46.55	\$50.28	-68.5%	Certified
011020001	PANEL DIP 01 Cocaine (COC300) - 25/PK	25/PK	\$0.58	\$14.52	\$0.58	\$14.52	\$9.50	\$10.26	41.5%	Not Certified
011020020	PANEL DIP 01 Methadone (MTD300) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$61.25	\$66.15	-76.0%	Certified
011020036	PANEL DIP 01 Ecstasy (MDMA500) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$9.50	\$10.26	54.6%	Not Certified
011020003	PANEL DIP 01 Morphine (MOP300) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$105.00	\$113.40	-86.0%	Certified
011021977	PANEL DIP 01 Opiate (OPI2000) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$9.52	\$10.28	54.3%	Not Certified
011020037	PANEL DIP 01 Oxycodone (OXY100) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$30.77	\$33.23	-52.3%	Certified
011020023	PANEL DIP 01 Tricyclic Antidepressants (TCA1000) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$37.81	\$40.84	-61.2%	Certified
011020004	PANEL DIP 01 Marijuana (THC50) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$42.59	\$45.99	-65.5%	Certified
011020021	PANEL DIP 01 Phencyclidine (PCP25) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$21.88	\$23.63	-32.9%	Certified
011020173	PANEL DIP 01 Buprenorphine (BUP10) - 25/PK	25/PK	\$0.63	\$15.86	\$0.63	\$15.86	\$62.60	\$67.61	-76.5%	Certified
011020005	PANEL DIP 02 COC300/MOP300 - 25/PK	25/PK	\$1.02	\$25.54	\$1.02	\$25.54	\$35.06	\$37.86	-32.6%	Certified
011020006	PANEL DIP 02 COC300/THC50 - 25/PK	25/PK	\$1.02	\$25.54	\$1.02	\$25.54	\$35.06	\$37.86	-32.6%	Certified
011020008	PANEL DIP 02 mAMP1000/THC50 - 25/PK	25/PK	\$1.02	\$25.54	\$1.02	\$25.54	\$35.06	\$37.86	-32.6%	Certified
011020009	PANEL DIP 03 COC300/mAMP1000/THC50 - 25/PK	25/PK	\$1.26	\$31.45	\$1.26	\$31.45	\$35.06	\$37.86	-16.9%	Certified
011020010	PANEL DIP 03 COC300/MOP300/THC50 - 25/PK	25/PK	\$1.26	\$31.45	\$1.26	\$31.45	\$35.06	\$37.86	-16.9%	Certified
011020011	PANEL DIP 03 mAMP1000/MOP300/THC50 - 25/PK	25/PK	\$1.26	\$31.45	\$1.26	\$31.45	\$35.06	\$37.86	-16.9%	Certified
011020014	PANEL DIP 03 COC300/mAMP1000/MOP300 - 25/PK	25/PK	\$1.26	\$31.45	\$1.26	\$31.45	\$35.06	\$37.86	-16.9%	Certified
011020012	PANEL DIP 04 COC300/mAMP1000/MOP300/THC50 - 25/PK	25/PK	\$1.72	\$43.01	\$1.72	\$43.01	\$109.36	\$118.11	-63.6%	Certified
011020032	PANEL DIP 04 AMP1000/COC300/MOP300/THC50 - 25/PK	25/PK	\$1.72	\$43.01	\$1.72	\$43.01	\$109.36	\$118.11	-63.6%	Certified
011020015	PANEL DIP 05 BZO300/COC300/mAMP1000/MOP300/THC50 - 25/PK	25/PK	\$2.05	\$51.34	\$2.05	\$51.34	\$97.02	\$104.78	-51.0%	Certified
011020013	PANEL DIP 05 COC300/mAMP1000/MOP300/PCP25/THC50 - 25/PK	25/PK	\$2.05	\$51.34	\$2.05	\$51.34	\$97.02	\$104.78	-51.0%	Certified
011020033	PANEL DIP 05 AMP1000/COC300/MOP300/PCP25/THC50 - 25/PK	25/PK	\$1.94	\$48.39	\$1.94	\$48.39	\$97.02	\$104.78	-53.8%	Certified
011020034	PANEL DIP 05 AMP1000/COC300/mAMP1000/MOP300/THC50 - 25/PK	25/PK	\$2.05	\$51.34	\$2.05	\$51.34	\$97.02	\$104.78	-51.0%	Certified
011021988	PANEL DIP 05 AMP1000/BZO300/COC300/MOP300/THC50 - 25/PK	25/PK	\$2.05	\$51.34	\$2.05	\$51.34	\$97.02	\$104.78	-51.0%	Certified
011020016	PANEL DIP 06 BZO300/COC300/mAMP1000/MOP300/PCP25/THC50 - 25/PK	25/PK	\$2.42	\$60.48	\$2.42	\$60.48	\$70.45	\$76.09	-20.5%	Certified
011020017	PANEL DIP 06 BZO300/COC300/mAMP1000/MOP300/MTD300/THC50 - 25/PK	25/PK	\$2.42	\$60.48	\$2.42	\$60.48	\$70.45	\$76.09	-20.5%	Certified
011020024	PANEL DIP 06 BAR300/BZO300/COC300/mAMP1000/MOP300/THC50 - 25/PK	25/PK	\$2.42	\$60.48	\$2.42	\$60.48	\$70.45	\$76.09	-20.5%	Certified
011020119	PANEL DIP 06 BZO300/COC300/mAMP1000/MOP300/OXY100/THC50 - 25/PK	25/PK	\$2.42	\$60.48	\$2.42	\$60.48	\$70.45	\$76.09	-20.5%	Certified
011020174	PANEL DIP 06 AMP300/COC150/mAMP500/MDMA500/MOP300/THC50 - 25/PK	25/PK	\$2.42	\$60.48	\$2.42	\$60.48	\$70.45	\$76.09	-20.5%	Certified
011020175	PANEL DIP 06 BZO300/COC150/mAMP500/MDMA500/MOP300/THC50 - 25/PK	25/PK	\$2.42	\$60.48	\$2.42	\$60.48	\$70.45	\$76.09	-20.5%	Certified
011020176	PANEL DIP 07 BZO300/COC150/mAMP500/MDMA500/MOP300/OXY100/THC50 - 25/PK	25/PK	\$2.85	\$71.24	\$2.85	\$71.24	\$76.08	\$82.17	-13.3%	Certified
011020177	PANEL DIP 07 AMP1000/COC150/mAMP500/MDMA500/MOP300/OXY100/THC50 - 25/PK	25/PK	\$2.85	\$71.24	\$2.85	\$71.24	\$76.08	\$82.17	-13.3%	Certified
011020169	PANEL DIP 08 AMP/BZO/COC/mAMP/MDMA/OPI300/OXY/THC - 25/PK	25/PK	\$3.18	\$79.57	\$3.18	\$79.57	\$88.56	\$95.65	-16.8%	Certified
011021909	PANEL DIP 08 AMP300/COC150/mAMP500/MOP300/OXY100/PCP25/PPX300/THC50 - 25/PK	25/PK	\$3.18	\$79.57	\$3.18	\$79.57	\$88.56	\$95.65	-16.8%	Certified
011021989	PANEL DIP 08 AMP1000/BZO300/COC300/mAMP1000/MOP300/OXY100/PCP25/THC50 - 25/PK	25/PK	\$3.18	\$79.57	\$3.18	\$79.57	\$88.56	\$95.65	-16.8%	Certified
011020179	PANEL DIP 08 AMP/BZO/COC/mAMP/OPI300/OXY/PCP/THC - 25/PK	25/PK	\$3.18	\$79.57	\$3.18	\$79.57	\$88.56	\$95.65	-16.8%	Certified
011021970	PANEL DIP 09 AMP1000/BUP10/BZO300/COC300/mAMP1000/MOP300/OXY100/PCP25/THC50 - 25/PK	25/PK	\$3.78	\$94.62	\$3.78	\$94.62	\$114.92	\$124.12	-23.8%	Certified
011020180	PANEL DIP 09 AMP/BUP/BZO/COC/mAMP/OPI300/OXY/PCP/THC - 25/PK	25/PK	\$3.78	\$94.62	\$3.78	\$94.62	\$91.42	\$98.73	-4.2%	Certified
011020181	PANEL DIP 09 AMP300/BZO/COC150/mAMP500/MDMA/OPI300/OXY/PCP/THC - 25/PK	25/PK	\$3.78	\$94.62	\$3.78	\$94.62	\$91.42	\$98.73	-4.2%	Certified
011020025	PANEL DIP 10 AMP1000/BAR/BZO/COC300/mAMP/MTD/OPI300/PCP/TCA/THC - 25/PK	25/PK	\$3.23	\$80.65	\$3.23	\$80.65	\$129.37	\$139.72	-42.3%	Certified
011020138	PANEL DIP 10 BAR/BZO/COC300/mAMP/MDMA/MTD/OPI300/OXY/PCP/THC - 25/PK	25/PK	\$4.01	\$100.27	\$4.01	\$100.27	\$129.37	\$139.72	-28.2%	Certified
011021943	PANEL DIP 10 AMP1000/BAR300/BUP10/BZO300/COC300/mAMP1000/MOP300/MTD300/OXY100/THC50 - 25/PK	25/PK	\$4.01	\$100.27	\$4.01	\$100.27	\$129.37	\$139.72	-28.2%	Certified

This item is still being considerer for certification.

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STATE OF GEORGIA SWC PRICING

Part Number	Product Description	UOM	2024 GEPS Price to the State (Unit)	2024 GEPS Price to the State (Box)	2025 GEPS Price to the State (Unit)	2025 GEPS Price to the State (Box)	2025 SPD Fair Market Value	2025 Certification Max Price (FMV+8%)	2025 Computation (Price vs Max)	2025 Result
011020182	PANEL DIP 10 AMP/BAR/BUP/BZO/COC/mAMP/MTD/OPI300/OXY/THC - 25/PK	25/PK	\$4.01	\$100.27	\$4.01	\$100.27	\$129.37	\$139.72	-28.2%	Certified
011020183	PANEL DIP 10 BAR/BZO/COC150/mAMP500/MDMA/MTD/OPI300/OXY/PCP/THC - 25/PK	25/PK	\$4.01	\$100.27	\$4.01	\$100.27	\$129.37	\$139.72	-28.2%	Certified
011020184	PANEL DIP 11 AMP/BAR/BUP/BZO/COC/mAMP/MTD/OPI300/OXY/PCP/THC 25/PK	25/PK	\$5.27	\$131.72	\$5.27	\$131.72	\$90.90	\$98.17	34.2%	Not Certified
011020185	PANEL DIP 11 AMP/BAR/BUP/BZO/COC/mAMP/MTD/OPI2000/OXY/PCP/THC50 - 25/PK	25/PK	\$5.27	\$131.72	\$5.27	\$131.72	\$90.90	\$98.17	34.2%	Not Certified
011020186	PANEL DIP 11 AMP/BAR/BUP/BZO/COC/mAMP/MTD/OPI300/OXY/PPX/THC - 25/PK	25/PK	\$5.27	\$131.72	\$5.27	\$131.72	\$90.90	\$98.17	34.2%	Not Certified
011020187	PANEL DIP 11 AMP300/BAR/BZO/COC150/mAMP500/MDMA/MTD/OPI300/OXY/PCP/THC - 25/PK	25/PK	\$5.27	\$131.72	\$5.27	\$131.72	\$90.90	\$98.17	34.2%	Not Certified
011020141	PANEL DIP 12 AMP1000/BAR/BZO/COC300/mAMP/MDMA/MTD/OPI300/OXY/PCP/PPX/THC - 25/PK	25/PK	\$5.65	\$141.13	\$5.65	\$141.13	\$134.66	\$145.44	-3.0%	Certified
011021957	PANEL DIP 12 AMP1000/BAR300/BUP10/BZO300/COC300/mAMP1000/MDMA500/MOP300/MTD300/OXY100/ PCP25/THC50 - 25/PK	25/PK	\$5.65	\$141.13	\$5.65	\$141.13	\$134.66	\$145.44	-3.0%	Certified
011020188	PANEL-DIP 12 AMP/BAR/BUP/BZO/COC/mAMP/MDMA/MTD/OPI300/OXY/PCP/THC - 25/PK	25/PK	\$5.65	\$141.13	\$5.65	\$141.13	\$134.66	\$145.44	-3.0%	Certified
015010012	AMP1000/BUP10/BZO300/COC300/ETG500/Fentanyl20/mAMP1000/MDMA500/MTD300/OPI300/OXY100/THC50/Tramadol200 - 25/PK	25/PK	\$7.53	\$188.17	\$7.53	\$188.17	\$189.67	\$204.84	-8.1%	Certified
011022042	CASSETTE 05 AMP/COC/mAMP/OPI/THC w/adulteration strip (011021910) - 25/PK	25/PK	\$2.42	\$60.48	\$2.42	\$60.48	\$71.91	\$77.67	-22.1%	Certified
011020166	CASSETTE 06 AMP/COC/mAMP/OPI/PCP/THC - 25/PK	25/PK	\$2.74	\$68.55	\$2.74	\$68.55	\$78.75	\$85.05	-19.4%	Certified
011021938	CASSETTE 10 AMP/BAR/BZO/COC/mAMP/MTD/OPI/OXY/PCP/THC - 25/PK	25/PK	\$4.76	\$119.09	\$4.76	\$119.09	\$120.63	\$130.28	-8.6%	Certified
011020140	Smoke Cassette Urine Cotinine (Nicotine Metabolite) Cassette Device - 25/PK	25/PK	\$1.45	\$36.29	\$1.45	\$36.29	\$17.97	\$19.40	87.0%	Not Certified
011021950	Pregnancy Cassette Urine (40/Box)	40/PK	\$1.57	\$62.80	\$1.57	\$62.80	\$62.82	\$67.84	-7.4%	Certified
011022020	iCup 10 AMP/BAR/BZO/COC/mAMP/MDMA/OPI(2000)/OXY/PPX/THC - 25/PK	25/PK	\$5.46	\$136.56	\$5.46	\$136.56	\$126.74	\$136.87	-0.2%	Certified
011022055	iCup 10 AMP/BAR/BZO/COC/mAMP/OPI(2000)/PCP/MTD/TCA/THC - 25/PK	25/PK	\$5.46	\$136.56	\$5.46	\$136.56	\$126.74	\$136.87	-0.2%	Certified
011022028	iCup 13 AMP/BAR/BUP/BZO/COC/mAMP/MTD/PCP/OPI(2000)/OXY/PPX/TCA/THC - 25/PK	25/PK	\$7.26	\$181.48	\$7.26	\$181.48	\$189.67	\$204.84	-11.4%	Certified
011022032	iCup A.D. 04 COC/mAMP/OPI/THC w/adulteration (OX, SG, PH) - 25/PK	25/PK	\$3.44	\$86.02	\$3.44	\$86.02	\$141.97	\$153.33	-43.9%	Certified
011022033	iCup A.D. 04 AMP/COC(150)/mAMP(500)/THC w/adulteration (OX,CR,PH) - 25/PK	25/PK	\$3.44	\$86.02	\$3.44	\$86.02	\$141.97	\$153.33	-43.9%	Certified
011022021	iCup A.D. 05 AMP/COC/mAMP/MOP/THC w/adulteration (OX, SG, PH) - 25/PK	25/PK	\$3.44	\$86.02	\$3.44	\$86.02	\$141.97	\$153.33	-43.9%	Certified
011022034	iCup A.D. 05 AMP/COC/mAMP/OPI(2000)/THC w/adulteration (OX, SG, PH) - CLIA WAIVED - 25/PK	25/PK	\$3.44	\$86.02	\$3.44	\$86.02	\$141.97	\$153.33	-43.9%	Certified
011022035	iCup A.D. 05 AMP/COC/OPI/PCP/THC w/adulteration (OX, SG, PH) - CLIA WAIVED - 25/PK	25/PK	\$3.44	\$86.02	\$3.44	\$86.02	\$141.97	\$153.33	-43.9%	Certified
011022036	iCup A.D. 05 COC/mAMP/OPI/PCP/THC w/adulteration (OX, SG, PH) - CLIA WAIVED - 25/PK	25/PK	\$3.44	\$86.02	\$3.44	\$86.02	\$141.97	\$153.33	-43.9%	Certified
011022022	iCup A.D. 06 AMP/BZO/COC/mAMP/OPI(2000)/THC w/adulteration (OX, SG, PH) - 25/PK	25/PK	\$3.71	\$92.74	\$3.71	\$92.74	\$220.15	\$237.76	-61.0%	Certified
011022023	iCup A.D. 06 AMP/COC/mAMP/OPI(2000)/PCP/THC w/adulteration (OX, SG, PH) - CLIA WAIVED - 25/PK	25/PK	\$3.71	\$92.74	\$3.71	\$92.74	\$220.15	\$237.76	-61.0%	Certified
011022037	iCup A.D. 06 AMP(300)/COC/MDMA/OPI/OXY/THC w/adulteration (OX, SG, PH) - 25/PK	25/PK	\$3.71	\$92.74	\$3.71	\$92.74	\$220.15	\$237.76	-61.0%	Certified
011022038	iCup A.D. 08 AMP/BZO/BAR/COC/mAMP/OPI/PCP/THC w/adulteration (OX, SG, PH) - 25/PK	25/PK	\$4.57	\$114.25	\$4.57	\$114.25	\$111.29	\$120.19	-4.9%	Certified
011022069	iCup A.D. 08 AMP/BZO/COC/mAMP/MAP/OXY/PCP/THC w/adulteration (OX,CR,PH) - 25/PK	25/PK	\$4.57	\$114.25	\$4.57	\$114.25	\$111.29	\$120.19	-4.9%	Certified
011022039	iCup A.D. 09 AMP/BAR/BZO/COC/mAMP/MTD/OPI/PCP/THC w/adulteration (OX, SG, PH) - 25/PK	25/PK	\$4.81	\$120.16	\$4.81	\$120.16	\$185.57	\$200.42	-40.0%	Certified
011022074	iCup A.D. 10 AMP/BAR/BZO/COC/mAMP/MTD/OPI/OXY/PPX/THC w/adulteration (OX, CR, PH) - 25/PK	25/PK	\$4.95	\$123.66	\$4.95	\$123.66	\$185.57	\$200.42	-38.3%	Certified
011022129	iCup A.D. 10 AMP/BAR/BZO/COC/mAMP/MTD/OPI/PCP/TCA/THC w/adulteration OS, SG, PH, NI, GL, CR) - 25/PK	25/PK	\$4.95	\$123.66	\$4.95	\$123.66	\$185.57	\$200.42	-38.3%	Certified
011022027	iCup A.D. 12 AMP/BAR/BZO/COC/mAMP/MTD/OPI(2000)/OXY/PCP/PPX/TCA/THC w/adulteration (OX, SG, PH) - 25/PK	25/PK	\$6.19	\$154.84	\$6.19	\$154.84	\$363.64	\$392.73	-60.6%	Certified
011022001	EZ CUP II 04 COC/mAMP/OPI/THC - 25/PK	25/PK	\$2.97	\$74.19	\$2.97	\$74.19	\$84.47	\$91.23	-18.7%	Certified
011022051	EZ CUP II 05 AMP/COC/mAMP/OPI/THC w/adulteration (OX, SG, PH, NI, GL, CR) - 25/PK	25/PK	\$3.34	\$83.60	\$3.34	\$83.60	\$84.47	\$91.23	-8.4%	Certified
011022018	EZ CUP II 05 AMP/COC/mAMP/OPI/THC - 25/PK	25/PK	\$2.97	\$74.19	\$2.97	\$74.19	\$84.47	\$91.23	-18.7%	Certified
011022005	EZ CUP II 05 COC/mAMP/OPI/PCP/THC - 25/PK	25/PK	\$2.97	\$74.19	\$2.97	\$74.19	\$84.47	\$91.23	-18.7%	Certified
011022048	EZ CUP II 05 AMP/COC/OPI/PCP/THC - 25/PK	25/PK	\$2.97	\$74.19	\$2.97	\$74.19	\$84.47	\$91.23	-18.7%	Certified
011022007	EZ CUP II 06 COC/mAMP/MDMA/OPI/OXY/THC - 25/PK	25/PK	\$3.22	\$80.38	\$3.22	\$80.38	\$84.47	\$91.23	-11.9%	Certified
011021984	EZ CUP II 06 AMP/BZO/COC/mAMP/OPI/THC - 25/PK	25/PK	\$3.22	\$80.38	\$3.22	\$80.38	\$84.47	\$91.23	-11.9%	Certified
011022140	EZ CUP II 09 BAR/BZO/COC/mAMP/MTD/OPI/OXY/PPX/THC w/adulteration (OX, SG, PH) - 25/PK	25/PK	\$4.97	\$124.19	\$4.97	\$124.19	\$134.68	\$145.45	-14.6%	Certified
011021985	EZ CUP II 10 AMP/BAR/BZO/COC/mAMP/MDMA/MTD/OPI/PCP/THC - 25/PK	25/PK	\$4.43	\$110.75	\$4.43	\$110.75	\$108.33	\$117.00	-5.3%	Certified
011022096	EZ CUP II 12 AMP/BAR/BUP/BZO/COC/mAMP/MOP/MDMA/MTD/OXY/PPX/THC - 25/PK	25/PK	\$5.38	\$134.41	\$5.38	\$134.41	\$134.68	\$145.45	-7.6%	Certified
015010015	T Cup Device 13 AMP/BUP/BZO/COC/ETG500/Fentanyl/mAMP/MDMA/MTD/OPI/OXY/THC/Tramadol - 25/PK (For Forensic Use Only)	25/PK	\$7.54	\$188.44	\$7.54	\$188.44	\$255.48	\$275.92	-31.7%	Certified
015010016	T Cup Device 14 AMP/BUP/BZO/COC/ETG500/Fentanyl/K2/mAMP/MDMA/MTD/OPI/OXY/THC/Tramadol - 25/PK (For Forensic Use Only)	25/PK	\$7.54	\$188.44	\$7.54	\$188.44	\$255.48	\$275.92	-31.7%	Certified
015010070	TCUP COMPACT 12 AMP500/BUP10/BZO300/COC150/EIG500/FY20/MDMA500/MET500/MOP300/MTD300/OXY100/THC25 + (CR/pH/SG) - 25/PK - For Forensic Use Only (FFUO)	25/PK	\$5.98	\$149.46	\$5.98	\$149.46	\$255.48	\$275.92	-45.8%	Certified

This item is still being considerer for certification.

This item is still being considerer for certification.

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This item is still being considerer for certification.

STATE OF GEORGIA SWC PRICING

Part Number	Product Description	UOM	2024 GEPS Price to the State (Unit)	2024 GEPS Price to the State (Box)	2025 GEPS Price to the State (Unit)	2025 GEPS Price to the State (Box)	2025 SPD Fair Market Value	2025 Certification Max Price (FMV+8%)	2025 Computation (Price vs Max)	2025 Result
015010071	AMP500/BAR300/BUP10/BZO300/COC150/EtG500/FTY20/K250/MDMA500/METS500/MOP300/MTD300/OXY100/PCP25/THC25/TRA200-PH, SG, OX, NI, CR - 25/PK - For Forensic Use Only (FFUO)	25/PK	\$7.54	\$188.44	\$7.54	\$188.44	\$255.48	\$275.92	-31.7%	Certified
011022024	iScreen Oral Fluid Device 05 AMP50/COC20/mAMP50/OPI40/THC12 - 25/PK (For Forensic Use Only)	25/PK	\$7.17	\$179.30	\$7.17	\$179.30	\$171.19	\$184.89	-3.0%	Certified
011022025	iScreen Oral Fluid Device 06 AMP50/COC20/mAMP50/OPI40/PCP10/THC12 - 25/PK (For Forensic Use Only)	25/PK	\$7.25	\$181.18	\$7.25	\$181.18	\$171.19	\$184.89	-2.0%	Certified
011021960	OrAlert Oral Fluid Device 06 AMP50/COC20/mAMP50/OPI40/PCP10/THC100 - 25/PK (For Forensic Use Only)	25/PK	\$7.80	\$194.89	\$7.80	\$194.89	\$217.47	\$234.86	-17.0%	Certified
011022083	OrAlert Oral Fluid Device 06 AMP50/BZO10/COC20/mAMP50/OPI40/THC100 - 25/PK (For Forensic Use Only)	25/PK	\$7.80	\$194.89	\$7.80	\$194.89	\$217.47	\$234.86	-17.0%	Certified
015010040	TCUBE 10 Oral Fluid AMP50/BZO30/BUP5 /COC20/METS50/OPI40/ OXY20/ PCP10/THC25 + FTY100	25/PK	\$8.44	\$211.02	\$8.44	\$211.02	\$157.25	\$169.83	24.3%	Not Certified
013620001	Alcohol Saliva Instant Test Strip - 25/PK	25/PK	\$1.34	\$33.60	\$1.34	\$33.60	\$32.35	\$34.93	-3.8%	Certified
015320020	Alcohol Breath Device .02 - 20/PK	20/PK	\$3.36	\$67.23	\$3.36	\$67.23	\$69.52	\$75.08	-10.5%	Certified
010940055	Alco-Screen Test - 24/PK	24/PK	\$1.99	\$47.74	\$1.99	\$47.74	\$44.74	\$48.32	-1.2%	Certified
010940056	Alco-Screen .02 DOT Approved Alcohol Saliva - 24/PK	24/PK	\$1.99	\$47.74	\$1.99	\$47.74	\$44.74	\$48.32	-1.2%	Certified
011021910	Adulteration Strips - One Step Validity Test (Seven Parameter) - 25/PK	25/PK	\$1.05	\$26.34	\$1.05	\$26.34	\$22.16	\$23.93	10.1%	Not Certified
GD5334T1	Bottle, Urine Collection, 90 ml , with Built-in Temp Strip (no charge with purchase of corresponding panel dip kits	25/PK	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.0%	Certified
GD5334T1B	Bottle, Urine Collection, 90 ml , with Built-in Temp Strip (no charge with purchase of corresponding panel dip kits, otherwise \$9.95 per pack of 25 (or \$0.40/EA) - 25/PK	25/PK	\$0.40	\$9.95	\$0.40	\$9.95	\$9.44	\$10.19	-2.4%	Certified
031380	Beaker, 6.5 oz, Graduated (no charge with purchase) - 25/PK - can not be ordered as an individual item	25/PK	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.0%	Certified
031258	Temperature Strip (one set at no charge with each purchase) - 25/PK - can not be ordered as an individual item	25/PK	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.0%	Certified

This item is still being considerer for certification.

This item is still being considerer for certification.

No Price Changes for 2025

<b>To be Removed</b>										
031246	Bottle, Urine Collection, 90 ml , with Built-in Temp Strip (no charge with purchase of corresponding panel dip kits, otherwise \$9.95 per pack of 25 (or \$0.40/EA) - 25/PK	Note that this part number has been changed and split to GD5334T1 and GD5334T1B above per the manufacturer....the pricing has not changed.								

## Tommy Nobis Center - Marietta, GA

### Face Mask (Sewn)

**For 2025:**

No price changes were requested for this product for 2025.

All of these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This product category report has been submitted for review by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025.

**STATE OF GEORGIA SWC PRICING**

<b>Part Number</b>	<b>Product Description</b>	<b>UOM</b>	<b>2024 GEPS Price to the State (Box)</b>	<b>2025 GEPS Price to the State (Box)</b>	<b>2025 SPD Fair Market Value</b>	<b>2025 Certification Max Price (FMV+8%)</b>	<b>2025 Computation (Price vs Max)</b>	<b>2025 Result</b>
7360202101S	Protective Cloth Cotton Face Mask, Washable Reusable, Black (Small) - Box of 10	10/BOX	\$65.61	\$65.61	\$65.61	\$70.86	-7.4%	<b>Certified</b>
7360202101M	Protective Cloth Cotton Face Mask, Washable Reusable, Black (Medium) - Box of 10							
7360202101L	Protective Cloth Cotton Face Mask, Washable Reusable, Black (Large) - Box of 10							
7360202102S	Protective Cloth Cotton Face Mask, Washable Reusable, Navy (Small) - Box of 10							
7360202102M	Protective Cloth Cotton Face Mask, Washable Reusable, Navy (Medium) - Box of 10							
7360202102L	Protective Cloth Cotton Face Mask, Washable Reusable, Navy (Large) - Box of 10							
7360202103S	Protective Cloth Cotton Face Mask, Washable Reusable, White (Small) - Box of 10							
7360202103M	Protective Cloth Cotton Face Mask, Washable Reusable, White (Medium) - Box of 10							
7360202103L	Protective Cloth Cotton Face Mask, Washable Reusable, White (Large) - Box of 10							
<i>Must be ordered in multiples of 10 only</i>		<b>No Price Changes for 2025</b>						

**Volume Discounts Available**

# of masks	# of Boxes	Price per Box
10 – 10,000	1 - 1,000	\$65.61
10,010 - 50,000	1,001 - 5,000	\$64.49
50,010 - 100,000	5,001 - 10,000	\$63.14
100,010+ masks	10,001 +	\$60.19

We now offer customized cloth face masks with a minimum order quantity of 1,000 masks. Mixing and matching sizes is allowed in reaching the minimum. The graphic design will be screen printed on the masks and can have a maximum of 2 colors. All you need to do is call or email Customer Service at [c\\_s@georgiaenterprises.com](mailto:c_s@georgiaenterprises.com) or 1-800-331-4807 (customized masks are not available by ordering in TGM or on our website) and provide your graphic file in either .eps or .ai format, and upon your approval of the final design, estimated turnaround time is 7-10 business days. Order today!

## **Georgia Industries for the Blind - Bainbridge, GA**

### **Face Mask (Disposable)**

#### **For 2025:**

No price changes were requested for this product for 2025.

All these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This product category report has been submitted for review by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025.

<i>SKU</i>	<i>Part Number</i>	<i>Product Description</i>	<i>UOM</i>	<i>2024 GEPS Price to the State</i>	<i>2025 GEPS Price to the State</i>	<i>2025 SPD Fair Market Value</i>	<i>2025 Certification Max Price (FMV+8%)</i>	<i>2025 Computation (Price vs Max)</i>	<i>2025 Result</i>
PEMSK-BOX	7359800015	3-Ply masks, disposable. Individually sealed. ATSM F2101 Level 3	50 / box	\$15.86	\$15.86	\$14.82	\$16.01	-0.9%	<b>Certified</b>

No Pricing Changes for 2025



## **New Ventures, Inc. - LaGrange, GA**

### **First Aid Kits and Kit Refills**

#### **For 2025:**

- All items on the list (except for 3) have price increases requested due to increased supplier and shipping costs.
- 2 items are to be deleted.

All these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This product category report has been submitted for review by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025.

STATE OF GEORGIA SWC PRICING

SKU	Part Number	Product Description	UOM	2024 GEPS Price to the State	2025 GEPS Price to the State	2025 SPD Fair Market Value	2025 Certification Max Price (FMV+8%)	2025 Computation (Price vs Max)	2025 Result
	3453200001	First Aid Kit, Plastic, 10-Unit	each	\$29.29	\$31.44	\$30.05	\$32.46	-3.1%	Certified
	3453200003	First Aid Kit, Plastic, 24-Unit	each	\$58.04	\$62.34	\$60.90	\$65.77	-5.2%	Certified
K622-011	3459800089	First Aid Kit, ANSI Z308.1-2021 Class A, Plastic, 16-Unit	each	\$52.24	\$53.31	\$54.91	\$59.30	-10.1%	Certified
K622-019	3459800090	First Aid Kit, ANSI Z308.1-2021 Class B, Metal, 36-Unit	each	\$114.95	\$119.25	\$117.40	\$126.79	-6.0%	Certified
KR622011	KR622011	Class A 21 ANSI - Refill - 16R *	1	\$35.65	\$41.02	\$40.18	\$43.39	-5.5%	Certified
KR622019	KR622019	Class B 21 ANSI - Refill - 36R **	1	\$98.23	\$105.75	\$98.70	\$106.60	-0.8%	Certified
R523-571	3459800022	Certi-Strips, Plastic - 1" x 3" (#607)	16	\$1.38	\$3.44	\$3.73	\$4.03	-14.5%	Certified
R523-598	3459800025	Trauma Pad Compress - 5" x 9"	1	\$3.10	\$4.71	\$5.72	\$6.18	-23.8%	Certified
R519-548	3459800026	Triangular Bandage - w/Pins 40" x 40" x 56" (#636)	1	\$5.33	\$6.41	\$7.60	\$8.21	-22.0%	Certified
R523-579	3459800027	Knuckle (#689)	9	\$3.84	\$7.06	\$7.23	\$7.81	-9.5%	Certified
R521-003	3459800033	Eye Wash Solution 15 ml	1	\$3.44	\$4.52	\$5.26	\$5.68	-20.5%	Certified
R519-539	3459800039	F/A Burn Cream - 0.9 gram (#645)	10	\$5.48	\$10.97	\$10.24	\$11.05	-0.8%	Certified
R519-543	3459800040	Certi-Sporyn Antibiotic Cream - 0.9 gram (#663)	10	\$5.19	\$5.19	\$6.60	\$7.13	-27.1%	Certified
R523-581	3459800045	Tape Roll - 1/2" x 2.5 yards	2	\$3.12	\$4.19	\$4.79	\$5.18	-19.0%	Certified
R519-551	3459800076	Antiseptic BZK Towelettes - 5" x 7" (#675)	10	\$2.32	\$6.62	\$8.70	\$9.39	-29.5%	Certified
R234-010	3459800077	First Aid Fact Card	1	\$3.55	\$4.62	\$5.15	\$5.56	-16.8%	Certified
R216-082	3459800078	Gloves, Nitrile - Pair (#816) XL	2	\$1.06	\$1.19	\$2.69	\$2.91	-58.9%	Certified
R523-357	3459800079	Certi-Gauze Pads - 3" x 3" (#637)	4	\$2.09	\$2.62	\$5.99	\$6.47	-59.4%	Certified
R522-514	3459800082	Cold Pack Junior	1	\$2.20	\$2.20	\$3.22	\$3.48	-36.6%	Certified
R523-573	3459800083	Certi-Strips, Woven Heavy Weight - 1" x 3" (#609)	16	\$2.62	\$3.55	\$3.83	\$4.14	-14.2%	Certified
R523-572	3459800084	Certi-Strips, Plastic - Xtra Large - 2" x 3" (#608)	6	\$3.87	\$4.95	\$4.63	\$5.00	-1.1%	Certified
R523-570	3459800085	Certi-Strips, Plastic - 3/4" x 3" (#606)	16	\$2.30	\$2.84	\$4.23	\$4.57	-37.9%	Certified
R523-194	3459800086	Certi-Gauze Bandage Compress - 4" (#624)	1	\$3.59	\$3.81	\$3.59	\$3.88	-1.8%	Certified
R519-521	3459800087	Alcohol Gel Sanitizer - 0.9g - (#735) - 10/unit	10	\$2.06	\$2.39	\$2.90	\$3.13	-23.8%	Certified
R523-521	3459800088	PVP Iodine Topical Solution USP Wipes 10/box.	10	\$3.48	\$5.63	\$5.92	\$6.39	-11.9%	Certified
K205-034	3459800091	Snake Bite Kit (now in bag, not box)	1	\$20.40	\$20.40	\$19.33	\$20.88	-2.3%	Certified

\$25 minimum on refills, can be combined

Price Increases for 2025

**TO BE REMOVED**

	3459800016	First Aid Kit, Metal, 10-Unit
	3459800018	First Aid Kit, Metal, 16-Unit

* Itemized list for content within the Class A 21 ANSI - Refill - 16R			
QTY	CSM #	DESCRIPTION	PIECES
1	R523571	Certi-Strips - Plastic 1" x 3"	16/Unit
1	R519548	Triangular Bandage 40" x 40" x 56"	1/Unit
1	R523357	Certi-Gauze Pads 3" x 3"	4/Unit
1	R519543	Antibiotic Ointment 0.9 g	10/Unit
1	R519551	Antiseptic BZK Towelettes 5" x 7"	10/Unit
1	R519521	Hand Sanitizer 0.9 g	10/Unit
1	R214008	Eye Pads-4 - Tape-4 Oval/Strips	8/Unit
1	R519539	F/A Burn Cream 0.9 g	10/Unit
1	R522520	Gloves Nitrile (816) XLG	4
1	R286038	Survival Wrap 52" x 84"	1
1	R519549	CPR Shield 7" x 7"	1
1	R521013	Burn Dressing 4" x 4"	1
1	R513037	Cold Pack Junior 5" x 7"	1
1	R521003	EyeWash 15 ml	1
2	R523581	Tape - Roll 1/2" X 2.5 yds.	1
1	C211024	Certi-Gauze Roll 2" x 6 yds.	1
1	R237010	Scissors Bandage 4"	1
2	R523598	Trauma Pad - Compress 5" x 9"	1/pkg
1	R234010	First Aid Facts Guide Book	1

** Itemized list for content within the Class B 21 ANSI - Refill - 36R			
QTY	CSM #	DESCRIPTION	PIECES
4	R523571	Certi-Strips - Plastic 1" x 3"	16/Unit
1	RZ211024	Certi-Gauze Roll 2" x 6 yds.	2/Unit
1	R211027	Certi-Gauze Roll 4" x 6 yds.	1/Unit
2	R519548	Triangular Bandage 40" x 40" x 56"	1/Unit
1	R523357	Certi-Gauze Pads 3" x 3"	4/Unit
1	R214008	Eye Pads-4 - Tape-4 Oval/Strips	8/Unit
5	R519551	Antiseptic BZK Towelettes 5" x 7"	10/Unit
2	R519521	Hand Sanitizer 0.9 g	10/Unit
2	R522520	Gloves Nitrile (816) XLG	4
1	R522517	Sam Splint 24"	1
2	R523581	Tape - Roll 1/2" X 2.5 yds.	1
1	R237010	Scissors Bandage 4"	1
1	R286038	Survival Wrap 52" x 84"	1
1	R522503	Tourniquet - Windlass 13.8" x 11.8" x 10"	1
1	R519549	CPR Shield 7" x 7"	1
4	R523598	Trauma Pad - Compress 5" x 9"	1/pkg
1	R521004	EyeWash 4 oz	1
1	R519545	Antibiotic Ointment 0.9 g	25/Box
1	R519541	F/A Burn Cream 0.9 g	25/Box
2	R513037	Cold Pack Junior 5" x 7"	1
2	R521013	Burn Dressing 4" x 4"	1
1	R234010	First Aid Facts Guide Book	1

## **New Ventures, Inc. - LaGrange, GA**

### **Floor Maintenance Pads**

#### **For 2025:**

- Out of 8 existing items on the list, 3 have price increases requested due to increased supplier and shipping costs.

All of these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This category report has been submitted for review by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025.

**STATE OF GEORGIA SWC PRICING**

<b>Part Number</b>	<b>Product Description</b>	<b>UOM</b>	<b>2024 GEPS Price to the State</b>	<b>2025 GEPS Price to the State</b>	<b>2025 SPD Fair Market Value</b>	<b>2025 Certification Max Price (FMV+8%)</b>	<b>20234 Computation (Price vs Max)</b>	<b>2025 Result</b>
3659800007B	20" Red Buffing Pad	case of 5	\$43.09	\$43.09	\$43.67	\$47.16	-8.6%	<b>Certified</b>
3659800007S	20" Black Stripping Pad	case of 5	\$36.91	\$36.91	\$34.23	\$36.97	-0.1%	<b>Certified</b>
3659800007P	20" White Polishing Pad	case of 5	\$35.40	\$35.40	\$35.07	\$37.88	-6.5%	<b>Certified</b>
3659800007BBL	20" Blue Luster Burnishing Pad	case of 5	\$46.18	\$46.18	\$54.57	\$58.94	-21.6%	<b>Certified</b>
3659800007BP	20" Porko Burnishing Pad	case of 5	\$51.00	\$51.05	\$48.02	\$51.86	-1.6%	<b>Certified</b>
3659800007BC	20" Combo Tan Burnishing Pad	case of 5	\$33.89	\$33.89	\$33.52	\$36.20	-6.4%	<b>Certified</b>
3659800007BRHD	10" x 4-1/2" Brown Heavy Duty Utility Pad (#210301)	case of 20	\$40.92	\$49.11	\$49.37	\$53.32	-7.9%	<b>Certified</b>
3659800007BLHD	10" x 4-1/2" Black Heavy Duty Utility Pad (#210401)	case of 20	\$40.92	\$49.11	\$49.37	\$53.32	-7.9%	<b>Certified</b>
			3 Case Minimum, mix and match					
			Price Increases for 2025					

## Tommy Nobis Center - Marietta, GA

### Flu-Prevention Kits

#### For 2025

No price changes were requested.

- There are no changes from the previous year.

All of these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This product category report has been submitted for review by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025.

Part Number	Product Description	UOM	2024 GEPS Price to the State (Box)	2025 GEPS Price to the State (Box)	2025 SPD Fair Market Value	2025 Certification Max Price (FMV+8%)	2025 Computation (Price vs Max)	2025 Result
1DSQTY100SM	1-Day Flu Prevention Kit: <b>Small</b> Nitrile Gloves (1 pair), Disposable Face Mask (1), Disinfectant Wipes (5), 2 oz Hand Sanitizer (1), Flu Prevention Info Card (1)	100/CASE	\$625.54	\$625.54	\$2,590.00	\$2,797.20	-77.6%	Certified
1DSQTY100M	1-Day Flu Prevention Kit: <b>Medium</b> Nitrile Gloves (1 pair), Disposable Face Mask (1), Disinfectant Wipes (5), 2 oz Hand Sanitizer (1), Flu Prevention Info Card (1)							
1DSQTY100L	1-Day Flu Prevention Kit: <b>Large</b> Nitrile Gloves (1 pair), Disposable Face Mask (1), Disinfectant Wipes (5), 2 oz Hand Sanitizer (1), Flu Prevention Info Card (1)							
1DSQTY100XL	1-Day Flu Prevention Kit: <b>X-Large</b> Nitrile Gloves (1 pair), Disposable Face Mask (1), Disinfectant Wipes (5), 2 oz Hand Sanitizer (1), Flu Prevention Info Card (1)							
5DSQTY100SM	5-Day Flu Prevention Kit: <b>Small</b> Nitrile Gloves (5 pair), Disposable Face Mask (5), Disinfectant Wipes (25), 2 oz Hand Sanitizer (1), Flu Prevention Info Card (1)	100/CASE	\$1,443.57	\$1,443.57	\$2,590.00	\$2,797.20	-48.4%	Certified
5DSQTY100M	5-Day Flu Prevention Kit: <b>Medium</b> Nitrile Gloves (5 pair), Disposable Face Mask (5), Disinfectant Wipes (25), 2 oz Hand Sanitizer (1), Flu Prevention Info Card (1)							
5DSQTY100L	5-Day Flu Prevention Kit: <b>Large</b> Nitrile Gloves (5 pair), Disposable Face Mask (5), Disinfectant Wipes (25), 2 oz Hand Sanitizer (1), Flu Prevention Info Card (1)							
5DSQTY100XL	5-Day Flu Prevention Kit: <b>X-Large</b> Nitrile Gloves (5 pair), Disposable Face Mask (5), Disinfectant Wipes (25), 2 oz Hand Sanitizer (1), Flu Prevention Info Card (1)							
10DSQTY100SM	10-Day Flu Prevention Kit: <b>Small</b> Nitrile Gloves (10 pair), Disposable Face Mask (10), Disinfectant Wipes (50), 2 oz Hand Sanitizer (2), Flu Prevention Info Card (1)	100/CASE	\$2,728.37	\$2,728.37	\$2,590.00	\$2,797.20	-2.5%	Certified
10DSQTY100M	10-Day Flu Prevention Kit: <b>Medium</b> Nitrile Gloves (10 pair), Disposable Face Mask (10), Disinfectant Wipes (50), 2 oz Hand Sanitizer (2), Flu Prevention Info Card (1)							
10DSQTY100L	10-Day Flu Prevention Kit: <b>Large</b> Nitrile Gloves (10 pair), Disposable Face Mask (10), Disinfectant Wipes (50), 2 oz Hand Sanitizer (2), Flu Prevention Info Card (1)							
10DSQTY100XL	10-Day Flu Prevention Kit: <b>X-Large</b> Nitrile Gloves (10 pair), Disposable Face Mask (10), Disinfectant Wipes (50), 2 oz Hand Sanitizer (2), Flu Prevention Info Card (1)							

No Price Increases for 2025

Please note that in case of supply limitations of gel hand sanitizer, liquid hand sanitizer may be substituted just as medical-grade nitrile exam gloves may be substituted with nonmedical-grade nitrile exam gloves. In case of substitution, customer must approve before order processing.

**Kit Content Notes**

<p><b>Gloves</b>  <b>Disposable Face Mask</b>  <b>Disinfectant Wipes</b>  <b>Hand Sanitizer</b></p>	<p>Disposable, nitrile, powder-free. Sizes small, medium, large, and extra-large. Minimum thickness: Finger: 5.3 mil, Palm: 3.6 mil                  3 Ply Face Mask. One size fits most. Blue. Non-sterile comfortable, cool, and breathable. Stretchable ear loop provides a personalized fit.                  Individually wrapped alcohol towelettes containing at least 60% isopropyl alcohol.                  2 oz hand sanitizer with 60%+ alcohol content (exceeding CDC recommendation).</p> <p><b>Customer can pick and choose the mix of:</b>                  Small, Medium, Large, or X-Large exam glove sizes                  1-Day, 5-Day, or 10-Day Supply (5-day supply and 10-day supply offer volume discounts)</p>
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	Customizable Configuration			1-Day Kit	5-Day Kit	10-Day Kit
Kit Contents	Contents	Contents	Contents	Qty	Qty	Qty
	Nitrile Gloves	Nitrile Gloves	Nitrile Gloves	1	5	10
	Disposable Face Mask	Disposable Face Mask	Disposable Face Mask	1	5	10
	Disinfectant Wipes	Disinfectant Wipes	Disinfectant Wipes	5	25	50
	Hand Sanitizer	Hand Sanitizer	Hand Sanitizer	1	1	2
	Information Card	Information Card	Information Card	1	1	1

# Bobby Dodd Institute - Atlanta, GA

## Gloves

### For 2025:

GEPS currently offers the following gloves:

- Yellow rubber work gloves
- Foodservice poly gloves
- Latex exam gloves (powder free)
- Nitrile exam gloves (powder free)
- Black Heavy-Duty Nitrile Exam Gloves (powder free)

- All the gloves (except for Foodservice Poly Gloves) have requested price increases due to rising costs.
- The Foodservice Poly Gloves are being removed.
- The Foodservice Polyethylene Gloves are being added.

All these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This product category report has been submitted for review by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025.

STATE OF GEORGIA SWC PRICING

Part Number	Product Description	UOM	2024 GEPS Price to the State	2025 GEPS Price to the State	2025 SPD Fair Market Value	2025 Certification Max Price (FMV+8%)	2025 Computation (Price vs Max)	2025 Result
2019800003	Yellow Rubber Work Gloves (Large) - per case (144 pairs)	case	\$134.42	\$145.05	\$205.92	\$222.39	-34.8%	Certified
2019800003XL	Yellow Rubber Work Gloves (X-Large) - per case (144 pairs)	case	\$134.42	\$145.05	\$205.92	\$222.39	-34.8%	Certified
4754161100	Latex Exam Gloves, Medical-Grade, White, Small - per case (1,000 gloves)	case	\$161.45	\$167.10	\$161.80	\$174.74	-4.4%	Certified
4754161200	Latex Exam Gloves, Medical-Grade, White, Medium - per case (1,000 gloves)	case	\$161.45	\$167.10	\$161.80	\$174.74	-4.4%	Certified
4754161300	Latex Exam Gloves, Medical-Grade, White, Large - per case (1,000 gloves)	case	\$161.45	\$167.10	\$161.80	\$174.74	-4.4%	Certified
4754161400	Latex Exam Gloves, Medical-Grade, White, X-Large - per case (1,000 gloves)	case	\$161.45	\$167.10	\$161.80	\$174.74	-4.4%	Certified
2019800007	Nitrile Exam Gloves, Medical-Grade, Blue, Small - per case (1,000 gloves)	case	\$144.98	\$146.80	\$145.00	\$156.60	-6.3%	Certified
2019800009	Nitrile Exam Gloves, Medical-Grade, Blue, Medium - per case (1,000 gloves)	case	\$144.98	\$146.80	\$145.00	\$156.60	-6.3%	Certified
2019800011	Nitrile Exam Gloves, Medical-Grade, Blue, Large - per case (1,000 gloves)	case	\$144.98	\$146.80	\$145.00	\$156.60	-6.3%	Certified
2019800013	Nitrile Exam Gloves, Medical-Grade, Blue, X-Large - per case (1,000 gloves)	case	\$144.98	\$146.80	\$145.00	\$156.60	-6.3%	Certified
2019800014	Nitrile Exam Gloves, Medical-Grade, Heavy-Duty, Black, Small - per case (1,000 gloves)	case	\$205.75	\$213.81	\$213.90	\$231.01	-7.4%	Certified
2019800015	Nitrile Exam Gloves, Medical-Grade, Heavy-Duty, Black, Medium - per case (1,000 gloves)	case	\$205.75	\$213.81	\$213.90	\$231.01	-7.4%	Certified
2019800016	Nitrile Exam Gloves, Medical-Grade, Heavy-Duty, Black, Large - per case (1,000 gloves)	case	\$205.75	\$213.81	\$213.90	\$231.01	-7.4%	Certified
2019800017	Nitrile Exam Gloves, Medical-Grade, Heavy-Duty, Black, X-Large - per case (1,000 gloves)	case	\$205.75	\$213.81	\$213.90	\$231.01	-7.4%	Certified
<b>TO BE REMOVED</b>								
2019800005	Food Service (Polyethylene) Gloves - per case (10,000 gloves)						\$0.00	
<b>TO BE ADDED</b>								
2019800006	Food Service Gloves, Nitrile, Blue, Small, Powder Free - per case (1,000 gloves)	case		\$92.34	\$95.00	\$102.60	-10.0%	Certified
				Increase in Price for 2025				



## **Easterseals of East Georgia - Augusta, GA**

### **Mop Heads (cotton, 16 oz and 20 oz)**

#### **For 2025:**

- There both mop heads have a requested price increase for these 2 items for 2025.

All of these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This category report has been submitted for review by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025.

**STATE OF GEORGIA SWC PRICING**

<i>Part Number</i>	<i>Product Description</i>	<i>UOM</i>	<i>2024 GEPS Price to the State</i>	<i>2025 GEPS Price to the State</i>	<i>2025 SPD Fair Market Value</i>	<i>2025 Certification Max Price (FMV+8%)</i>	<i>2025 Computation (Price vs Max)</i>	<i>2025 Result</i>
4859800093	16 oz. replacement mop heads (cotton)	case of 12	\$73.12	\$75.27	\$74.06	\$79.98	-5.9%	<i>Certified</i>
4859800094	20 oz. replacement mop heads (cotton)	case of 12	\$83.87	\$84.95	\$84.57	\$91.34	-7.0%	<i>Certified</i>
				<i>Price Increase for 2025</i>				

## **New Ventures, Inc. - LaGrange, GA**

### **Mop Heads (cotton, 24 oz and 32 oz) and Handles Mop Pads (24" microfiber), Mop Frames, Mop Handles**

#### **For 2025:**

- Both existing cotton mop heads have a requested price increase for 2025.
- The fiberglass handles for the cotton mop heads have no price increase requested.
- 24" Microfiber Blue Flat Damp Mop Pads, 24" Mop Pad Frame, and Snap-On Extension Handle are being added.

All these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This product category report has been submitted for review by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items become/continue to be certified as mandatory for 2025.

**STATE OF GEORGIA SWC PRICING**

<b>Part Number</b>	<b>Product Description</b>	<b>UOM</b>	<b>2024 GEPS Price to the State</b>	<b>2025 GEPS Price to the State</b>	<b>2025 SPD Fair Market Value</b>	<b>2025 Certification Max Price (FMV+8%)</b>	<b>2025 Computation (Price vs Max)</b>	<b>2025 Result</b>
4859800095	24 oz. replacement mop heads (cotton)	case of 12	\$93.55	\$93.55	\$89.04	\$96.16	-2.7%	<i>Certified</i>
4859800096	32 oz. replacement mop heads (cotton)	case of 12	\$116.13	\$116.13	\$114.97	\$124.17	-6.5%	<i>Certified</i>
4859800087	60' fiberglass mop handles	case of 12	\$210.75	\$210.75	\$208.24	\$224.90	-6.3%	<i>Certified</i>
Price Increases for 2025								
<b>TO BE ADDED</b>								
12802	24" Microfiber blue flat damp mop pad	case of 12		\$94.97	\$95.76	\$103.42	-8.2%	<i>Certified</i>
12812	24" flat mop frame for microfiber mop	case of 6		\$203.13	\$196.75	\$212.49	-4.4%	<i>Certified</i>
21528	Snap on extension handle for microfiber mop	case of 6		\$79.23	\$73.97	\$79.89	-0.8%	<i>Certified</i>

## **Middle Georgia Easter Seals - Dublin, GA**

### **Pallets (wooden)**

#### **For 2025:**

- All 4 existing items have requested immediate price decreases due to the price downswing in the wood market.
- 

All of these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This category report has been submitted for review by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025. Additionally, GEPS is requesting an immediate reduction of pallet pricing in the systems to make that improved pricing available to our state customers.

**STATE OF GEORGIA SWC PRICING**

<b>Part Number</b>	<b>Product Description</b>	<b>UOM</b>	<b>2024 GEPS Price to the State</b>	<b>2025 GEPS Price to the State</b>	<b>2025 SPD Fair Market Value</b>	<b>2025 Certificatio n Max Price (FMV+8%)</b>	<b>2025 Computation (Price vs Max)</b>	<b>2025 Result</b>
5609800005	7 board, Heavy Weight, Heat-Treated Pine w/2-way entry (40" x 48")	each	\$53.23	\$26.72	\$25.58	\$27.63	-3.3%	<b>Certified</b>
5609800006	8 board, Heat-Treated Pine w/2-way entry (40" x 40")	each	\$39.25	\$26.24	\$25.58	\$27.63	-5.0%	<b>Certified</b>
5609800007	7 board, Heat-Treated Pine w/2-way entry (40" x 48")	each	\$40.97	\$24.32	\$25.58	\$27.63	-12.0%	<b>Certified</b>
5609800008	10 board, Heavy Weight, Heat-Treated Pine w/4-way entry (40" x 48")	each	\$59.14	\$34.55	\$34.93	\$37.72	-8.4%	<b>Certified</b>
					<i>Price Reduction for 2025</i>			
					200 pallet minimum order			

## Georgia Industries for the Blind - Bainbridge, GA

### Pillows and Pillowcases

#### For 2025:

- One item has a 1-cent price reduction due to a change in packaging.
- None of the 11 existing products are requesting any other price changes for 2025.

All these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This category report has been submitted for review by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025.

SKU	Part Number	Product Description	UOM	2024 GEPS Price to the State	2025 GEPS Price to the State	2025 SPD Fair Market Value	2025 Certification Max Price (FMV+8%)	2025 Computation (Price vs Max)	2025 Result
PIVENT	7359800002	Pillow, Standard, 20" x 26", Micro-Vent Vinyl Ticking (White), Polyester Fiber Fill, Firm, 22.6 oz, Reusable	10 / carton	\$137.97	\$137.97	\$146.00	\$157.68	-12.5%	Certified
PIDET	7359800005	Flame Retardant, Polyester Fiber Fill, Flame Retardant, 17 oz., Compressed. Wipe Clean. Reusable.	24 / carton	\$263.89	\$263.89	\$262.41	\$283.40	-6.9%	Certified
PIDET-CV	7359800006	Ticking, Breathable, Flame Retardant, Polyester Fiber Fill, Flame Retardant, 17 oz., Compressed. Wipe Clean. Reusable.	12 / carton	\$161.98	\$161.97	\$159.62	\$172.39	-6.0%	Certified
PIWW-S	7359800007	Pillow, Standard, 20" x 26", Typar, White Non-Woven Polyester Ticking, Polyester Fiber Fill, 14.6 oz., Disposable.	18 / carton	\$112.16	\$112.16	\$112.03	\$120.99	-7.3%	Certified
PIGP-S	7359800008	Pillow, Standard, 20" x 26", 100% Cotton Ticking, 150 Thread Count (solid white CRF), Polyester Fiber Fill, 18.6 oz., Reusable.	24 / carton	\$207.05	\$207.05	\$206.00	\$222.48	-6.9%	Certified
PI7921-C	7359800009	Pillow, Standard, 20" x 26", 50/50 Cotton/Polyester Ticking, Polyester Fiber Filled, 22.6 oz., Reusable.	24 / carton	\$255.85	\$255.85	\$255.36	\$275.79	-7.2%	Certified
PIGP-Q	7359800010	Pillow, Queen, 20" x 30", 100% Cotton Ticking, 150 Thread Count (solid white CRF), Polyester Fiber Fill, 21.6 oz., Reusable.	20 / carton	\$242.43	\$242.43	\$241.76	\$261.10	-7.2%	Certified
PIGP-K	7359800011	Pillow, King, 20" x 36", 100% Cotton Ticking, 150 Thread Count (solid white CRF), Polyester Fiber Fill, 25.1 oz., Reusable.	16 / carton	\$276.13	\$276.13	\$275.15	\$297.16	-7.1%	Certified
PICASE-GP-S	7359800012	Pillowcase, Standard, 20" x 32", 100% cotton, 150 Thread Count, White, Reusable.	Each	\$3.49	\$3.49	\$3.85	\$4.16	-16.1%	Certified
PICASE-GP-Q	7359800013	Pillowcase, Queen, 20" x 36", 100% Cotton, 150 Thread Count, White, Reusable.	Each	\$5.00	\$5.00	\$4.93	\$5.32	-6.1%	Certified
PICASE-GP-K	7359800014	Pillowcase, King Size, 20" x 40", 100% Cotton, 150 Thread Count, White, Reusable.	Each	\$5.97	\$5.97	\$5.75	\$6.21	-3.9%	Certified

Price reduction for 2025 \*

\*Note that the number of pillows per carton was cut in half, and the price was changed accordingly, which resulted in a 1 cent price drop. The 2024 price and fmv pricing was also cut in half to reflect the relative change.



## **Bobby Dodd Institute - Atlanta, GA**

### **Razors**

**For 2025:**

- There has been no request for a price increase with this product.

This product item has been reviewed by DOAS using the standard FMP methodology and has been approved to be within 8% of that FMP.

This category report has been submitted for approval by the Fair Market Pricing Committee.

**Recommendation:** Since this item has been approved to be within FMP, we are requesting that the approved item continue to be certified as mandatory for 2025.

STATE OF GEORGIA SWC PRICING

<i>Part Number</i>	<i>Product Description</i>	<i>UOM</i>	<i>2024 GEPS Price to the State</i>	<i>2025 GEPS Price to the State</i>	<i>2025 SPD Fair Market Value</i>	<i>2025 Certification Max Price (FMV+8%)</i>	<i>2025 Computation (Price vs Max)</i>	<i>2025 Result</i>
65298000001	SINGLE BLADE DISPOSIBLE RAZOR	case of 500	\$37.69	\$37.69	\$37.60	\$40.61	-7.2%	Certified
<i>No Price Changes for 2025</i>								

## New Ventures, Inc. - LaGrange, GA

### Hand Soap, Hand Sanitizer, Surface Cleaner, and Surface Wipes

#### For 2025:

- 10 standard quantity items have price increases requested.
- 11 standard quantity items have no price increases requested
- 6 new volume discounts offered
- 9 items remain free to the State of Georgia
- 13 items are being added (4 of which are free to the State of Georgia)
- 7 items are being removed.

All of these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This category report has been submitted for review by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025.

SKU	Part Number	Product Description	UOM	2024 GEPS Price to the State per case Mandatory	2025 GEPS Price to the State per case Mandatory	2024 GEPS Price to the State (50+ min)	2025 GEPS Price to the State (50+ min)	2024 GEPS Price to the State (500 min)	2025 GEPS Price to the State (500 min)	2025 SPD Fair Market Value	2025 Certification Max Price (FMV+8%)	2025 Computation (Price vs Max)	2025 Result
Purell Foaming Soap - ES8 Products													
7771-02	4859800151	Purell Professional CRT Healthy Soap Naturally Clean Foam - Case of 2 / 1200 mL, ES8 System	case of 2	\$106.22	\$106.22	\$94.12	\$94.12			\$103.63	\$111.92	-5.09%	Certified
7779-02	4859800152	Purell Pro. Healthy Soap 0.5% BAK Antimicrobial Foam - Case of 2 / 1200 mL, ES8 System	case of 2	\$108.82	\$108.82	\$96.72	\$96.72			\$107.62	\$116.23	-6.37%	Certified
7734-01	4859800153	Purell ES8 Touch-Free Soap Dispenser (Graphite)	each	\$0.00	\$0.00					\$0.00	\$0.00	0.00%	Certified
GOJO Foaming Soap - LTX Products													
1911-02	4859800148	GOJO Foaming Soap (Clear and Mild) LTX-12 Dispenser Refill #1911-02 - Case of 2 / 1200 mL	case of 2	\$79.41	\$79.41	\$69.73	\$71.83	\$63.67	\$68.42	\$78.00	\$84.24	-5.73%	Certified
1984-KIT-SUP	4859800131	GOJO "Touchless" Dispenser LTX-12 (Grey) #1984-KIT-SUP - Lifetime Guarantee (free with purchase)	each	\$0.00	\$0.00					\$0.00	\$0.00	0.00%	Certified
GOJO Foaming Soap - ADX Products													
8813-03	4859800110	GOJO Antibacterial Green-Certified Foaming Hand, Hair, and Body Wash (Ginger) ADX-12 Dispenser Refill #8813-03 - Case of 3 / 1250 mL	case of 3	\$79.79	\$79.79	\$68.21	\$70.32			\$80.30	\$86.72	-8.00%	Certified
8811-03	4859800142	GOJO "Clear and Mild" Foaming Soap (Fragrance-Free / Dye-Free) ADX-12 Dispenser Refill #8811-03 - Case of 3 / 1250 mL	case of 3	\$71.33	\$71.33	\$62.34	\$64.44			\$69.02	\$74.54	-4.31%	Certified
8884-06	4859800115	GOJO Dispenser ADX-12 (Dark Grey/White) #8884-06 - Lifetime guarantee (free with purchase)	each	\$0.00	\$0.00					\$0.00	\$0.00	0.00%	Certified
GOJO Foaming Soap - FMX Products													
5161-04	4859800118	GOJO Luxury Foaming Soap (Cranberry) FMX Dispenser Refill #5161-04 - Case of 4 / 1250 mL	case of 4	\$111.29	\$113.40					\$112.49	\$121.49	-6.66%	Certified
5162-04	4859800119	GOJO Luxury Antibacterial Foaming Soap (Orange Blossom) FMX Dispenser Refill #5162-04 - Case of 4 / 1250 mL	case of 4	\$111.29	\$113.40					\$112.49	\$121.49	-6.66%	Certified
5165-04	4859800120	GOJO Green-Certified (Fragrance-Free) Foaming Soap FMX Dispenser Refill #5165-04 - Case of 4 / 1250 mL	case of 4	\$94.79	\$105.32					\$98.01	\$105.85	-0.51%	Certified
5150-06	4859800126	GOJO Gray FMX Dispenser 1250 mL	each	\$0.00	\$0.00					\$0.00	\$0.00	0.00%	Certified
5155-06	4859800127	GOJO Black FMX Dispenser 1250 mL	each	\$0.00	\$0.00					\$0.00	\$0.00	0.00%	Certified
5261-02	4859800121	GOJO Luxury Foaming Soap (Cranberry) FMX-20 Dispenser Refill #5261-02- Case of 2 / 2000 mL	case of 2	\$68.94	\$80.00	\$66.41	\$69.57	\$60.22	\$63.38	\$80.21	\$86.63	-7.65%	Certified
5263-02	4859800143	GOJO Green Certified Foaming Hand, Hair, and Body Wash (Melon) FMX Dispenser Refill #5263-02 - Case of 2 / 2000 mL	case of 2	\$80.99	\$80.99	\$72.88	\$76.04	\$67.09	\$70.25	\$80.21	\$86.63	-6.51%	Certified
5270-06	4859800144	GOJO FMX-20 (Dark Grey/White) #5270-06 - Lifetime guarantee (free with purchase)	each	\$0.00	\$0.00					\$0.00	\$0.00	0.00%	Certified
Purell Hand Sanitizer - Standalone Products													
9691-12	4859800106	Purell Green-Certified Instant Hand Sanitizer Gel #9691-12 w/pump - Case of 12 / 8 fl oz	case of 12	\$80.07	\$80.07					\$81.48	\$88.00	-9.01%	Certified
3691-12 **	4859800107	Purell Green-Certified Instant Hand Sanitizer Gel #3691-12 S w/pump - Case of 12 / 12 fl oz	case of 12	\$102.07	\$104.19					\$101.02	\$109.10	-4.50%	Certified
Purell Foaming Hand Sanitizer - ES8 Products													
7751-02-SUP00	4859800154	Purell Pro. Advanced Hand Sanitizer Fragrance Free Foam - Case of 2 / 1200 mL, ES8 System	case of 2	\$103.63	\$103.63					\$102.25	\$110.43	-6.16%	Certified
7720-01	4859800155	Purell ES8 Touch-Free Hand Sanitizer Dispenser (White)	each	\$0.00	\$0.00					\$0.00	\$0.00	0.00%	Certified
Purell Hand Sanitizer - LTX Products													
1903-02-SUP00	4859800134	Purell Advanced Green-Certified Instant Hand Sanitizer LTX-12 Dispenser Refill #1903-02-SUP00 - Case of 2 / 1200mL	case of 2	\$61.93	\$62.98	\$53.82	\$54.87			\$59.54	\$64.30	-2.06%	Certified
1904-02-SUP00	4859800135	Purell Advanced Green-Certified Foaming Instant Hand Sanitizer LTX-12 Dispenser Refill #1904-02-SUP00 - Case of 2 / 1200mL	case of 2	\$86.39	\$89.55	\$80.99	\$84.15			\$85.40	\$92.23	-2.91%	Certified
1920-KIT-SUP	4859800137	Purell "Touchless" Dispenser LTX-12 (White) #1920-KIT-SUP - Lifetime guarantee (Free with purchase)	each	\$0.00	\$0.00					\$0.00	\$0.00	0.00%	Certified
7028-DS *	4859800141	GOJO/Purell Touch-Free Stand #7028-DS	each	\$158.58	\$158.58					\$149.23	\$161.17	-1.61%	Certified
Purell Hand Sanitizer - ADX Products													
8803-03	4859800111	Purell Advanced Green-Certified Instant Hand Sanitizer ADX-12 Dispenser Refill #8803-03 - Case of 3 / 1200mL	case of 3	\$72.65	\$73.71	\$65.71	\$66.76			\$74.90	\$80.89	-8.88%	Certified
8820-06	4859800116	Purell ADX-12 White/White Dispenser #8820-06 - Lifetime guarantee (Free with purchase)	each	\$0.00	\$0.00					\$0.00	\$0.00	0.00%	Certified
Behavioral Dispensers													
1926-01	4859800150	Purell Behavioral Health High Security Dispenser	each	\$411.05	\$411.05					\$405.33	\$437.76	-6.10%	Certified
Purell Surface Spray Products													
3341-03	4859800157	Purell Foodservice Surface Disinfectant Spray Case of 3/ 32oz	case of 3	\$27.07	\$28.13					\$29.52	\$31.88	-11.78%	Certified
3342-03	4859800158	Purell Professional Surface Disinfectant Spray Case of 3/ 32oz	case of 3	\$27.07	\$28.13					\$29.52	\$31.88	-11.78%	Certified
Purell Surface Wipes													
9342-06	4859800159	Purell Disinfecting and Sanitizing Surface Wipes - 110 Wipes Per Canister	case of 6	\$74.94	\$74.94					\$72.90	\$78.73	-4.82%	Certified

\* Formerly 2425-DS / \*\* Formerly 9747-12-S

Price Increases for 2024

SKU	Part Number	Product Description	UOM	2024 GEPS Price to the State per case Mandatory	2025 GEPS Price to the State per case Mandatory	2024 GEPS Price to the State (50+ min)	2025 GEPS Price to the State (50+ min)	2024 GEPS Price to the State (500 min)	2025 GEPS Price to the State (500 min)	2025 SPD Fair Market Value	2025 Certification Max Price (FMV+8%)	2025 Computation (Price vs Max)	2025 Result
<b>TO BE ADDED</b>													
7000-DS-BLNK	4859800161	Purell Floor Stand ES8, ES10 7000-DS-BLNK	each		\$150.53					\$142.85	\$154.28	-2.43%	Certified
TBD	4859800162	Purell ES10 Touch-Free Hand Sanitizer Dispenser (White)	each		\$0.00					\$0.00	\$0.00	0.00%	Certified
8351-02-SUP00	4859800163	PURELL ES10 Advanced Hand Sanitizer Fragrance Free Foam, 1200 mL	case of 2		\$104.21		\$98.95			\$98.00	\$105.84	-1.54%	Certified
TBD	4859800164	PURELL® ES10 Touch-Free Hand Soap Dispenser, Graphite	each		\$0.00					\$0.00	\$0.00	0.00%	Certified
8385-02-SUP00	4859800165	PURELL® ES10 Healthy Soap with Clean Release Technology Fragrance Free Foam 1	case of 2		\$106.32		\$101.05			\$102.66	\$110.87	-4.11%	Certified
8383-02-SUP00	4859800166	PURELL® ES10 Antimicrobial Fragrance Free Foaming Hand Soap, 1200 mL	case of 2		\$109.47		\$104.21			\$115.01	\$124.21	-11.86%	Certified
5121-KIT-SUP00	4859800167	PURELL® CS4 Manual Hand Sanitizer Dispenser, White	each		\$0.00					\$0.00	\$0.00	0.00%	Certified
5151-04-SUP00	4859800168	PURELL® CS4 Advanced Green Certified Instant Hand Sanitizer Foam, 1200 mL	case of 4		\$104.86		\$101.80			\$97.81	\$105.63	-0.73%	Certified
5134-KIT-SUP00	4859800169	PURELL® CS4 Manual Hand Soap Dispenser, Graphite	each		\$0.00					\$0.00	\$0.00	0.00%	Certified
5174-04-SUP00	4859800170	PURELL® CS4 HEALTHY SOAP® Mild Foam, Dye & Fragrance Free, 1250 mL	case of 4		\$89.47		\$84.21			\$92.55	\$99.95	-10.49%	Certified
5178-04-SUP00	4859800171	PURELL® CS4 HEALTHY SOAP® 0.5% PCMX Antimicrobial Foam, 1250 mL	case of 4		\$94.21		\$88.56			\$87.93	\$94.96	-0.79%	Certified
3841-01	4859800172	Purell Body Fluid Spill Kit Clamshell 2 refills, clamshell included	each		\$81.87					\$0.00	\$0.00	0.00%	Certified
3841--RFL	4859800173	Purell Body Fluid Spill Kit, Refill only 2/case	case of 2		\$47.24					\$0.00	\$0.00	0.00%	Certified
<b>TO BE REMOVED</b>													
8827-03	4859800109	GOJO Antibacterial Foaming Soap (Plum) ADX-12 Dispenser Refill #8827-03 (replaces #8812-03) - Case of 3 / 1250 mL											
5361-02	4859800123	GOJO Premium Foaming Soap (Cranberry) with Skin Conditioners TFX Dispenser Refill #5361-02 - Case of 2 / 1200 mL											
NVI 001-03	4859800145	Venture Foaming Soap Refill - Case of 4 / 1250 mL											
NVI 003-06	4859800146	Venture Foaming Soap Dispenser 1250 mL (Black) - Lifetime guarantee (Free with purchase)											
NVI 002-06	4859800147	Venture Foaming Soap Dispenser 1250 mL (Grey) - Lifetime guarantee (Free with purchase)											
7218-DS	4859800160	Purell ES8 Floor Stand 7218-DS											
1925-01	4859800149	GOJO Behavioral Health High Security Dispenser											

## **Bobby Dodd Institute - Atlanta, GA**

### **Reman Toners**

#### **For 2025:**

Out of 412 existing items

- 393 Price increases requested.
- 7 Price decreases requested.
- 12 Items with no change in price.
- 45 new items are being added.
- 19 items are being removed.

All of these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This product category report has been submitted for approval by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025

STATE OF GEORGIA SWC PRICING

Part Number	Product Description	UOM	2024 GEPS Price to the State	2025 GEPS Price to the State	2025 SPD Fair Market Value	2025 Certification Max Price (FMV+8%)	2025 Computation (Price vs Max)	2025 Result
<b>HP</b>								
2077290456	Reman Toner, HP C3906A (or HP 06A)	each	\$50.30	\$51.31	\$55.93	\$60.40	-15.1%	Certified
2077290460	Reman Toner, HP C3909A (or HP 09A)	each	\$78.00	\$80.73	\$81.16	\$87.65	-7.9%	Certified
2079800003	Reman Toner, HP C4127X (or HP 27X HY)	each	\$56.51	\$58.48	\$55.93	\$60.40	-3.2%	Certified
2079800004	Reman Toner, HP C4129X (or HP 29X HY)	each	\$83.26	\$86.17	\$86.99	\$93.95	-8.3%	Certified
2079800023	Reman Toner, HP C4092A (or HP 92A)	each	\$48.56	\$50.26	\$55.93	\$60.40	-16.8%	Certified
2079800024	Reman Toner, HP C4096A (or HP 96A)	each	\$53.99	\$55.88	\$55.93	\$60.40	-7.5%	Certified
2079800025	Reman Toner, HP C4182X (or HP 82X, HY)	each	\$72.40	\$74.94	\$70.00	\$75.60	-0.9%	Certified
2079800075	Reman Toner, HP C7115A (or HP 15A)	each	\$56.80	\$58.78	\$55.93	\$60.40	-2.7%	Certified
2079800076	Reman Toner, HP C8061X (or HP 61X HY)	each	\$58.86	\$60.92	\$65.35	\$70.58	-13.7%	Certified
2079800086	Reman Toner, HP C9720A (or HP 20A)	each	\$93.61	\$96.89	\$98.05	\$105.89	-8.5%	Certified
2079800087	Reman Toner, HP C9721A CY (or HP 21A CY)	each	\$93.61	\$96.89	\$98.05	\$105.89	-8.5%	Certified
2079800088	Reman Toner, HP C9722A YEL (or HP 22A YEL)	each	\$93.61	\$96.89	\$98.05	\$105.89	-8.5%	Certified
2079800089	Reman Toner, HP C9723A MAG (or HP 23A MAG)	each	\$93.61	\$96.89	\$98.05	\$105.89	-8.5%	Certified
2079800094	Reman Toner, HP C8543X (or HP 43X, HY)	each	\$174.51	\$180.61	\$188.00	\$203.04	-11.0%	Certified
2079800098	Reman Toner, HP Q2613X (or HP 13X HY)	each	\$52.48	\$54.32	\$55.93	\$60.40	-10.1%	Certified
2079800099	Reman Toner, HP C2610A (or HP 10A)	each	\$56.58	\$58.56	\$55.93	\$60.40	-3.1%	Certified
2079800152	Reman Toner, HP Q2612A (or HP 12A)	each	\$44.35	\$45.90	\$44.89	\$48.48	-5.3%	Certified
2079800153	Reman Toner, HP Q5942X (or HP 42X HY)	each	\$81.70	\$85.65	\$86.99	\$93.95	-8.8%	Certified
2079800158	Reman Toner, HP C9730A (or HP 645A)	each	\$115.87	\$119.92	\$116.23	\$125.53	-4.5%	Certified
2079800159	Reman Toner, HP C9731A (or HP 31A)	each	\$115.87	\$119.92	\$116.23	\$125.53	-4.5%	Certified
2079800160	Reman Toner, HP C9732A (or HP 32A)	each	\$112.12	\$117.13	\$116.23	\$125.53	-6.7%	Certified
2079800161	Reman Toner, HP C9733A (or HP 33A)	each	\$112.12	\$117.13	\$116.23	\$125.53	-6.7%	Certified
2079800174	Reman Toner, HP Q2624X (or HP 24X)	each	\$57.33	\$59.34	\$55.93	\$60.40	-1.8%	Certified
2079800175	Reman Toner, HP Q5949A (or HP 49A)	each	\$52.39	\$54.23	\$55.93	\$60.40	-10.2%	Certified
2079800177	Reman Toner, HP Q6511X (or HP 11X HY)	each	\$77.15	\$79.85	\$76.26	\$82.36	-3.0%	Certified
2079800206	Reman Toner, HP Q1338A (or HP 38A)	each	\$80.20	\$83.01	\$81.16	\$87.65	-5.3%	Certified
2079800207	Reman Toner, HP Q1339A (or HP 39A)	each	\$87.72	\$90.80	\$91.43	\$98.74	-8.0%	Certified
2079800208	Reman Toner, HP Q5942A (or HP 42A)	each	\$77.15	\$79.85	\$76.26	\$82.36	-3.0%	Certified
2079800209	Reman Toner, HP Q5950A (or HP 50A)	each	\$103.25	\$106.86	\$107.55	\$116.15	-8.0%	Certified
2079800210	Reman Toner, HP Q5951A CYAN (or HP 51A CYAN)	each	\$106.03	\$109.74	\$107.55	\$116.15	-5.5%	Certified
2079800211	Reman Toner, HP Q7581A CY (or HP 81A CY)	each	\$97.63	\$101.05	\$101.55	\$109.67	-7.9%	Certified
2079800212	Reman Toner, HP Q7583A MAG (or HP 503A MAG)	each	\$98.86	\$102.32	\$101.55	\$109.67	-6.7%	Certified
2079800213	Reman Toner, HP Q6470A (or HP 70A)	each	\$84.38	\$87.33	\$86.99	\$93.95	-7.0%	Certified
2079800214	Reman Toner, HP Q5953A MAG (or HP 53A MAG)	each	\$106.03	\$109.74	\$107.55	\$116.15	-5.5%	Certified
2079800215	Reman Toner, HP Q5952A YEL (or HP 52A YEL)	each	\$106.03	\$109.74	\$107.55	\$116.15	-5.5%	Certified
2079800216	Reman Toner, HP Q5949X HY (or HP 49X HY)	each	\$58.38	\$60.42	\$65.35	\$70.58	-14.4%	Certified
2079800217	Reman Toner, HP Q7551A (or HP 51A)	each	\$81.33	\$84.18	\$81.16	\$87.65	-4.0%	Certified
2079800218	Reman Toner, HP Q7553A (or HP 53A)	each	\$55.43	\$57.37	\$55.93	\$60.40	-5.0%	Certified
2079800219	Reman Toner, HP Q6471A CY (or HP 502A)	each	\$80.81	\$83.63	\$81.16	\$87.65	-4.6%	Certified
2079800220	Reman Toner, HP Q6473A MAG (or HP 73A MAG)	each	\$94.66	\$97.97	\$98.05	\$105.89	-7.5%	Certified
2079800221	Reman Toner, HP Q6472A YEL (or HP 72A YEL)	each	\$94.66	\$97.97	\$98.05	\$105.89	-7.5%	Certified
2079800222	Reman Toner, HP Q6511A (or HP 11A)	each	\$64.97	\$67.24	\$65.35	\$70.58	-4.7%	Certified
2079800223	Reman Toner, HP C7115X HY (or HP 15X HY)	each	\$51.37	\$53.16	\$55.93	\$60.40	-12.0%	Certified
2079800225	Reman Toner, HP Q6001A CY (or HP 01A CY)	each	\$66.48	\$68.81	\$65.35	\$70.58	-2.5%	Certified
2079800226	Reman Toner, HP Q6003A MAG (HP 03A MAG)	each	\$66.48	\$68.81	\$65.35	\$70.58	-2.5%	Certified

**STATE OF GEORGIA SWC PRICING**

<b>Part Number</b>	<b>Product Description</b>	<b>UOM</b>	<b>2024 GEPS Price to the State</b>	<b>2025 GEPS Price to the State</b>	<b>2025 SPD Fair Market Value</b>	<b>2025 Certification Max Price (FMV+8%)</b>	<b>2025 Computation (Price vs Max)</b>	<b>2025 Result</b>
2079800227	Reman Toner, HP Q6002A YEL (or HP 02A YEL)	each	\$66.48	\$68.81	\$65.35	\$70.58	-2.5%	Certified
2079800231	Reman Toner, HP Q7582A YEL (or HP 82A YEL)	each	\$98.86	\$102.32	\$101.55	\$109.67	-6.7%	Certified
2079800232	Reman Toner, HP Q7516A (or HP 314A, Cyan) (5200, M5025mfp, M5035mfp)	each	\$99.56	\$100.56	\$101.55	\$109.67	-8.3%	Certified
2079800233	Reman Toner, HP CF214X (or HP 14X) (M712 MFP, M725 MFP HY)	each	\$104.22	\$107.86	\$107.55	\$116.15	-7.1%	Certified
2079800234	Reman Toner, HP CC364A (or HP 64A) (P4014, P4015, P4515 Series)	each	\$90.86	\$94.04	\$91.43	\$98.74	-4.8%	Certified
2079800235	Reman Toner, HP CC364X (or HP 64X) (P4015,P4515)	each	\$120.77	\$125.00	\$128.54	\$138.82	-10.0%	Certified
2079800236	Reman Toner, HP CE390A (or HP 90A Black) (Enterprise M601dn, M601n, M602dn, M602n, M602x, M603dn, M603n, M603xh, M4555f MFP, M4555fskm, M4555h)	each	\$107.57	\$111.33	\$113.85	\$122.96	-9.5%	Certified
2079800237	Reman Toner, HP CE390X (or HP 90X Black) (Enterprise M4555f MFP, M4555fskm, M4555h, M602dn, M602n, M602x, M603dn, M603n, M603xh)	each	\$142.46	\$147.45	\$137.58	\$148.59	-0.8%	Certified
2079800238	Reman Toner, HP Q7551X (or HP 51X) (P3005, M3035)	each	\$68.89	\$80.05	\$81.16	\$87.65	-8.7%	Certified
2079800239	Reman Toner, HP Q7553X (or HP 53X) (HP P2015, M2727MFP)	each	\$72.58	\$80.55	\$81.16	\$87.65	-8.1%	Certified
2079800240	Reman Toner, HP CE255A (or HP 55A) (P3010 Series, P3015, P3015d, P3015dn, P3015x, P3016,M521dn MFP, M525f MFP, M525dn MFP, M525c MFP)	each	\$96.05	\$99.42	\$98.05	\$105.89	-6.1%	Certified
2079800241	Reman Toner, HP CE255X (or HP 55X) (P3010 Series, P3015, P3015d, P3015dn, P3015x, P3016,M521dn MFP, M525f MFP, M525dn MFP, M525c MFP)	each	\$110.13	\$113.98	\$113.85	\$122.96	-7.3%	Certified
2079800242	Reman Toner, HP CE505A (or HP 05A) (P2035,P2035n, P2055, P2055d, P2055dn, P2055x)	each	\$68.69	\$71.10	\$70.00	\$75.60	-6.0%	Certified
2079800243	Reman Toner, HP CE505X (or HP 05X) (P2055, P2055d,P2055dn, P2055x)	each	\$92.13	\$92.83	\$91.43	\$98.74	-6.0%	Certified
2079800244	Reman Toner, HP CF280A (or HP 80A) (Pro M401 Series, M425 Series MFP)	each	\$67.02	\$67.35	\$65.35	\$70.58	-4.6%	Certified
2079800245	Reman Toner, HP CF280X (or HP 80X) (Pro M401 Series, M425 Series MFP)	each	\$115.87	\$92.45	\$91.43	\$98.74	-6.4%	Certified
2079800246	Reman Toner, HP CE278A (or HP 78A) (P1606dn, M1536dnf)	each	\$52.62	\$55.56	\$55.93	\$60.40	-8.0%	Certified
2079800247	Reman Toner, HP CE285A (or HP 85A) (Pro M1130 Series, M1132 MFP, M1134, M1136, M1137, M1138, M1139, M1212, M1212f, M1213, M1214, M1216, M1217, M1219, P1102, P1102w)	each	\$51.15	\$54.02	\$55.93	\$60.40	-10.6%	Certified
2079800248	Reman Toner, HP Q6000A Black (HP 124A) (or HP 00 A Blk )	each	\$61.90	\$68.81	\$65.35	\$70.58	-2.5%	Certified
2079800249	Reman Toner, HP CE410A (or HP 305A Black) (Color Pro M351, M375, M451, M475 MFP - Black)	each	\$61.90	\$69.12	\$65.35	\$70.58	-2.1%	Certified
2079800250	Reman Toner, HP CE410X (or HP 305X Black) (Color Pro M351, M375, M451, M475 MFP - Black)	each	\$61.90	\$73.47	\$70.00	\$75.60	-2.8%	Certified
2079800251	Reman Toner, HP CE411A (or HP 305A Cyan) (Color Pro M351, M375, M451, M475 MFP - Cyan)	each	\$61.90	\$71.30	\$70.00	\$75.60	-5.7%	Certified
2079800252	Reman Toner, HP CE412A (or HP 305A Yellow) (Color Pro M351, M375, M451, M475 MFP - Yellow)	each	\$61.18	\$71.30	\$70.00	\$75.60	-5.7%	Certified
2079800253	Reman Toner, HP CE413A (or HP 305A Magenta) (Color Pro M351, M375, M451, M475 MFP - Magenta)	each	\$68.89	\$71.30	\$70.00	\$75.60	-5.7%	Certified
2079800254	Reman Toner, HP CC530A (or HP 304A Black) (Color CP2025, CP2025n, CP2025dn, CP2025x, CM2320n, CM2320nf, CM2320fxi - Black)	each	\$72.58	\$75.12	\$76.26	\$82.36	-8.8%	Certified
2079800255	Reman Toner, HP CC531A (or HP 304A Cyan) (Color CP2025, CP2025n, CP2025dn, CP2025x, CM2320n, CM2320nf, CM2320fxi - Cyan)	each	\$83.94	\$86.87	\$86.99	\$93.95	-7.5%	Certified
2079800256	Reman Toner, HP CC532A (or HP 304A Yellow) (Color CP2025, CP2025n, CP2025dn, CP2025x, CM2320n, CM2320nf, CM2320fxi - Yellow)	each	\$83.94	\$86.87	\$86.99	\$93.95	-7.5%	Certified
2079800257	Reman Toner, HP CC533A (or HP 304A Magenta) (Color CP2025, CP2025n, CP2025dn, CP2025x, CM2320n, CM2320nf, CM2320fxi - Magenta)	each	\$83.94	\$86.87	\$86.99	\$93.95	-7.5%	Certified



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2079800258	Reman Toner, HP CE250A (or HP 504A Black) (Color CP3525dn,CP3525n, CP3525x, CM3530 MFP, CM3530fs Series - Black)	each	\$92.13	\$95.35	\$98.05	\$105.89	-10.0%	Certified
2079800259	Reman Toner, HP CE250X (or HP 504X Black) (Color CP3525dn,CP3525n, CP3525x, CM3530 MFP, CM3530fs Series - Black)	each	\$121.76	\$126.02	\$128.54	\$138.82	-9.2%	Certified
2079800260	Reman Toner, HP CE251A (or HP 504A Cyan) (Color CP3525dn,CP3525n, CP3525x, CM3530 MFP, CM3530fs Series - Cyan)	each	\$115.87	\$119.92	\$116.23	\$125.53	-4.5%	Certified
2079800261	Reman Toner, HP CE252A (or HP 504A Yellow) (Color CP3525dn,CP3525n, CP3525x, CM3530 MFP, CM3530fs Series - Yellow)	each	\$115.87	\$119.92	\$116.23	\$125.53	-4.5%	Certified
2079800262	Reman Toner, HP CE253A (or HP 504A Magenta) (Color CP3525dn,CP3525n, CP3525x, CM3530 MFP, CM3530fs Series - Magenta)	each	\$115.87	\$119.92	\$116.23	\$125.53	-4.5%	Certified
2079800263	Reman Toner, HP CB540A (or HP 125A Black) (Color CP1215, CP1515, CP1518, CM1312 MFP - Black)	each	\$59.98	\$63.17	\$65.35	\$70.58	-10.5%	Certified
2079800264	Reman Toner, HP CB541A (or HP 125A Cyan) (Color CP1215, CP1515, CP1518, CM1312 MFP - Cyan)	each	\$59.98	\$60.23	\$65.35	\$70.58	-14.7%	Certified
2079800265	Reman Toner, HP CB542A (or HP 125A Yellow) (Color CP1215, CP1515, CP1518, CM1312 MFP - Yellow)	each	\$61.90	\$61.90	\$65.35	\$70.58	-12.3%	Certified
2079800266	Reman Toner, HP CB543A (or HP 125A Magenta) (Color CP1215, CP1515, CP1518, CM1312 MFP - Magenta)	each	\$59.98	\$61.90	\$65.35	\$70.58	-12.3%	Certified
2079800267	Reman Toner, HP CF210A (or HP 131A Black) (Color Pro M251nw MFP, M276new MFP Black)	each	\$61.18	\$63.32	\$65.35	\$70.58	-10.3%	Certified
2079800268	Reman Toner, HP CF211A (or HP 131A Cyan) (Color Pro M251nw MFP, M276new MFP Cyan)	each	\$61.99	\$62.10	\$65.35	\$70.58	-12.0%	Certified
2079800269	Reman Toner, HP CF212A (or HP 131A Yellow) (Color Pro M251nw MFP, M276new MFP Yellow)	each	\$63.98	\$66.22	\$65.35	\$70.58	-6.2%	Certified
2079800270	Reman Toner, HP CF213A (or HP 131A Magenta) (Color Pro M251nw MFP, M276new MFP Magenta)	each	\$61.99	\$62.91	\$65.35	\$70.58	-10.9%	Certified
2079800271	Reman Toner, HP CE320A (or HP 128A Black) (Color Pro CP1525, CM1415 Series - Black)	each	\$61.90	\$64.06	\$65.35	\$70.58	-9.2%	Certified
2079800272	Reman Toner, HP CE321A (or HP 128A Cyan) (Color Pro CP1525, CM1415 Series - Cyan)	each	\$61.90	\$64.06	\$65.35	\$70.58	-9.2%	Certified
2079800273	Reman Toner, HP CE322A (or HP 128A Yellow) (Color Pro CP1525, CM1415 Series - Yellow)	each	\$61.90	\$64.06	\$65.35	\$70.58	-9.2%	Certified
2079800274	Reman Toner, HP CE323A (or HP 128A Magenta) (Color Pro CP1525, CM1415 Series - Magenta)	each	\$59.98	\$62.38	\$65.35	\$70.58	-11.6%	Certified
2079800275	Reman Toner, HP CE310A (or HP 126A Black) (Color CP1025nw, M175nw MFP, M275nw - Black)	each	\$54.54	\$58.24	\$55.93	\$60.40	-3.6%	Certified
2079800276	Reman Toner, HP CE311A (or HP 126A Cyan) (Color CP1025nw, M175nw MFP, M275nw - Cyan)	each	\$54.54	\$56.99	\$55.93	\$60.40	-5.7%	Certified
2079800277	Reman Toner, HP CE312A (or HP 126A Magenta) (Color CP1025nw, M175nw MFP, M275nw - Magenta)	each	\$56.27	\$58.24	\$55.93	\$60.40	-3.6%	Certified
2079800278	Reman Toner, HP CE313A (or HP 126A Yellow) (Color CP1025nw, M175nw MFP, M275nw - Yellow)	each	\$56.27	\$58.24	\$55.93	\$60.40	-3.6%	Certified
2079800279	Reman Toner, HP Q6460A (or HP 644A Black) (Color 4730 Series - Black)	each	\$103.25	\$106.86	\$107.55	\$116.15	-8.0%	Certified
2079800280	Reman Toner, HP Q6461A (or HP 644A Cyan) (Color 4730 Series - Cyan)	each	\$106.03	\$109.74	\$107.55	\$116.15	-5.5%	Certified
2079800281	Reman Toner, HP Q6462A (or HP 644A Yellow) (Color 4730 Series - Yellow)	each	\$106.03	\$109.74	\$107.55	\$116.15	-5.5%	Certified

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2079800282	Reman Toner, HP Q6463A (or HP 644A Magenta) (Color 4730 Series - Magenta)	each	\$106.03	\$109.74	\$107.55	\$116.15	-5.5%	Certified
2079800283	Reman Toner, HP CB400A (or HP 642A Black) (Color CP 4005 Series - Black)	each	\$104.65	\$108.31	\$107.55	\$116.15	-6.8%	Certified
2079800284	Reman Toner, HP CB401A (or HP 642A Cyan) (Color CP 4005 Series - Cyan)	each	\$117.78	\$121.90	\$122.25	\$132.03	-7.7%	Certified
2079800285	Reman Toner, HP CB402A (or HP 642A Yellow) (Color CP 4005 Series - Yellow)	each	\$117.78	\$121.90	\$122.25	\$132.03	-7.7%	Certified
2079800286	Reman Toner, HP CB403A (or HP 642A Magenta) (Color CP 4005 Series - Magenta)	each	\$117.78	\$121.90	\$122.25	\$132.03	-7.7%	Certified
2079800287	Reman Toner, HP CE270A (or HP 650A Black) (Color Enterprise CP5525 Series, M750 Series Black)	each	\$134.34	\$139.04	\$137.58	\$148.59	-6.4%	Certified
2079800288	Reman Toner, HP CE271A (or HP 650A Cyan) (Color Enterprise CP5525 Series, M750 Series Cyan)	each	\$157.09	\$162.58	\$164.00	\$177.12	-8.2%	Certified
2079800289	Reman Toner, HP CE272A (or HP 650A Yellow) (Color Enterprise CP5525 Series, M750 Series Yellow)	each	\$157.09	\$162.58	\$164.00	\$177.12	-8.2%	Certified
2079800290	Reman Toner, HP CE273A (or HP 650A Magenta) (Color Enterprise CP5525 Series, M750 Series Magenta)	each	\$137.46	\$142.27	\$137.58	\$148.59	-4.3%	Certified
2079800296	Reman Toner CB436A (HP 36A Black) M1120, M1522, M1522N, M1522N MFP, M1522NF, M1522NF MFP, P1505, P1505N	each	\$54.29	\$56.19	\$55.93	\$60.40	-7.0%	Certified
2079800297	Reman Toner CB435A (HP 35A Black)P1002, P1003, P1004, P1005, P1006, P1009	each	\$51.15	\$51.91	\$55.93	\$60.40	-14.1%	Certified
2079800298	Reman Toner CF281A (HP 81A Black) LaserJet Enterprise M604DN, M604N, M605DN, M605N, M605X, M606DN, M606X; LaserJet Enterprise MFP M630DN, M630F, M630H; LaserJet Enterprise Flow MFP M630Z; LaserJet M625DW	each	\$97.63	\$101.05	\$101.55	\$109.67	-7.9%	Certified
2079800311	Reman Toner CF210X (HP 131X, Black, High Yield) LaserJet Pro 200 Color M251NW; LaserJet Pro Color MFP M276NW	each	\$65.39	\$65.39	\$65.35	\$70.58	-7.4%	Certified
2079800312	Reman Toner CE400A (HP 507A, Black) Color LaserJet M551N, M551DN, M551XH; Color LaserJet Enterprise 500 MFP M570DN, M575DN, M575F	each	\$89.34	\$92.47	\$91.43	\$98.74	-6.4%	Certified
2079800313	Reman Toner CE400X (HP 507X, Black, High Yield) Color LaserJet M551N, M551DN, M551XH; Color LaserJet Enterprise 500 MFP M570DN, M575DN, M575F	each	\$114.89	\$118.91	\$116.23	\$125.53	-5.3%	Certified
2079800314	Reman Toner CE401A (HP 507A, Cyan) Color LaserJet M551N, M551DN, M551XH; Color LaserJet Enterprise 500 MFP M570DN, M575DN, M575F	each	\$119.43	\$119.89	\$116.23	\$125.53	-4.5%	Certified
2079800315	Reman Toner CE402A (HP 507A, Yellow) Color LaserJet M551N, M551DN, M551XH; Color LaserJet Enterprise 500 MFP M570DN, M575DN, M575F	each	\$119.43	\$123.61	\$122.25	\$132.03	-6.4%	Certified
2079800316	Reman Toner CE403A (HP 507A, Magenta) Color LaserJet M551N, M551DN, M551XH; Color LaserJet Enterprise 500 MFP M570DN, M575DN, M575F	each	\$119.43	\$123.61	\$122.25	\$132.03	-6.4%	Certified
2079800317	Reman Toner CE260A (HP 647A/646A, Black) Color LaserJet Enterprise CP4025DN, CP4025N, CP4520, CP4525, CP4525DN, CP4525N, CP4525XH; CM4540, CM4540F, CM4540FSKM	each	\$101.19	\$104.73	\$101.55	\$109.67	-4.5%	Certified
2079800318	Reman Toner CE260X (HP 649X Black, High Yield) Color LaserJet Enterprise CP4525, CP4525DN, CP4525N, CP4525XH	each	\$116.23	\$116.23	\$116.23	\$125.53	-7.4%	Certified
2079800319	Reman Toner CE261A (HP 648A, Cyan) Color LaserJet Enterprise CP4025DN, CP4025N, CP4520, CP4525, CP4525DN, CP4525N, CP4525XH	each	\$110.72	\$114.59	\$113.85	\$122.96	-6.8%	Certified
2079800320	Reman Toner CE262A (HP 648A, Yellow) Color LaserJet Enterprise CP4025DN, CP4025N, CP4520, CP4525, CP4525DN, CP4525N, CP4525XH	each	\$110.72	\$114.59	\$113.85	\$122.96	-6.8%	Certified
2079800321	Reman Toner CE263A (HP 648A, Magenta) Color LaserJet Enterprise CP4025DN, CP4025N, CP4520, CP4525, CP4525DN, CP4525N, CP4525XH	each	\$110.72	\$114.59	\$113.85	\$122.96	-6.8%	Certified
2079800322	Reman Toner CF380X (HP 312X, Black, High Yield) Color LaserJet Pro M476DN, M476DW, M476NW	each	\$76.60	\$78.49	\$76.26	\$82.36	-4.7%	Certified

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2079800323	Reman Toner CF381A (HP 312A, Cyan) Color LaserJet Pro M476DN, M476DW, M476NW	each	\$99.41	\$102.89	\$101.55	\$109.67	-6.2%	Certified
2079800324	Reman Toner CF382A (HP 312A, Yellow) Color LaserJet Pro M476DN, M476DW, M476NW	each	\$96.04	\$100.54	\$101.55	\$109.67	-8.3%	Certified
2079800325	Reman Toner CF383A (HP 312A, Magenta) Color LaserJet Pro M476DN, M476DW, M476NW	each	\$99.41	\$102.89	\$101.55	\$109.67	-6.2%	Certified
2079800326	Reman Toner CF283A (HP 83A Black) LaserJet Pro M125 MFP, LaserJet Pro M127fn MFP, LaserJet Pro M127fw MFP, LaserJet Pro M130fn, LaserJet Pro M130fw, LaserJet Pro M130nw, LaserJet Pro MFP M225DN, LaserJet Pro M201DW, LaserJet Pro MFP M125nw	each	\$54.29	\$56.19	\$55.93	\$60.40	-7.0%	Certified
2079800327	Reman Toner CF287A (HP 87A Black) Enterprise MFP M527dn, LaserJet Enterprise M527f, LaserJet Enterprise M527z, Enterprise Flow M527c, LaserJet Enterprise M506DN, LaserJet Enterprise M506N, LaserJet Enterprise M506X, LaserJet Pro M501dn	each	\$138.12	\$142.96	\$137.58	\$148.59	-3.8%	Certified
2079800328	Reman Toner CF410A (HP 410A Black) Color LaserJet Pro MFP M377dw, Color LaserJet MFP M477fdn, Color LaserJet MFP M477fdw, Color LaserJet MFP M477fnw, Color LaserJet Pro M452DN, Color LaserJet Pro M452dw, Color LaserJet Pro M452nw, Color LaserJet Pro MFP M377dw	each	\$96.97	\$100.37	\$101.55	\$109.67	-8.5%	Certified
2079800329	Toner CF411A (HP 410A Cyan) Color LaserJet Pro MFP M377dw, Color LaserJet MFP M477fdn, Color LaserJet MFP M477fdw, Color LaserJet MFP M477fnw, Color LaserJet Pro M452DN, Color LaserJet Pro M452dw, Color LaserJet Pro M452nw, Color LaserJet Pro MFP M377dw	each	\$100.02	\$103.53	\$101.55	\$109.67	-5.6%	Certified
2079800330	Reman Toner CF412A (HP 410A Yellow) Color LaserJet Pro MFP M377dw, Color LaserJet MFP M477fdn, Color LaserJet MFP M477fdw, Color LaserJet MFP M477fnw, Color LaserJet Pro M452DN, Color LaserJet Pro M452dw, Color LaserJet Pro M452nw, Color LaserJet Pro MFP M377dw	each	\$100.02	\$103.53	\$101.55	\$109.67	-5.6%	Certified
2079800331	Reman Toner CF413A (HP 410A Magenta) Color LaserJet Pro MFP M377dw, Color LaserJet MFP M477fdn, Color LaserJet MFP M477fdw, Color LaserJet MFP M477fnw, Color LaserJet Pro M452DN, Color LaserJet Pro M452dw, Color LaserJet Pro M452nw, Color LaserJet Pro MFP M377dw	each	\$100.02	\$103.53	\$101.55	\$109.67	-5.6%	Certified
2079800332	Reman Toner CF226A (HP 26A Black) LaserJet Pro M426FDW, LaserJet Pro MFP M426FDN, LaserJet Pro M402DN, LaserJet Pro M402DW, LaserJet Pro M402N	each	\$89.25	\$89.52	\$86.99	\$93.95	-4.7%	Certified
2079800485	Reman Toner HP Color LaserJet Yellow 1500, 1500L, 2500, 2500L, 2500N, 2500TN, 2550, 2550L, 2550N, 2550LN, 2820 AIO, 2840 AIO (HP 121A, 122A, 123A) Cross Compatible with Canon LBP-87, LBP-2410, LBP-2410C, LBP-2410CN, LBP-2410N, LBP-5200; LaserBase MF8180C; ImageClass MF8170, MF8170C, MF8180C (EP-87)	each	\$72.40	\$74.94	\$70.00	\$75.60	-0.9%	Certified
2079800486	Reman Toner HP Color LaserJet Magenta 1500, 1500L, 2500, 2500L, 2500N, 2500TN, 2550, 2550L, 2550N, 2550LN, 2820 AIO, 2840 AIO (HP 121A, 122A, 123A) Cross Compatible with Canon LBP-87, LBP-2410, LBP-2410C, LBP-2410CN, LBP-2410N, LBP-5200; LaserBase MF8180C; ImageClass MF8170, MF8170C, MF8180C (EP-87)	each	\$72.40	\$74.94	\$70.00	\$75.60	-0.9%	Certified
2079800487	Reman Toner HP Color LaserJet (HP 823A), Black CP6015, CP6015DE, CP6015DN, CP6015N, CP6015X, CP6015XH	each	\$122.88	\$123.66	\$122.25	\$132.03	-6.3%	Certified
2079800488	Reman Toner HP Color LaserJet (HP 824A), Cyan CP6015, CP6015DE, CP6015DN, CP6015N, CP6015X, CP6015XH, CM6030 MFP, CM6030F MFP, CM6040 MFP, CM6040F MFP	each	\$122.88	\$127.18	\$128.54	\$138.82	-8.4%	Certified

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2079800489	Reman Toner HP Color LaserJet Yellow CP6015, CP6015DE, CP6015DN, CP6015N, CP6015X, CP6015XH, CM6030 MFP, CM6030F MFP, CM6040 MFP, CM6040F MFP (HP 824A)	each	\$122.88	\$127.18	\$128.54	\$138.82	-8.4%	Certified
2079800490	Reman Toner HP Color LaserJet (HP 824A), Magenta CP6015, CP6015DE, CP6015DN, CP6015N, CP6015X, CP6015XH, CM6030 MFP, CM6030F MFP, CM6040 MFP, CM6040F MFP	each	\$122.88	\$127.18	\$128.54	\$138.82	-8.4%	Certified
2079800491	Reman Toner HP Laserjet Enterprise 700 Color (HP 651A), Black MFP M775DN, M775F, M775Z, M775ZR	each	\$153.02	\$158.38	\$164.00	\$177.12	-10.6%	Certified
2079800492	Reman Toner HP Laserjet Enterprise 700 Color (HP 651A), CyanMFP M775DN, M775F, M775Z, M775ZR	each	\$170.56	\$176.53	\$177.23	\$191.41	-7.8%	Certified
2079800493	Reman Toner HP Laserjet Enterprise 700 Color (HP 651A), Yellow MFP M775DN, M775F, M775Z, M775ZR	each	\$170.56	\$176.53	\$177.23	\$191.41	-7.8%	Certified
2079800494	Reman Toner HP Laserjet Enterprise 700 Color (HP 651A), Magenta MFP M775DN, M775F, M775Z, M775ZR	each	\$170.56	\$176.53	\$177.23	\$191.41	-7.8%	Certified
2079800495	Reman Toner HP Color LaserJet Professional (HP 307A), Black CP5220, CP5225, CP5225DN, CP5225N	each	\$131.29	\$135.88	\$137.58	\$148.59	-8.6%	Certified
2079800496	Reman Toner HP Color LaserJet Professional (HP 307A), Cyan CP5220, CP5225, CP5225DN, CP5225N	each	\$136.90	\$141.70	\$137.58	\$148.59	-4.6%	Certified
2079800497	Reman Toner HP Color LaserJet Professional (HP 307A), Yellow CP5220, CP5225, CP5225DN, CP5225N	each	\$136.90	\$141.70	\$137.58	\$148.59	-4.6%	Certified
2079800498	Reman Toner HP Color LaserJet Professional (HP 307A), Magenta CP5220, CP5225, CP5225DN, CP5225N	each	\$136.90	\$141.70	\$137.58	\$148.59	-4.6%	Certified
2079800499	Reman Toner HP Color LaserJet (HP 646A), Cyan CM4540, CM4540F, CM4540FSKM	each	\$131.99	\$136.61	\$137.58	\$148.59	-8.1%	Certified
2079800500	Reman Toner HP Color LaserJet (HP 646A), Yellow CM4540, CM4540F, CM4540FSKM	each	\$131.99	\$131.99	\$132.89	\$143.52	-8.0%	Certified
2079800501	Reman Toner HP Color LaserJet (HP 646A), Magenta CM4540, CM4540F, CM4540FSKM	each	\$131.99	\$136.61	\$137.58	\$148.59	-8.1%	Certified
2079800502	Reman Toner HP (HP 30A) Laserjet Pro M203DW; LaserJet Pro MFP M227FDN, M227FDW	each	\$60.23	\$62.33	\$65.35	\$70.58	-11.7%	Certified
2079800503	Reman Toner HP Laserjet Enterprise (HP 37A) M607DN, M607N, M608DN, M608N, M608X, M609DN, M609X; LaserJet Enterprise Flow MFP M631H, M632Z, M633Z; LaserJet Enterprise MFP M631DN, M631Z, M632FHT, M632H, M633FH; LaserJet Managed E60055DN, E60065DN, E60065X, E60075DN, E60075X, E60155, E60165	each	\$144.46	\$149.52	\$164.00	\$177.12	-15.6%	Certified
2079800504	Reman Toner HP (HP 79A) Laserjet Pro M12W; LaserJet Pro MFP M26NW	each	\$57.82	\$57.82	\$55.93	\$60.40	-4.3%	Certified
2079800505	Reman Toner HP (HP 94A) Laserjet Pro M118DW; LaserJet Pro MFP M148DW, M148FDW	each	\$52.20	\$54.03	\$55.93	\$60.40	-10.5%	Certified
2079800506	Reman Toner HP Color LaserJet Enterprise Flow (HP 827A), Black MFP M880Z, M880Z+, M880Z+ NFC	each	\$93.43	\$96.70	\$98.05	\$105.89	-8.7%	Certified
2079800507	Reman Toner HP Color LaserJet Enterprise Flow (HP 827A), Cyan MFP M880Z, M880Z+, M880Z+ NFC	each	\$156.53	\$162.00	\$164.00	\$177.12	-8.5%	Certified
2079800508	Reman Toner HP Color LaserJet Enterprise Flow (HP 827A), Yellow MFP M880Z, M880Z+, M880Z+ NFC	each	\$156.53	\$156.53	\$164.00	\$177.12	-11.6%	Certified
2079800509	Reman Toner HP Color LaserJet Enterprise Flow (HP 827A), Magenta MFP M880Z, M880Z+, M880Z+ NFC	each	\$156.53	\$162.00	\$164.00	\$177.12	-8.5%	Certified

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2079800510	Reman Toner HP Color LaserJet Enterprise (HP 826A), Black M855DN, M855XH, M855X+ NFC	each	\$149.52	\$149.52	\$164.00	\$177.12	-15.6%	Certified
2079800511	Reman Toner HP Color LaserJet Enterprise (HP 826A), Cyan M855DN, M855XH, M855X+ NFC	each	\$163.54	\$163.54	\$164.00	\$177.12	-7.7%	Certified
2079800512	Reman Toner HP Color LaserJet Enterprise (HP 826A), Yellow M855DN, M855XH, M855X+ NFC	each	\$163.54	\$169.26	\$164.00	\$177.12	-4.4%	Certified
2079800513	Reman Toner HP Color LaserJet Enterprise (HP 826A), Magenta M855DN, M855XH, M855X+ NFC	each	\$163.54	\$169.26	\$164.00	\$177.12	-4.4%	Certified
2079800514	Reman Toner HP (HP 652A), Black Laserjet Enterprise 600 Color M651DN, M651N, M651XH; LaserJet Enterprise 600 MFP M680DN, M680F; Laserjet Enterprise 600 Flow MFP M680Z	each	\$120.85	\$125.08	\$128.54	\$138.82	-9.9%	Certified
2079800515	Reman Toner HP (HP 653A), Cyan Laserjet Enterprise 600 MFP M680DN, M680F; LaserJet Enterprise 600 Flow MFP M680Z	each	\$127.40	\$131.86	\$132.89	\$143.52	-8.1%	Certified
2079800516	Reman Toner HP (HP 653A), Yellow Laserjet Enterprise 600 MFP M680DN, M680F; LaserJet Enterprise 600 Flow MFP M680Z	each	\$127.40	\$131.86	\$132.89	\$143.52	-8.1%	Certified
2079800517	Reman Toner HP (HP 653A), Magenta Laserjet Enterprise 600 MFP M680DN, M680F; LaserJet Enterprise 600 Flow MFP M680Z	each	\$127.40	\$131.86	\$132.89	\$143.52	-8.1%	Certified
2079800518	Reman Toner HP (HP 25X) (High Yield) Laserjet Enterprise M806DN; LaserJet Enterprise MFP Flow M830	each	\$141.94	\$146.90	\$137.58	\$148.59	-1.1%	Certified
2079800519	Reman Toner HP (HP 654X), Black (High Yield) Laserjet Enterprise 600 Color M651DN, M651N, M651XH	each	\$122.53	\$126.82	\$128.54	\$138.82	-8.6%	Certified
2079800520	Reman Toner HP (HP 654A), Cyan Laserjet Enterprise 600 Color M651DN, M651N, M651XH	each	\$130.68	\$135.25	\$137.58	\$148.59	-9.0%	Certified
2079800521	Reman Toner HP (HP 654A), Yellow Laserjet Enterprise 600 Color M651DN, M651N, M651XH	each	\$130.68	\$135.25	\$137.58	\$148.59	-9.0%	Certified
2079800522	Reman Toner HP (HP 654A), Magenta Laserjet Enterprise 600 Color M651DN, M651N, M651XH	each	\$130.68	\$135.25	\$137.58	\$148.59	-9.0%	Certified
2079800523	Reman Toner HP (HP 130A), Black Color LaserJet Pro MFP M176, M177FW	each	\$58.38	\$58.94	\$55.93	\$60.40	-2.4%	Certified
2079800524	Reman Toner HP (HP 130A), Cyan Color LaserJet Pro MFP M176, M177FW	each	\$58.38	\$60.42	\$65.35	\$70.58	-14.4%	Certified
2079800525	Reman Toner HP (HP 130A), Yellow Color LaserJet Pro MFP M176, M177FW	each	\$58.38	\$58.38	\$55.93	\$60.40	-3.4%	Certified
2079800526	Reman Toner HP (HP 130A), Magenta Color LaserJet Pro MFP M176, M177FW	each	\$58.38	\$58.38	\$55.93	\$60.40	-3.4%	Certified
2079800527	Reman Toner HP (HP 508A), Black Color LaserJet Enterprise M553DN, M553N, M553X; Color LaserJet Enterprise MFP M577DN, M577F; Flow M577C, M577Z	each	\$94.72	\$98.03	\$98.05	\$105.89	-7.4%	Certified
2079800528	Reman Toner HP (HP 508A), Cyan Color LaserJet Enterprise M553DN, M553N, M553X; Color LaserJet Enterprise MFP M577DN, M577F; Flow M577C, M577Z	each	\$105.96	\$109.67	\$107.55	\$116.15	-5.6%	Certified
2079800529	Reman Toner HP (HP 508A), Yellow Color LaserJet Enterprise M553DN, M553N, M553X; Color LaserJet Enterprise MFP M577DN, M577F; Flow M577C, M577Z	each	\$105.96	\$109.67	\$107.55	\$116.15	-5.6%	Certified
2079800530	Reman Toner HP (HP 508A), Magenta Color LaserJet Enterprise M553DN, M553N, M553X; Color LaserJet Enterprise MFP M577DN, M577F; Flow M577C, M577Z	each	\$105.96	\$109.67	\$107.55	\$116.15	-5.6%	Certified
2079800531	Reman Toner HP (HP 201A), Black Color LaserJet Pro M252DW; M277DW	each	\$73.87	\$73.87	\$70.00	\$75.60	-2.3%	Certified
2079800532	Reman Toner (HP 201A), Cyan HP Color LaserJet Pro M252DW; M277DW	each	\$80.28	\$83.09	\$81.16	\$87.65	-5.2%	Certified
2079800533	Reman Toner HP (HP 201A), Yellow Color LaserJet Pro M252DW; M277DW	each	\$80.28	\$83.09	\$81.16	\$87.65	-5.2%	Certified
2079800534	Reman Toner HP (HP 201A), Magenta Color LaserJet Pro M252DW; M277DW	each	\$80.28	\$83.09	\$81.16	\$87.65	-5.2%	Certified
2079800535	Reman Toner HP (HP 410A), Yellow Color LaserJet Pro M452DN, M452DW, M452NW; Color LaserJet Pro MFP M377, M477FDN, M477FDW, M477FNW	each	\$104.34	\$108.00	\$107.55	\$116.15	-7.0%	Certified

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2079800536	Reman Toner HP (HP 655A), Black Color LaserJet Enterprise M652DN, M652N, M681DH, M653DN, M653X; MFP M681DH, M681F; flow MFP M681F, M681Z, M682Z	each	\$101.14	\$104.68	\$101.55	\$109.67	-4.6%	Certified
2079800537	Reman Toner HP (HP 655A), Cyan Color LaserJet Enterprise M652DN, M652N, M681DH, M653DN, M653X; MFP M681DH, M681F; flow MFP M681F, M681Z, M682Z	each	\$109.16	\$112.98	\$113.85	\$122.96	-8.1%	Certified
2079800538	Reman Toner HP (HP 655A), Yellow Color LaserJet Enterprise M652DN, M652N, M681DH, M653DN, M653X; MFP M681DH, M681F; flow MFP M681F, M681Z, M682Z	each	\$109.16	\$112.98	\$113.85	\$122.96	-8.1%	Certified
2079800539	Reman Toner HP (HP 655A), Magenta Color LaserJet Enterprise M652DN, M652N, M681DH, M653DN, M653X; MFP M681DH, M681F; flow MFP M681F, M681Z, M682Z	each	\$109.16	\$112.98	\$113.85	\$122.96	-8.1%	Certified
2079800540	Reman Toner HP (HP 202A), Black Color LaserJet Pro M254DW; MFP M281CDW, M281FDW	each	\$73.87	\$76.45	\$76.26	\$82.36	-7.2%	Certified
2079800541	Reman Toner HP (HP 202A), Cyan Color LaserJet Pro M254DW; MFP M281CDW, M281FDW	each	\$80.28	\$80.28	\$81.16	\$87.65	-8.4%	Certified
2079800542	Reman Toner HP (HP 202A), Yellow Color LaserJet Pro M254DW; MFP M281CDW, M281FDW	each	\$80.28	\$83.09	\$81.16	\$87.65	-5.2%	Certified
2079800543	Reman Toner HP (HP 202A), Magenta Color LaserJet Pro M254DW; MFP M281CDW, M281FDW	each	\$80.28	\$80.11	\$81.16	\$87.65	-8.6%	Certified
2079800544	Reman Toner HP (HP 204A), Black Color LaserJet Pro MFP M180NW	each	\$65.84	\$68.14	\$65.35	\$70.58	-3.5%	Certified
2079800545	Reman Toner HP (HP 204A), CyanColor LaserJet Pro MFP M180NW	each	\$67.44	\$69.81	\$65.35	\$70.58	-1.1%	Certified
2079800546	Reman Toner HP (HP 204A), Yellow Color LaserJet Pro MFP M180NW	each	\$67.44	\$68.01	\$65.35	\$70.58	-3.6%	Certified
2079800547	Reman Toner HP (HP 204A), Magenta Color LaserJet Pro MFP M180NW	each	\$67.44	\$69.57	\$65.35	\$70.58	-1.4%	Certified
2079800548	Reman Toner HP (HP 10A) Laserjet 2300, 2300D, 2300L, 2300N, 2300DN, 2300DTN	each	\$59.25	\$61.32	\$65.35	\$70.58	-13.1%	Certified
2079800552	Reman Toner HP (HP 314A), Black Color LaserJet 2700, 2700N, 3000, 3000DN, 3000DTN, 3000N	each	\$101.49	\$105.04	\$107.55	\$116.15	-9.6%	Certified
2079800553	Reman Toner HP (HP 314A), Cyan Color LaserJet 2700, 2700N, 3000, 3000DN, 3000DTN, 3000N	each	\$101.49	\$105.04	\$107.55	\$116.15	-9.6%	Certified
2079800554	Reman Toner HP (HP 314A), Yellow Color LaserJet 2700, 2700N, 3000, 3000DN, 3000DTN, 3000N	each	\$101.49	\$105.04	\$107.55	\$116.15	-9.6%	Certified
2079800555	Reman Toner HP (HP 314A), Magenta Color LaserJet 2700, 2700N, 3000, 3000DN, 3000DTN, 3000N	each	\$101.49	\$105.04	\$107.55	\$116.15	-9.6%	Certified
<b>Lexmark</b>								
2079800291	Reman Toner Lexmark T650H11A (LEX T650, T652, T654, T656 HY )	each	\$150.92	\$156.20	\$149.95	\$161.95	-3.5%	Certified
2079800299	Reman Toner Lexmark 50F0HA0, 50F1H00 (Black, High Yield) MS310D, MS310DN, MS312DN, MS315DN, MS410D, MS410DN, MS415DN, MS510DN, MS610DE, MS610DN, MS610DTE, MS610DTN	each	\$116.77	\$105.10	\$99.95	\$107.95	-2.6%	Certified
2079800300	Reman Toner Lexmark (Black) E260A11A, E260A21A, E260A41G, E260A80G, E260A31G, E260D, E260DN, E360D, E360DN, E460DN, E460DW, E462DTN	each	\$74.18	\$118.04	\$115.00	\$124.20	-5.0%	Certified
2079800301	Reman Toner Lexmark (Black, High Yield) T650H11A, T650H84G, T650H04A, T650H80G, X651H11A, T650H21A, T650H41G, X651H41G, X651H21A, T650H87G, X651H04A, T650DN, T650DTN, T650N, T652DN, T652DTN, T652N, T654DN, T654DTN, T654N, T656DNE, X651DE, X652DE, X654DE, X656DE, X656DTE, X658DE, X658DFE, X658DME, X658DTE, X658DTFE, X658DTME	each	\$150.92	\$156.20	\$149.95	\$161.95	-3.5%	Certified
2079800302	Reman Toner Lexmark (Black, High Yield) 64015HA, 64084HW, X644H11A, 64004HA, 64035HA, 64075HA, 64080HW, 64087HW, X644H01A, X644H21A, T640, T640DN, T640DTN, T640N, T640TN, T642, T642DTN, T642N, T642TN, T644, T644DTN, T644N, T644TN, X642E, X644E, X646E, X646DTE, X646EF	each	\$107.45	\$125.54	\$128.73	\$139.03	-9.7%	Certified

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2079800561	Reman Toner Lexmark (Ultra High Yield) MS510DN, MS610DE, MS610DN, MS610DTE, MS610DTN, MX510DE, MX510DTE, MX511DE, MX511DHE, MX511DTE, MX610DE, MX611DE, MX611DFE, MX611DHE, MX611DTE - Lexmark Compliant	each	\$147.26	\$150.98	\$149.95	\$161.95	-6.8%	Certified
2079800562	Reman Toner (Extra High Yield) Lexmark MS410D, MS410DN, MS415DN, MS510DN, MS610DE, MS610DN, MS610DTE, MS610DTN, MX310DN, MX410DE, MX510DE, MX510DTE, MX511DE, MX511DHE, MX511DTE, MX610DE, MX611DE, MX611DFE, MX611DHE, MX611DTE - Lexmark Compliant	each	\$113.73	\$117.71	\$115.00	\$124.20	-5.2%	Certified
2079800563	Reman Toner Lexmark MS317DN, MS417DN, MS517DN, MS617DN; MX317DN, MX417DE, MX517DE, MX617DE	each	\$81.72	\$84.58	\$89.94	\$97.14	-12.9%	Certified
2079800564	Reman Toner Lexmark (Extra High Yield) MS517DN, MS617DN; MX517DE, MX617DE	each	\$132.02	\$136.65	\$140.00	\$151.20	-9.6%	Certified
2079800565	Reman Toner Lexmark (High Yield) MS417DN, MS517DN, MS617DN; MX417DE, MX517DE, MX617DE	each	\$112.38	\$116.31	\$115.00	\$124.20	-6.4%	Certified
2079800566	Remain Toner - Lexmark (High Yield) MS710DN, MS710N, MS711DN, MS810DE, MS810DN, MS810DTN, MS810N, MS811DN, MS811DTN, MS811N, MS812DE, MS812DN, MS812DTN, MX710DE, MX710DHE, MX711DE, MX711DHE, MX711DTHE, MX810DE, MX810DFE, MX810DME, MX810DTE, MX810DTFE, MX810DTME, MX810DXE, MX810DXFE, MX810DXME, MX811DE, MX811DFE, MX811DME, MX811DTE, MX811DTFE, MX811DTME, MX811DXE, MX811DXFE, MX811DXME, MX812DE, MX812DFE, MX812DME, MX812DTE, MX812DTFE, MX812DTME, MX812DXE, MX812DXFE, MX812DXME - Lexmark Compliant	each	\$166.33	\$172.15	\$170.00	\$183.60	-6.2%	Certified
2079800567	Remain Toner Lexmark (Extra High Yield) MS711DN, MS811DN, MS811DTN, MS811N, MS812DE, MS812DN, MS812DTN, MX711DE, MX711DHE, MX711DTHE, MX810DE, MX810DFE, MX810DME, MX810DTE, MX810DTFE, MX810DTME, MX810DXE, MX810DXFE, MX810DXME, MX811DE, MX811DFE, MX811DME, MX811DTE, MX811DTFE, MX811DTME, MX811DXE, MX811DXFE, MX811DXME, MX812DE, MX812DFE, MX812DME, MX812DTE, MX812DTFE, MX812DTME, MX812DXE, MX812DXFE, MX812DXME - Lexmark Compliant - Special Label Applications Compatible	each	\$215.85	\$223.41	\$214.95	\$232.15	-3.8%	Certified
2079800568	Reman Toner (High Yield) Lexmark MS817N	each	\$168.60	\$174.51	\$170.00	\$183.60	-5.0%	Certified
2079800569	Remain Toner Lexmark MS817N	each	\$121.99	\$126.26	\$128.73	\$139.03	-9.2%	Certified
2079800570	Reman Toner Lexmark (High Yield) T640, T640DN, T640DTN, T640N, T640TN, T642, T642DTN, T642N, T642TN, T644, T644DTN, T644N, T644TN, X642E, X644E, X646E, X646DTE, X646EF - Universal Toner Cartridge - Cross Compatible with Dell 5210N, 5310N; IBM InfoPrint 1532, 1552, 1570, 1572 - **Additional wands needed for Special Label Applications	each	\$110.26	\$114.12	\$115.00	\$124.20	-8.1%	Certified
2079800571	Reman Toner Lexmark (Extra High Yield) T640, T642, X642, T644, X644, T646, X646 - Universal Cross compatible with Dell 5210N, 5310N; IBM InfoPrint 1532, 1552, 1552N, 1572; **Additional wands needed for Special Label Applications	each	\$124.28	\$128.63	\$128.73	\$139.03	-7.5%	Certified
2079800572	Reman Toner Lexmark Black (Extra High Yield) CS510DE, CS510DTE; CX510DE, CX510DHE, CX510DTHE	each	\$146.43	\$151.56	\$149.95	\$161.95	-6.4%	Certified
2079800573	Reman Toner Lexmark Cyan (Extra High Yield) CS510DE, CS510DTE; CX510DE, CX510DHE, CX510DTHE	each	\$110.44	\$114.30	\$115.00	\$124.20	-8.0%	Certified
2079800574	Reman Toner Lexmark Magenta (Extra High Yield) CS510DE, CS510DTE; CX510DE, CX510DHE, CX510DTHE	each	\$110.44	\$114.30	\$115.00	\$124.20	-8.0%	Certified

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2079800575	Reman Toner Lexmark Yellow (Extra High Yield) CS510DE, CS510DTE; CX510DE, CX510DHE, CX510DTHE	each	\$110.44	\$114.30	\$115.00	\$124.20	-8.0%	Certified
2079800576	Reman Toner Lexmark Cyan (High Yield) CS310DN, CS310N, CS410DN, CS410DTN, CS410N, CS510DE, CS510DTE; CX410DE, CX410DTE, CX410E, CX510DE, CX510DHE, CX510DTHE	each	\$86.81	\$89.85	\$89.94	\$97.14	-7.5%	Certified
2079800577	Reman Toner Lexmark Black (High Yield) CS310DN, CS310N, CS410DN, CS410DTN, CS410N, CS510DE, CS510DTE; CX410DE, CX410DTE, CX410E, CX510DE, CX510DHE, CX510DTHE	each	\$92.42	\$95.66	\$97.00	\$104.76	-8.7%	Certified
2079800578	Reman Toner Lexmark Magenta (High Yield) CS310DN, CS310N, CS410DN, CS410DTN, CS410N, CS510DE, CS510DTE; CX410DE, CX410DTE, CX410E, CX510DE, CX510DHE, CX510DTHE	each	\$86.81	\$89.85	\$89.94	\$97.14	-7.5%	Certified
2079800579	Reman Toner Lexmark Yellow (High Yield) CS310DN, CS310N, CS410DN, CS410DTN, CS410N, CS510DE, CS510DTE; CX410DE, CX410DTE, CX410E, CX510DE, CX510DHE, CX510DTHE	each	\$86.81	\$89.85	\$89.94	\$97.14	-7.5%	Certified
2079800580	Reman Toner Lexmark Cyan (High Yield) C520N, C522N, C524, C524DN, C524DTN, C524N, C524TN, C530DN, C532DN, C532N, C534DN, C534DTN, C534N	each	\$102.84	\$106.44	\$99.95	\$107.95	-1.4%	Certified
2079800581	Reman Toner Lexmark Black (High Yield) C520N, C522N, C524, C524DN, C524DTN, C524N, C524TN, C530DN, C532DN, C532N, C534DN, C534DTN, C534N	each	\$102.84	\$106.44	\$99.95	\$107.95	-1.4%	Certified
2079800582	Reman Toner Lexmark Magenta (High Yield) C520N, C522N, C524, C524DN, C524DTN, C524N, C524TN, C530DN, C532DN, C532N, C534DN, C534DTN, C534N	each	\$102.84	\$106.44	\$99.95	\$107.95	-1.4%	Certified
2079800583	Reman Toner Lexmark Yellow (High Yield) C520N, C522N, C524, C524DN, C524DTN, C524N, C524TN, C530DN, C532DN, C532N, C534DN, C534DTN, C534N	each	\$102.84	\$106.44	\$99.95	\$107.95	-1.4%	Certified
2079800584	Reman Toner Lexmark Cyan (High Yield) C540N, C543DN, C544DN, C544DW, C546DTN, X543DN, X544DN, X544DTN, X544N, X546DTN, X548DE, X548DTE	each	\$72.40	\$74.94	\$78.88	\$85.19	-12.0%	Certified
2079800585	Reman Toner Lexmark Black (High Yield) C540N, C543DN, C544DN, C544DW, C546DTN, X543DN, X544DN, X544DTN, X544N, X546DTN, X548DE, X548DTE	each	\$74.15	\$77.13	\$78.88	\$85.19	-9.5%	Certified
2079800586	Reman Toner Lexmark Magenta (High Yield) C540N, C543DN, C544DN, C544DW, C546DTN, X543DN, X544DN, X544DTN, X544N, X546DTN, X548DE, X548DTE	each	\$72.40	\$74.94	\$78.88	\$85.19	-12.0%	Certified
2079800587	Reman Toner Lexmark Yellow (High Yield) C540N, C543DN, C544DN, C544DW, C546DTN, X543DN, X544DN, X544DTN, X544N, X546DTN, X548DE, X548DTE	each	\$72.40	\$74.94	\$78.88	\$85.19	-12.0%	Certified
2079800588	Reman Toner Lexmark Cyan (Extra High Yield) C544DN, C544DW, C546DTN, X544DN, X544DTN, X544N, X546DTN, X548DE, X548DTE	each	\$91.26	\$94.45	\$97.00	\$104.76	-9.8%	Certified
2079800589	Reman Toner Lexmark Black (Extra High Yield) C544DN, C544DW, X544DN, X544DTN, X544N	each	\$91.26	\$94.45	\$97.00	\$104.76	-9.8%	Certified
2079800590	Reman Toner Lexmark Magenta (Extra High Yield) C544DN, C544DW, C546DTN, X544DN, X544DTN, X544N, X546DTN, X548DE, X548DTE	each	\$91.26	\$94.45	\$97.00	\$104.76	-9.8%	Certified
2079800591	Reman Toner Lexmark Yellow (Extra High Yield) C544DN, C544DW, C546DTN, X544DN, X544DTN, X544N, X546DTN, X548DE, X548DTE	each	\$91.26	\$94.45	\$97.00	\$104.76	-9.8%	Certified
2079800592	Reman Toner Lexmark Cyan C734DN, C734DW, C734N, C734DTN, C736DN, C736DTN, C736N, X734DE, X736DE, X738DE, X738DTE - Cross compatible with IBM InfoPrint Color 1834, 1834DN, 1834DW, 1834N, 1846, 1854, 1854DN, 1854N, 1856, 1866	each	\$107.74	\$111.52	\$115.00	\$124.20	-10.2%	Certified



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2079800593	Reman Toner Lexmark Black C734DN, C734DW, C734N, C734DTN, C736DN, C736DTN, C736N, X734DE, X736DE, X738DE, X738DTE - Cross compatible with IBM InfoPrint Color 1834, 1834DN, 1834DW, 1834N, 1846, 1854, 1854DN, 1854N, 1856, 1866	each	\$107.74	\$111.52	\$115.00	\$124.20	-10.2%	Certified
2079800594	Reman Toner Lexmark Magenta C734DN, C734DW, C734N, C734DTN, C736DN, C736DTN, C736N, X734DE, X736DE, X738DE, X738DTE - Cross compatible with IBM InfoPrint Color 1834, 1834DN, 1834DW, 1834N, 1846, 1854, 1854DN, 1854N, 1856, 1866	each	\$107.74	\$111.52	\$115.00	\$124.20	-10.2%	Certified
2079800595	Reman Toner Lexmark Yellow C734DN, C734DW, C734N, C734DTN, C736DN, C736DTN, C736N, X734DE, X736DE, X738DE, X738DTE - Cross compatible with IBM InfoPrint Color 1834, 1834DN, 1834DW, 1834N, 1846, 1854, 1854DN, 1854N, 1856, 1866	each	\$107.74	\$111.52	\$115.00	\$124.20	-10.2%	Certified
2079800596	Reman Toner Lexmark Cyan (High Yield) C736DN, C736DTN, C736N; X736DE, X738DE, X738DTE	each	\$121.99	\$126.26	\$128.73	\$139.03	-9.2%	Certified
2079800597	Reman Toner Lexmark Black (High Yield) C736DN, C736DTN, C736N; X736DE, X738DE, X738DTE	each	\$121.99	\$126.26	\$128.73	\$139.03	-9.2%	Certified
2079800598	Reman Toner Lexmark Magenta (High Yield) C736DN, C736DTN, C736N; X736DE, X738DE, X738DTE	each	\$121.99	\$126.26	\$128.73	\$139.03	-9.2%	Certified
2079800599	Reman Toner Lexmark Yellow (High Yield) C736DN, C736DTN, C736N; X736DE, X738DE, X738DTE	each	\$121.99	\$126.26	\$128.73	\$139.03	-9.2%	Certified
2079800600	Reman Toner Lexmark Cyan C746DN, C746DTN, C746N, C748DE, C748DTE, C748E; X746DE, X748DE, X748DTE	each	\$105.96	\$109.67	\$127.97	\$138.21	-20.7%	Certified
2079800601	Reman Toner Lexmark Magenta C746DN, C746DTN, C746N, C748DE, C748DTE, C748E; X746DE, X748DE, X748DTE	each	\$105.96	\$109.67	\$127.97	\$138.21	-20.7%	Certified
2079800602	Reman Toner Lexmark Yellow C746DN, C746DTN, C746N, C748DE, C748DTE, C748E; X746DE, X748DE, X748DTE	each	\$105.96	\$109.67	\$127.97	\$138.21	-20.7%	Certified
2079800603	Reman Toner Lexmark Black C746DN, C746DTN, C746N, C748DE, C748DTE, C748E; X746DE, X748DE, X748DTE	each	\$96.32	\$99.70	\$97.00	\$104.76	-4.8%	Certified
2079800604	Reman Toner Lexmark E260D, E260DN, E260DT, E260DTN, E360D, E360DN, E360DTN, E460D, E460DN, E460DW, E462DTN, X264DN, X363DN, X364DN, X364DW, X463DE, X464DE, X466DE, X466DTE, X466DWE - Universal Drum Unit Compatible with Dell 2230D, 2330D, 2330DN, 2350D, 2350DN, 3330DN, 3333DN, 3335DN; IBM InfoPrint 1811D, 1812DN, 1822DN, 1822DW, 1823, 1930 MFP, 1940 MFP	each	\$45.15	\$46.73	\$47.12	\$50.89	-8.2%	Certified
2079800605	Reman Toner Lexmark (High Yield) E360D, E360DN, E460DN, E460DW, E462DTN, X463DE, X464DE, X466DE, X466DTE, X466DWE - Lexmark Compliant	each	\$120.08	\$124.28	\$128.73	\$139.03	-10.6%	Certified
2079800607	Reman Toner Lexmark (Extra High Yield) E460DN, E460DW, E462DTN, X463DE, X464DE, X466DE, X466DTE, X466DWE -Lexmark Compliant	each	\$149.59	\$154.83	\$149.95	\$161.95	-4.4%	Certified
2079800608	Reman Toner Lexmark (Extra High Yield) T654DN, T654DTN, T654N, T656DNE, X654DE, X656DE, X656DTE, X658DE, X658DFE, X658DME, X658DTE, X658DTFE, X658DTME - Lexmark Compliant - Special Label Applications Compatible	each	\$178.97	\$185.24	\$189.95	\$205.15	-9.7%	Certified
2079800609	Reman Toner Lexmark X264DN, X363DN, X364DN, X364DW - Lexmark Compliant	each	\$72.40	\$74.94	\$78.88	\$85.19	-12.0%	Certified
2079800610	Reman Toner Lexmark (High Yield) X264DN, X363DN, X364DN, X364DW - Lexmark Compliant	each	\$85.02	\$88.00	\$89.94	\$97.14	-9.4%	Certified
2079800611	Reman Toner Lexmark (High Yield) X860, X860DE3, X860DE4, X862, X862DTE3, X862DTE4, X864, X864DHE3, X864DHE4	each	\$112.38	\$116.31	\$115.00	\$124.20	-6.4%	Certified

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<b>Brother</b>								
2079800292	Reman Toner TN-315BK (Brother TN-315BK Black) (DCP-9050 Series, 9055 Series, 9270 Series, HL-4150 Series, 4570 Series, MFC-9460 Series, 9465 Series, 9560 Series, 9970 Series Black)	each	\$72.40	\$74.94	\$72.50	\$78.30	-4.3%	Certified
2079800293	Reman Toner TN-315C (Brother TN-315C Cyan) (DCP-9050 Series, 9055 Series, 9270 Series, HL-4150 Series, 4570 Series, MFC-9460 Series, 9465 Series, 9560 Series, 9970 Series Cyan)	each	\$70.12	\$73.66	\$69.00	\$74.52	-1.2%	Certified
2079800294	Reman Toner TN-315Y (Brother TN-315Y Yellow) (DCP-9050 Series, 9055 Series, 9270 Series, HL-4150 Series, 4570 Series, MFC-9460 Series, 9465 Series, 9560 Series, 9970 Series Yellow)	each	\$70.12	\$73.66	\$69.00	\$74.52	-1.2%	Certified
2079800295	Reman Toner TN-315M (Brother TN-315M Magenta) (DCP-9050 Series, 9055 Series, 9270 Series, HL-4150 Series, 4570 Series, MFC-9460 Series, 9465 Series, 9560 Series, 9970 Series Magenta)	each	\$70.12	\$73.66	\$69.00	\$74.52	-1.2%	Certified
2079800304	Reman Toner Brother (Black) TN420, DCP-7060D, DCP-7065DN; HL-2220, HL-2230, HL-2240, HL-2240D, HL-2270DW, HL-2275DW, HL-2280DW; IntelliFax-2840, IntelliFax-2940; MFC-7240, MFC-7360N, MFC-7365DN, MFC-7460DN, MFC-7860DW	each	\$47.72	\$49.39	\$48.00	\$51.84	-4.7%	Certified
2079800305	Reman Toner Brother (Black, High Yield) TN750, DCP-8110DN, DCP-8150DN, DCP-8155DN; HL-5440D, HL-5450DN, HL-5470DW, HL-5470DWT, HL-6180DW, HL-6180DWT; MFC-8510DN, MFC-8710DW, MFC-8810DW, MFC-8910DW, MFC-8950DW, MFC-8950DWT	each	\$61.46	\$63.61	\$60.00	\$64.80	-1.8%	Certified
2079800306	Reman Toner Brother (Black, High Yield) TN460 DCP-1200, DCP-1400; Fax 8350P, 8360P, 8750P; HL-1030, HL-1230, HL-1240, HL-1250, HL-1270N, HL-1430, HL-1435, HL-1440, HL-1450, HL-1470N; IntelliFax-4100, IntelliFax-4100e, IntelliFax-4750, IntelliFax-4750e, IntelliFax-5750, IntelliFax-5750e; MFC-8300, MFC-8500, MFC-8600, MFC-8700, MFC-9600, MFC-9650, MFC-9660, MFC-9700, MFC-9750, MFC-9760, MFC-9800, MFC-9850, MFC-9860, MFC-9870, MFC-9880, MFC-P2500	each	\$51.37	\$53.16	\$50.56	\$54.60	-2.6%	Certified
2079800307	Reman Toner Brother (Black) TN350, DCP-7020; HL-2030, HL-2040, HL-2070N; IntelliFax-2820, IntelliFax-2850, IntelliFax-2910, IntelliFax-2920; MFC-7220, MFC-7225N, MFC-7420, MFC-7820N	each	\$48.34	\$50.03	\$50.56	\$54.60	-8.4%	Certified
2079800308	Reman Toner Brother (Black) TN720, DCP-8110DN, DCP-8150DN, DCP-8155DN; HL-5440D, HL-5450DN, HL-5470DW, HL-5470DWT, HL-6180DW, HL-6180DWT; MFC-8510DN, MFC-8710DW, MFC-8810DW, MFC-8910DW, MFC-8950DW, MFC-8950DWT	each	\$56.97	\$58.96	\$60.00	\$64.80	-9.0%	Certified
2079800333	Reman Toner Brother - Drum Unit DCP-7010, DCP-7020, DCP-7025; HL-2030, HL-2035, HL-2037, HL-2040, HL-2070N; IntelliFax-2820, IntelliFax-2825, IntelliFax-2910, IntelliFax-2920; MFC-7220, MFC-7225N, MFC-7420, MFC-7820N	each	\$60.83	\$62.96	\$60.00	\$64.80	-2.8%	Certified
2079800334	Reman Toner Brother - Drum Unit DCP-7030, DCP-7040; HL-2140, HL-2150N, HL-2170W; MFC-7320, MFC-7340, MFC-7345N, MFC-7440N, MFC-7840W	each	\$59.08	\$61.14	\$60.00	\$64.80	-5.6%	Certified
2079800335	Reman Toner Brother - Drum Unit DCP-1200, DCP-1400; Fax 8350P, 8360P, 8750P; HL-1030, HL-1230, HL-1240, HL-1250, HL-1270N, HL-1430, HL-1435, HL-1440, HL-1450, HL-1470N; IntelliFax-4100, IntelliFax-4100e, IntelliFax-4750, IntelliFax-4750e, IntelliFax-5750, IntelliFax-5750e; MFC-8300, MFC-8500, MFC-8600, MFC-8700, MFC-9600, MFC-9650, MFC-9660, MFC-9700, MFC-9750, MFC-9760, MFC-9800, MFC-9850, MFC-9860, MFC-9870, MFC-9880, MFC-P2500	each	\$59.77	\$61.87	\$60.00	\$64.80	-4.5%	Certified

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2079800336	Reman Toner Brother - Drum Unit DCP-7060D, DCP-7065DN; HL-2130, HL-2220, HL-2230, HL-2240, HL-2240D, HL-2270DW, HL-2280DW; IntelliFax-2840, IntelliFax-2940; MFC-7240, MFC-7360N, MFC-7460DN, MFC-7860DW	each	\$61.95	\$64.12	\$60.00	\$64.80	-1.1%	Certified
2079800337	Reman Toner Brother - Drum Unit DCP-8040, DCP-8045D; HL-5140, HL-5150D, HL-5150DLT, HL-5170DN, HL-5170DNL; MFC-8120, MFC-8220, MFC-8440, MFC-8440D, MFC-8440DN, MFC-8640D, MFC-8840, MFC-8840D, MFC-8840DN	each	\$62.94	\$65.14	\$69.00	\$74.52	-12.6%	Certified
2079800338	Reman Toner Brother - Drum Unit DCP-8060, DCP-8065DN; HL-5240, HL-5250DN, HL-5250DNT, HL-5270DN, HL-5280DW; MFC-8460N, MFC-8470, MFC-8660DN, MFC-8670DN, MFC-8860DN, MFC-8870DW	each	\$63.28	\$65.49	\$69.00	\$74.52	-12.1%	Certified
2079800339	Reman Toner Brother - Drum Unit MFC-8480DN, MFC-8680DN, MFC-8690DW, MFC-8880DN, MFC-8890, MFC-8890DW; DCP-8080DN, DCP-8085DN; HL-5340D, HL-5350DN, HL-5370DW, HL-5370DWT, HL-5380DN	each	\$68.19	\$70.58	\$69.00	\$74.52	-5.3%	Certified
2079800340	Reman Toner Brother - Drum Unit DCP-L2520DW, DCP-L2540DW; HL-L2300D, HL-L2305W, HL-L2320D, HL-L2340DW, HL-L2360DW, HL-L2380DW; MFC-L2680W, MFC-L2700DW, MFC-L2705DW, MFC-L2707DW, MFC-L2720DW, MFC-L2740DW	each	\$66.78	\$69.12	\$69.00	\$74.52	-7.2%	Certified
2079800341	Reman Toner Brother - Drum Unit DCP-8110DN, DCP-8150DN, DCP-8155DN, HL-5440D; HL-5450DN, HL-5470DW, HL-5470DWT, HL-6180DW, HL-6180DWT; MFC-8510DN, MFC-8710DW, MFC-8810DW, MFC-8910DW, MFC-8950DW, MFC-8950DWT	each	\$69.59	\$72.03	\$69.00	\$74.52	-3.3%	Certified
2079800342	Reman Toner Brother - Drum Unit DCP-L2550DW; HL-L2350DW, HL-L2370DW, HL-L2370DW XL, HL-L2390DW, HL-L2395DW; MFC-L2710DW, MFC-L2750DW, MFC-L2750DW XL	each	\$72.26	\$74.78	\$72.50	\$78.30	-4.5%	Certified
2079800343	Reman Toner Brother - Drum Unit DCP-L5500DN, DCP-L5600DN, DCP-L5650DN; HL-L5000D, HL-L5100DN, HL-L5200DW, HL-L5200DWT, HL-L6200DW, HL-L6200DWT, HL-L6250DW, HL-L6300DW, HL-L6400DW, HL-L6400DWG, HL-L6400DWT, HL-L6400DWX; MFC-L5700DW, MFC-L5800DW, MFC-L5850DW, MFC-L5900DW, MFC-L6700DW, MFC-L6750DW, MFC-L6800DW, MFC-L6900DW, MFC-L6900DWG, MFC-L6900DWX	each	\$73.87	\$76.45	\$72.50	\$78.30	-2.4%	Certified
2079800348	Reman Toner Brother - Black HL-3140CW, HL-3170CDW, HL-3180CDW; MFC-9130CDW, MFC-9330CDW, MFC-9340CDW	each	\$61.90	\$64.06	\$60.00	\$64.80	-1.1%	Certified
2079800349	Reman Toner Brother - Cyan HL-3140CW, HL-3170CDW, HL-3180CDW; MFC-9130CDW, MFC-9330CDW, MFC-9340CDW	each	\$58.65	\$60.70	\$60.00	\$64.80	-6.3%	Certified
2079800350	Reman Toner Brother - Magenta HL-3140CW, HL-3170CDW, HL-3180CDW; MFC-9130CDW, MFC-9330CDW, MFC-9340CDW	each	\$58.65	\$60.70	\$60.00	\$64.80	-6.3%	Certified
2079800351	Reman Toner Brother - Yellow HL-3140CW, HL-3170CDW, HL-3180CDW; MFC-9130CDW, MFC-9330CDW, MFC-9340CDW	each	\$58.65	\$60.70	\$60.00	\$64.80	-6.3%	Certified
2079800352	Reman Toner Brother - Black HL-L3210CW, HL-L3230CDW, HL-L3270CDW, HL-L3290CDW; MFC-L3710CW, MFC-L3750CDW, MFC-L3770CDW	each	\$56.22	\$58.18	\$60.00	\$64.80	-10.2%	Certified
2079800353	Reman Toner Brother - Cyan HL-L3210CW, HL-L3230CDW, HL-L3270CDW, HL-L3290CDW; MFC-L3710CW, MFC-L3750CDW, MFC-L3770CDW	each	\$59.43	\$61.51	\$60.00	\$64.80	-5.1%	Certified
2079800354	Reman Toner Brother - Magenta HL-L3210CW, HL-L3230CDW, HL-L3270CDW, HL-L3290CDW; MFC-L3710CW, MFC-L3750CDW, MFC-L3770CDW	each	\$59.43	\$61.51	\$60.00	\$64.80	-5.1%	Certified
2079800355	Reman Toner Brother - Yellow HL-L3210CW, HL-L3230CDW, HL-L3270CDW, HL-L3290CDW; MFC-L3710CW, MFC-L3750CDW, MFC-L3770CDW	each	\$59.43	\$61.51	\$60.00	\$64.80	-5.1%	Certified
2079800356	Reman Toner Brother - Cyan (High Yield) HL-3140CW, HL-3170CDW, HL-3180CDW; MFC-9130CDW, MFC-9330CDW, MFC-9340CDW	each	\$65.19	\$67.47	\$69.00	\$74.52	-9.5%	Certified

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2079800357	Reman Toner Brother - Magenta (High Yield) HL-3140CW, HL-3170CDW, HL-3180CDW; MFC-9130CDW, MFC-9330CDW, MFC-9340CDW	each	\$65.19	\$67.47	\$69.00	\$74.52	-9.5%	Certified
2079800358	Reman Toner Brother - Yellow (High Yield) HL-3140CW, HL-3170CDW, HL-3180CDW; MFC-9130CDW, MFC-9330CDW, MFC-9340CDW	each	\$65.19	\$67.47	\$69.00	\$74.52	-9.5%	Certified
2079800359	Reman Toner Brother - Black (High Yield) HL-L3210CW, HL-L3230CDW, HL-L3270CDW, HL-L3290CDW; MFC-L3710CW, MFC-L3750CDW, MFC-L3770CDW	each	\$61.02	\$63.16	\$60.00	\$64.80	-2.5%	Certified
2079800360	Reman Toner Brother - Cyan (High Yield) HL-L3210CW, HL-L3230CDW, HL-L3270CDW, HL-L3290CDW; MFC-L3710CW, MFC-L3750CDW, MFC-L3770CDW	each	\$65.44	\$67.73	\$69.00	\$74.52	-9.1%	Certified
2079800361	Reman Toner Brother - Magenta (High Yield) HL-L3210CW, HL-L3230CDW, HL-L3270CDW, HL-L3290CDW; MFC-L3710CW, MFC-L3750CDW, MFC-L3770CDW	each	\$65.44	\$67.73	\$69.00	\$74.52	-9.1%	Certified
2079800362	Reman Toner Brother - Yellow (High Yield) HL-L3210CW, HL-L3230CDW, HL-L3270CDW, HL-L3290CDW; MFC-L3710CW, MFC-L3750CDW, MFC-L3770CDW	each	\$65.44	\$67.73	\$69.00	\$74.52	-9.1%	Certified
2079800363	Reman Toner Brother DCP-7030, DCP-7040; HL-2140, HL-2150N, HL-2170W; MFC-7320, MFC-7340, MFC-7345N, MFC-7440N, MFC-7450, MFC-7840W	each	\$46.06	\$47.70	\$48.00	\$51.84	-8.0%	Certified
2079800364	Reman Toner Brother - Black HL-L8250CDN, HL-L8350CDW, HL-L8350CDWT; MFC-L8600CDW, MFC-L8850CDW	each	\$55.35	\$57.29	\$60.00	\$64.80	-11.6%	Certified
2079800365	Reman Toner Brother - Cyan HL-L8250CDN, HL-L8350CDW, HL-L8350CDWT; MFC-L8600CDW, MFC-L8850CDW	each	\$58.65	\$60.70	\$60.00	\$64.80	-6.3%	Certified
2079800366	Reman Toner Brother - Magenta HL-L8250CDN, HL-L8350CDW, HL-L8350CDWT; MFC-L8600CDW, MFC-L8850CDW	each	\$58.65	\$60.70	\$60.00	\$64.80	-6.3%	Certified
2079800367	Reman Toner Brother - Yellow HL-L8250CDN, HL-L8350CDW, HL-L8350CDWT; MFC-L8600CDW, MFC-L8850CDW	each	\$58.65	\$60.70	\$60.00	\$64.80	-6.3%	Certified
2079800368	Reman Toner Brother - Black (High Yield) HL-L8250CDN, HL-L8350CDW, HL-L8350CDWT; MFC-L8600CDW, MFC-L8850CDW	each	\$63.55	\$65.77	\$69.00	\$74.52	-11.7%	Certified
2079800369	Reman Toner Brother - Cyan (High Yield) HL-L8250CDN, HL-L8350CDW, HL-L8350CDWT; MFC-L8600CDW, MFC-L8850CDW	each	\$66.83	\$69.17	\$69.00	\$74.52	-7.2%	Certified
2079800370	Reman Toner Brother - Magenta (High Yield) HL-L8250CDN, HL-L8350CDW, HL-L8350CDWT; MFC-L8600CDW, MFC-L8850CDW	each	\$66.83	\$69.17	\$69.00	\$74.52	-7.2%	Certified
2079800371	Reman Toner Brother - Yellow (High Yield) HL-L8250CDN, HL-L8350CDW, HL-L8350CDWT; MFC-L8600CDW, MFC-L8850CDW	each	\$66.83	\$67.74	\$69.00	\$74.52	-9.1%	Certified
2079800372	Reman Toner Brother - Black (Super High Yield) HL-L9200CDW, HL-L9200CDWT, HL-L9300CDWT, MFC-L9550CDW	each	\$69.04	\$71.46	\$69.00	\$74.52	-4.1%	Certified
2079800373	Reman Toner Brother - Cyan (Super High Yield) HL-L9200CDW, HL-L9200CDWT, HL-L9300CDWT, MFC-L9550CDW	each	\$72.26	\$74.78	\$72.50	\$78.30	-4.5%	Certified
2079800374	Reman Toner Brother - Magenta (Super High Yield) HL-L9200CDW, HL-L9200CDWT, HL-L9300CDWT, MFC-L9550CDW	each	\$72.26	\$74.78	\$72.50	\$78.30	-4.5%	Certified
2079800375	Reman Toner Brother - Yellow (Super High Yield) HL-L9200CDW, HL-L9200CDWT, HL-L9300CDWT, MFC-L9550CDW	each	\$72.26	\$74.78	\$72.50	\$78.30	-4.5%	Certified
2079800376	Reman Toner Brother - (High Yield) DCP-7030, DCP-7040; HL-2140, HL-2150N, HL-2170W; MFC-7320, MFC-7340, MFC-7345N, MFC-7440N, MFC-7450, MFC-7840W	each	\$49.12	\$49.35	\$48.00	\$51.84	-4.8%	Certified
2079800377	Reman Toner Brother DCP-1200, DCP-1400; Fax 8350P, 8360P, 8750P; HL-1030, HL-1230, HL-1240, HL-1250, HL-1270N, HL-1430, HL-1435, HL-1440, HL-1450, HL-1470N, IntelliFax-4100, IntelliFax-4750, IntelliFax-4750e, IntelliFax-5750, IntelliFax-5750e, MFC-8300, MFC-8500, MFC-8500, MFC-8600, MFC-8700, MFC-9600, MFC-9650, MFC-9660, MFC-9700, MFC-9750, MFC-9760, MFC-9800, MFC-9850, MFC-9860, MFC-9870, MFC-9880, MFC-P2500	each	\$48.71	\$50.42	\$50.56	\$54.60	-7.7%	Certified

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2079800378	Reman Toner Brother - Black (High Yield) HL-L8260CDW, HL-L8360CDW, HL-L8360CDWT; MFC-L8610CDW, MFC-L8900CDW	each	\$61.02	\$63.16	\$60.00	\$64.80	-2.5%	Certified
2079800379	Reman Toner Brother - Cyan (High Yield) HL-L8260CDW, HL-L8360CDW, HL-L8360CDWT; MFC-L8610CDW, MFC-L8900CDW	each	\$64.24	\$66.48	\$69.00	\$74.52	-10.8%	Certified
2079800380	Reman Toner Brother - Magenta (High Yield) HL-L8260CDW, HL-L8360CDW, HL-L8360CDWT; MFC-L8610CDW, MFC-L8900CDW	each	\$64.24	\$66.48	\$69.00	\$74.52	-10.8%	Certified
2079800381	Reman Toner Brother - Yellow (High Yield)HL-L8260CDW, HL-L8360CDW, HL-L8360CDWT; MFC-L8610CDW, MFC-L8900CDW	each	\$64.24	\$66.48	\$69.00	\$74.52	-10.8%	Certified
2079800382	Reman Toner Brother Black (Extra High Yield) HL-L8360CDW, HL-L8360CDWT, HL-L9310CDW; MFC-L8900CDW, MFC-L9570CDW, MFC-L9570CDWT	each	\$69.04	\$70.48	\$69.00	\$74.52	-5.4%	Certified
2079800383	Reman Toner Brother - Cyan (Extra High Yield) HL-L8360CDW, HL-L8360CDWT, HL-L9310CDW; MFC-L8900CDW, MFC-L9570CDW, MFC-L9570CDWT	each	\$70.66	\$73.13	\$69.00	\$74.52	-1.9%	Certified
2079800384	Reman Toner Brother - Magenta (Extra High Yield) HL-L8360CDW, HL-L8360CDWT, HL-L9310CDW; MFC-L8900CDW, MFC-L9570CDW, MFC-L9570CDWT	each	\$70.66	\$73.13	\$69.00	\$74.52	-1.9%	Certified
2079800385	Reman Toner Brother - Yellow (Extra High Yield) HL-L8360CDW, HL-L8360CDWT, HL-L9310CDW; MFC-L8900CDW, MFC-L9570CDW, MFC-L9570CDWT	each	\$70.66	\$73.13	\$69.00	\$74.52	-1.9%	Certified
2079800386	Reman Toner Brother - Black (Ultra High Yield) HL-L9310CDW; MFC-L9570CDW, MFC-L9570CDWT	each	\$69.04	\$71.46	\$69.00	\$74.52	-4.1%	Certified
2079800387	Reman Toner Brother - Cyan (Ultra High Yield) HL-L9310CDW; MFC-L9570CDW, MFC-L9570CDWT	each	\$72.26	\$74.78	\$72.50	\$78.30	-4.5%	Certified
2079800388	Reman Toner Brother - Magenta (Ultra High Yield) HL-L9310CDW; MFC-L9570CDW, MFC-L9570CDWT	each	\$72.26	\$74.78	\$72.50	\$78.30	-4.5%	Certified
2079800389	Reman Toner Brother - Yellow (Ultra High Yield) HL-L9310CDW; MFC-L9570CDW, MFC-L9570CDWT	each	\$72.26	\$74.78	\$72.50	\$78.30	-4.5%	Certified
2079800390	Reman Toner Brother - (High Yield) DCP-7060D, DCP-7065DN; HL-2220, HL-2230, HL-2240, HL-2240D, HL-2270DW, HL-2275DW, HL-2280DW; IntelliFax-2840, IntelliFax-2940; MFC-7240, MFC-7360N, MFC-7365DN, MFC-7460DN, MFC-7860DW	each	\$50.31	\$53.12	\$50.56	\$54.60	-2.7%	Certified
2079800391	Reman Toner Brother - DCP-8040, DCP-8045D; HL-5130, HL-5140, HL-5150D, HL-5150DLT, HL-5170DN, HL-5170DNLT; MFC-8120, MFC-8220, MFC-8440, MFC-8440D, MFC-8440DN, MFC-8640D, MFC-8840, MFC-8840D, MFC-8840DN	each	\$50.31	\$52.08	\$50.56	\$54.60	-4.6%	Certified
2079800392	Reman Toner Brother DCP-8060, DCP-8065DN; HL-5240, HL-5250DN, HL-5250DNT, HL-5270DN, HL-5280DW; MFC-8460N, MFC-8470DN, MFC-8660DN, MFC-8670DN, MFC-8860DN, MFC-8870DW	each	\$49.26	\$50.98	\$50.56	\$54.60	-6.6%	Certified
2079800393	Reman Toner Brother - (High Yield) DCP-8040, DCP-8045D; HL-5130, HL-5140, HL-5150D, HL-5150DLT, HL-5170DN, HL-5170DNLT; MFC-8120, MFC-8220, MFC-8440, MFC-8440D, MFC-8440DN, MFC-8640D, MFC-8840, MFC-8840D, MFC-8840DN	each	\$52.41	\$54.25	\$50.56	\$54.60	-0.7%	Certified
2079800394	Reman Toner Brother - (High Yield) DCP-8060, DCP-8065DN; HL-5240, HL-5250DN, HL-5250DNT, HL-5270DN, HL-5280DW; MFC-8460N, MFC-8470DN, MFC-8660DN, MFC-8670DN, MFC-8860DN, MFC-8870DW	each	\$51.99	\$53.81	\$50.56	\$54.60	-1.5%	Certified
2079800395	Reman Toner Brother MFC-8480DN, MFC-8680DN, MFC-8690DW, MFC-8880DN, MFC-8890DW; DCP-8080DN, DCP-8085DN; HL-5340D, HL-5350DN, HL-5370DW, HL-5370DWT, HL-5380DN	each	\$49.96	\$51.71	\$50.56	\$54.60	-5.3%	Certified

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2079800396	Reman Toner Brother DCP-L2520DW, DCP-L2540DW; HL-L2300D, HL-L2305W, HL-L2320D, HL-L2340DW, HL-L2360DW, HL-L2380DW; MFC-L2680W, MFC-L2700DW, MFC-L2705DW, MFC-L2707DW, MFC-L2720DW, MFC-L2740DW	each	\$48.34	\$49.38	\$48.00	\$51.84	-4.8%	Certified
2079800397	Reman Toner Brother - (High Yield) MFC-8480DN, MFC-8680DN, MFC-8690DW, MFC-8880DN, MFC-8890DW; DCP-8080DN, DCP-8085DN; HL-5340D, HL-5350DN, HL-5370DW, HL-5370DWT, HL-5380DN	each	\$51.71	\$53.52	\$50.56	\$54.60	-2.0%	Certified
2079800398	Reman Toner Brother - (High Yield) DCP-L2520DW, DCP-L2540DW; HL-L2300D, HL-L2305W, HL-L2320D, HL-L2340DW, HL-L2360DW, HL-L2380DW; MFC-L2680W, MFC-L2700DW, MFC-L2705DW, MFC-L2707DW, MFC-L2720DW, MFC-L2740DW	each	\$48.34	\$50.38	\$50.56	\$54.60	-7.7%	Certified
2079800399	Reman Toner Brother DCP-L2550DW; HL-L2350DW, HL-L2370DW, HL-L2370DW XL, HL-L2390DW, HL-L2395DW; MFC-L2710DW, MFC-L2750DW, MFC-L2750DW XL	each	\$48.99	\$50.70	\$50.56	\$54.60	-7.2%	Certified
2079800400	Reman Toner Brother - (High Yield) DCP-L2550DW; HL-L2350DW, HL-L2370DW, HL-L2370DW XL, HL-L2390DW, HL-L2395DW; MFC-L2710DW, MFC-L2750DW, MFC-L2750DW XL	each	\$53.00	\$54.86	\$60.00	\$64.80	-15.3%	Certified
2079800401	Reman Toner Brother - (Super High Yield) HL-L2370DW, HL-L2370DW XL; MFC-L2750DW, MFC-L2750DW XL	each	\$56.22	\$58.18	\$60.00	\$64.80	-10.2%	Certified
2079800402	Reman Toner Brother - (Extra High Yield) HL-6180DW, HL-6180DWT; MFC-8950DW, MFC-8950DWT	each	\$69.59	\$71.29	\$69.00	\$74.52	-4.3%	Certified
2079800403	Reman Toner Brother DCP-L5500DN, DCP-L5600DN, DCP-L5650DN; HL-L5000D, HL-L5100DN, HL-L5200DW, HL-L5200DWT, HL-L6200DW, HL-L6200DWT, HL-L6250DW, HL-L6300DW, HL-L6400DW, HL-L6400DWT; MFC-L5700DW, MFC-L5800DW, MFC-L5850DW, MFC-L5900DW, MFC-L6700DW, MFC-L6750DW, MFC-L6800DW, MFC-L6900DW	each	\$51.71	\$53.52	\$50.56	\$54.60	-2.0%	Certified
2079800404	Reman Toner Brother - (High Yield) DCP-L5500DN, DCP-L5600DN, DCP-L5650DN; HL-L5000D, HL-L5100DN, HL-L5200DW, HL-L5200DWT, HL-L6200DW, HL-L6200DWT, HL-L6250DW, HL-L6300DW, HL-L6400DW, HL-L6400DWT; MFC-L5700DW, MFC-L5800DW, MFC-L5850DW, MFC-L5900DW, MFC-L6700DW, MFC-L6750DW, MFC-L6800DW, MFC-L6900DW	each	\$54.66	\$56.57	\$60.00	\$64.80	-12.7%	Certified
<b>Canon</b>								
2079800167	Reman Toner, Canon FX7	each	\$54.45	\$56.35	\$58.77	\$63.47	-11.2%	Certified
2079800309	Reman Toner Canon (Black) 3500B001AA (128), FAXPHONE L100, L190; imageCLASS D530, D550, MF4412, MF4420, MF4450, MF4550, MF4570DN, MF4570DW, MF4580, MF4770N, MF4880DW, MF4890DW (128)	each	\$55.57	\$57.52	\$58.77	\$63.47	-9.4%	Certified
2079800310	Reman Toner Canon (Black) 0263B001AA (104), FAXPHONE L20, L90, L120; I-Sensys 4120, 4140, 4150; imageCLASS D420, D480, MF4150, MF4270, MF4350D, MF4350DRF, MF4370DN, MF4690; Canon Satera MF4120, MF4130, MF4150, MF6570 (104)	each	\$55.81	\$57.76	\$58.77	\$63.47	-9.0%	Certified
2079800405	Reman Toner Canon imageCLASS MF6500, MF6530, MF6531, MF6540, MF6550, MF6560, MF6560CX, MF6580, MF6580CX, MF6590, MF6595, MF6595CX; LaserCLASS LC810, 830 (106/FX11)	each	\$63.28	\$65.49	\$64.22	\$69.36	-5.6%	Certified
2079800406	Reman Toner Canon Color imageCLASS Yellow LBP-712CDN	each	\$96.32	\$99.70	\$98.00	\$105.84	-5.8%	Certified
2079800407	Reman Toner Canon Color imageCLASS Yellow (High Yield) LBP-712CDN	each	\$115.57	\$119.61	\$115.20	\$124.42	-3.9%	Certified
2079800408	Reman Toner Canon Color imageCLASS Magenta LBP-712CDN	each	\$96.32	\$99.70	\$98.00	\$105.84	-5.8%	Certified
2079800409	Reman Toner Canon Color imageCLASS Magenta (High Yield) LBP-712CDN	each	\$115.57	\$119.61	\$115.20	\$124.42	-3.9%	Certified

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2079800410	Reman Toner Canon Color imageCLASS Cyan LBP-712CDN	each	\$96.32	\$99.70	\$98.00	\$105.84	-5.8%	Certified
2079800411	Reman Toner Canon Color imageCLASS Cyan (High Yield) LBP-712CDN	each	\$115.57	\$119.81	\$116.83	\$126.18	-5.0%	Certified
2079800412	Reman Toner Canon Color imageCLASS Black LBP-712CDN	each	\$88.30	\$91.39	\$98.00	\$105.84	-13.7%	Certified
2079800413	Reman Toner Canon Color imageCLASS Black (High Yield) LBP-712CDN	each	\$107.55	\$111.31	\$105.76	\$114.22	-2.5%	Certified
2079800414	Reman Toner Canon Color imageCLASS Yellow LBP-612CDW; MF632CDW, MF634CDW	each	\$73.87	\$76.34	\$77.79	\$84.01	-9.1%	Certified
2079800415	Reman Toner Canon Color imageCLASS Magenta LBP-612CDW; MF632CDW, MF634CDW	each	\$73.87	\$76.45	\$77.79	\$84.01	-9.0%	Certified
2079800416	Reman Toner Canon Color imageCLASS Cyan LBP-612CDW; MF632CDW, MF634CDW	each	\$73.87	\$76.45	\$77.79	\$84.01	-9.0%	Certified
2079800417	Reman Toner Canon Color imageCLASS Black LBP-612CDW; MF632CDW, MF634CDW	each	\$67.44	\$69.46	\$65.76	\$71.02	-2.2%	Certified
2079800418	Reman Toner Canon Color imageCLASS Yellow (High Yield) LBP-612CDW; MF632CDW, MF634CDW	each	\$101.14	\$104.68	\$105.76	\$114.22	-8.4%	Certified
2079800419	Reman Toner Canon Color imageCLASS Magenta (High Yield) LBP-612CDW; MF632CDW, MF634CDW	each	\$68.46	\$68.39	\$64.22	\$69.36	-1.4%	Certified
2079800420	Reman Toner Canon Color imageCLASS Cyan (High Yield) LBP-612CDW; MF632CDW, MF634CDW	each	\$101.14	\$101.88	\$105.76	\$114.22	-10.8%	Certified
2079800421	Reman Toner Canon Color imageCLASS Black (High Yield) LBP-612CDW; MF632CDW, MF634CDW	each	\$91.51	\$94.71	\$98.00	\$105.84	-10.5%	Certified
2079800422	Reman Toner Canon Color imageCLASS Yellow MF731CDW, MF733CDW, MF735CDW	each	\$88.30	\$91.39	\$98.00	\$105.84	-13.7%	Certified
2079800423	Reman Toner Canon Color imageCLASS Magenta MF731CDW, MF733CDW, MF735CDW	each	\$88.30	\$91.39	\$98.00	\$105.84	-13.7%	Certified
2079800424	Reman Toner Canon Color image CLASS Cyan CLASS MF731CDW, MF733CDW, MF735CDW	each	\$88.30	\$91.39	\$98.00	\$105.84	-13.7%	Certified
2079800425	Reman Toner Canon Color imageCLASS Black MF731CDW, MF733CDW, MF735CDW	each	\$85.09	\$88.06	\$85.62	\$92.47	-4.8%	Certified
2079800426	Reman Toner Canon Color imageCLASS Yellow (High Yield) MF731CDW, MF733CDW, MF735CDW	each	\$109.16	\$112.98	\$105.76	\$114.22	-1.1%	Certified
2079800427	Reman Toner Canon Color imageCLASS Magenta (High Yield) MF731CDW, MF733CDW, MF735CDW	each	\$109.16	\$112.98	\$105.76	\$114.22	-1.1%	Certified
2079800428	Reman Toner Canon Color imageCLASS Cyan (High Yield) MF731CDW, MF733CDW, MF735CDW	each	\$109.16	\$112.98	\$105.76	\$114.22	-1.1%	Certified
2079800429	Reman Toner Canon Color imageCLASS Black (High Yield) MF731CDW, MF733CDW, MF735CDW	each	\$105.96	\$105.91	\$105.76	\$114.22	-7.3%	Certified
2079800430	Reman Toner Canon (E40) (High Yield) FC 100, FC 120, FC 200, FC 204, FC 220, FC 224, FC 224S, FC 226, FC 230, FC 310, FC 330, FC 336; PC 100, 140, PC 150, PC 160, PC 170, PC 300, PC 310, PC 320, PC 325, PC 330, PC 330L, PC 400, PC 420, PC 425, PC 428, PC 430, PC 500, PC 530, PC 550, PC 700, PC 710, PC 720, PC 730, PC 735, PC 740, PC 745, PC 750, PC 760, PC 770, PC 775, PC 785, PC 780, PC 790, PC 795, PC 860, PC 880, PC 890, PC 900, PC 920, PC 921, PC 940, PC 941, PC 950, PC 980, PC 981	each	\$67.14	\$69.49	\$65.76	\$71.02	-2.1%	Certified

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2079800431	Reman Toner Canon (FX3) CFX-LC2050, CFX-2060, CFX-L3500IF, CFX-L4500IF, L3500, L4000, L4500, L6000, L6000L; Fax L120, L200, L220, L240, L250, L260, L260I, L280, L290, L295, L300, L350, L360; FAXPHONE L75, L80; ImageCLASS 1100; LaserClass 1060P, 2050, 2050P, 2060, 2060P, L300, L4000; MultiPASS L60-MFP, L90, L90-MFP, L6000; LBP-320, LBP-460, LBP-465, LBP-660, LBP-AX	each	\$49.96	\$51.71	\$58.77	\$63.47	-18.5%	Certified
2079800432	Reman Toner Canon LaserCLASS (FX4) 8500, 9000, 9000L, 9000MS, 9000S, 9500, 9500MS, 9500S, 9800	each	\$49.96	\$51.71	\$58.77	\$63.47	-18.5%	Certified
2079800433	Reman Toner Canon Fax L1000; (FX6) LaserCLASS 3170, 3170MS, 3175, 3175MS	each	\$55.57	\$57.52	\$58.77	\$63.47	-9.4%	Certified
2079800434	Reman Toner Canon imageCLASS I-Sensys MF6680DN (120) D1120, D1150, D1170, D1180, D1320, D1350, D1370, D1520	each	\$64.66	\$66.91	\$64.22	\$69.36	-3.5%	Certified
2079800435	Reman Toner Canon imageCLASS LBP-251DW, LBP-253DW, LBP-6300DN, LBP-6650DN, LBP-6670DN; MF414DW, MF416DW, MF419DW, MF5850DN, MF5880DN, MF5950DW, MF5960DN, MF6160DW, MF6180DW	each	\$61.02	\$63.16	\$64.22	\$69.36	-8.9%	Certified
2079800436	Reman Toner Canon imageCLASS (High Yield) LBP-251DW, LBP-253DW, LBP-6300DN, LBP-6650DN, LBP-6670DN; MF414DW, MF416DW, MF419DW, MF5850DN, MF5880DN, MF5950DW, MF5960DN, MF6160DW, MF6180DW	each	\$78.68	\$81.43	\$85.62	\$92.47	-11.9%	Certified
2079800437	Reman Toner Canon imageCLASS (L50) D660, D661, D680, D760, D761, D780, D860, D861, D880; PC 1060, PC 1061, PC 1080F; SmartBase PC 1210, PC 1230, PC 1270	each	\$56.97	\$58.96	\$58.77	\$63.47	-7.1%	Certified
2079800438	Reman Toner Canon LaserCLASS (FX7) 710, 720i, 730i; L2000, L2000 IP	each	\$57.32	\$59.33	\$58.77	\$63.47	-6.5%	Certified
2079800439	Reman Toner Canon imageCLASS (X25) MF3110, MF3111, MF3240, MF5530, MF5550, MF5730, MF5750, MF5770	each	\$54.17	\$56.06	\$58.77	\$63.47	-11.7%	Certified
2079800440	Reman Toner Canon imageCLASS (FX8/S35) D320, D340; Fax L360, L380, L380S, L390 L400, L170; LaserCLASS 310, 510; PC D320, D340	each	\$53.82	\$55.70	\$58.77	\$63.47	-12.2%	Certified
2079800441	Reman Toner Canon imageCLASS (137) MF212W, MF216N, MF227DW, MF229DW, MF236N, MF247DW	each	\$62.16	\$64.33	\$64.22	\$69.36	-7.2%	Certified
<b>Dell</b>								
2079800442	Reman Toner Dell 1100, 1110	each	\$62.94	\$65.14	\$64.56	\$69.72	-6.6%	Certified
2079800443	Reman Toner Dell (High Yield) 1815DN MFC	each	\$65.39	\$67.68	\$64.56	\$69.72	-2.9%	Certified
2079800444	Reman Toner Dell Black (High Yield) 3110CN, 3115CN	each	\$114.04	\$118.03	\$116.39	\$125.70	-6.1%	Certified
2079800445	Reman Toner Dell Cyan (High Yield) 3110CN, 3115CN	each	\$114.04	\$118.03	\$116.39	\$125.70	-6.1%	Certified
2079800446	Reman Toner Dell Magenta (High Yield) 3110CN, 3115CN	each	\$114.04	\$118.03	\$116.39	\$125.70	-6.1%	Certified
2079800447	Reman Toner Dell Yellow (High Yield) 3110CN, 3115CN	each	\$114.04	\$118.03	\$116.39	\$125.70	-6.1%	Certified
2079800448	Reman Toner Dell Black (High Yield) 3130CN	each	\$125.92	\$130.33	\$132.38	\$142.97	-8.8%	Certified
2079800449	Reman Toner Dell Cyan (High Yield) 3130CN	each	\$125.92	\$130.33	\$132.38	\$142.97	-8.8%	Certified
2079800450	Reman Toner Dell Magenta (High Yield) 3130CN	each	\$125.92	\$130.33	\$132.38	\$142.97	-8.8%	Certified
2079800451	Reman Toner Dell Yellow (High Yield) 3130CN	each	\$125.92	\$130.33	\$132.38	\$142.97	-8.8%	Certified
2079800452	Reman Toner Dell (High Yield)5330DN	each	\$138.17	\$138.12	\$132.38	\$142.97	-3.4%	Certified
2079800453	Reman Toner Dell (High Yield) 2335DN	each	\$78.00	\$81.51	\$87.99	\$95.03	-14.2%	Certified
2079800454	Reman Toner Dell (High Yield) 2330D, 2330DN, 2350D, 2350DN	each	\$86.42	\$89.44	\$87.99	\$95.03	-5.9%	Certified
2079800455	Reman Toner Dell 2230D	each	\$85.08	\$88.05	\$87.99	\$95.03	-7.3%	Certified
2079800456	Reman Toner Dell (High Yield) 3330DN, 3333DN, 3335DN	each	\$114.46	\$118.47	\$116.39	\$125.70	-5.8%	Certified
2079800457	Reman Toner Dell (High Yield) 5230N, 5230DN, 5350DN, 5530DN, 5535DN	each	\$151.08	\$156.37	\$149.85	\$161.84	-3.4%	Certified
2079800458	Reman Toner Dell 3330DN, 3333DN, 3335DN	each	\$104.59	\$108.25	\$107.12	\$115.69	-6.4%	Certified
2079800459	Reman Toner Dell (High Yield) 1130, 1130N, 1133, 1135N	each	\$74.08	\$76.67	\$75.38	\$81.41	-5.8%	Certified



**STATE OF GEORGIA SWC PRICING**

<b>Part Number</b>	<b>Product Description</b>	<b>UOM</b>	<b>2024 GEPS Price to the State</b>	<b>2025 GEPS Price to the State</b>	<b>2025 SPD Fair Market Value</b>	<b>2025 Certification Max Price (FMV+8%)</b>	<b>2025 Computation (Price vs Max)</b>	<b>2025 Result</b>
2079800460	Reman Toner Dell 2355DN	each	\$81.72	\$84.58	\$87.99	\$95.03	-11.0%	Certified
2079800461	Reman Toner Dell (High Yield) B1260DN, B1265DNF, B1265DFW	each	\$62.82	\$64.25	\$64.56	\$69.72	-7.9%	Certified
2079800462	Reman Toner Dell B1160, B1160W, B1163W, B1165NFW	each	\$74.11	\$76.70	\$75.38	\$81.41	-5.8%	Certified
2079800463	Reman Toner Dell Black (High Yield) C3760DN, C3760N, C3765DNF	each	\$99.04	\$99.03	\$98.38	\$106.25	-6.8%	Certified
2079800464	Reman Toner Dell Yellow (High Yield) C3760DN, C3760N, C3765DNF	each	\$99.04	\$102.51	\$107.12	\$115.69	-11.4%	Certified
2079800465	Reman Toner Dell Magenta (High Yield) C3760DN, C3760N, C3765DNF	each	\$99.04	\$102.51	\$107.12	\$115.69	-11.4%	Certified
2079800466	Reman Toner Dell Cyan (High Yield) C3760DN, C3760N, C3765DNF	each	\$99.04	\$102.51	\$107.12	\$115.69	-11.4%	Certified
2079800467	Reman Toner Dell (High Yield) B5460DN, B5465DNF	each	\$212.62	\$220.06	\$208.70	\$225.40	-2.4%	Certified
2079800468	Reman Toner Dell (Extra High Yield) B5465DNF	each	\$237.86	\$240.11	\$231.05	\$249.53	-3.8%	Certified
2079800469	Reman Toner Dell B5460DN, B5465DNF	each	\$114.05	\$114.41	\$116.39	\$125.70	-9.0%	Certified
2079800470	Reman Toner Dell B2360D, B2360DN, B3460DN, B3465DN, B3465DNF	each	\$107.41	\$109.14	\$107.12	\$115.69	-5.7%	Certified
2079800471	Reman Toner Dell (High Yield) B2360D, B2360DN, B3460DN, B3465DN, B3465DNF	each	\$110.37	\$111.18	\$116.39	\$125.70	-11.5%	Certified
2079800472	Reman Toner Dell (Extra High Yield) B3460DN	each	\$173.35	\$179.42	\$208.70	\$225.40	-20.4%	Certified
2079800473	Reman Toner Dell (Extra High Yield) B5460DN	each	\$237.86	\$246.18	\$231.05	\$249.53	-1.3%	Certified
2079800474	Reman Toner Dell (High Yield) S2830DN	each	\$144.46	\$149.52	\$145.24	\$156.86	-4.7%	Certified
2079800475	Reman Toner Dell (High Yield) B2375DFW, B2375DNF	each	\$90.86	\$94.04	\$98.38	\$106.25	-11.5%	Certified
2079800476	Reman Toner Dell Yellow (High Yield) C2660DN, C2665DNF	each	\$60.52	\$62.63	\$64.56	\$69.72	-10.2%	Certified
2079800477	Reman Toner Dell Magenta (High Yield) C2660DN, C2665DNF	each	\$60.52	\$62.63	\$64.56	\$69.72	-10.2%	Certified
2079800478	Reman Toner Dell Cyan (High Yield) C2660DN, C2665DNF	each	\$60.52	\$62.63	\$64.56	\$69.72	-10.2%	Certified
2079800479	Reman Toner Dell Black (High Yield) C2660DN, C2665DNF	each	\$60.52	\$62.63	\$64.56	\$69.72	-10.2%	Certified
2079800480	Reman Toner Dell (High Yield) S5830DN	each	\$208.63	\$215.94	\$208.70	\$225.40	-4.2%	Certified
2079800481	Reman Toner Dell (Extra High Yield) S5830DN	each	\$256.76	\$265.75	\$262.20	\$283.18	-6.2%	Certified
2079800482	Reman Toner Dell (High Yield) E310DW, E514DW, E515DW, E515DN	each	\$61.90	\$64.06	\$64.56	\$69.72	-8.1%	Certified
					Price Increases for 2025			
					Price Decreases for 2025			

## **Easter Seals East Georgia - Augusta, GA**

### **Wiping Rags**

#### **For 2025:**

- All 8 of the 9 existing items have requested price increases due to increased costs from suppliers as well as shipping costs.
- 3 new items (Heavy Duty Microfiber Cloths) have been added.

All these product items have been reviewed by DOAS using the standard FMP methodology and have been approved to be within 8% of that FMP.

This product category report has been submitted for review by the Fair Market Pricing Committee.

**Recommendation:** Since all the listed items have been approved to be within FMP, we are requesting that the approved items continue to be certified as mandatory for 2025.

STATE OF GEORGIA SWC PRICING

Part Number	Product Description	UOM	2024 GEPS Price to the State	2025 GEPS Price to the State	2025 SPD Fair Market Value	2025 Certification Max Price (FMV+8%)	2025 Computation (Price vs Max)	2025 Result
7359800001	Wiping Rags, 12" x 12", Cotton, White, 5 Lb box	box	\$36.56	\$36.56	\$35.28	\$38.10	-4.0%	Certified
7359800017	Shop Rags, 14" x 14", Cotton, Red, 50 per box	box	\$29.03	\$30.11	\$34.67	\$37.44	-19.6%	Certified
7359800018	Disposable Shop Rags, 10" x 16", Cotton, Blue, 200 per roll	roll	\$27.96	\$29.03	\$29.51	\$31.87	-8.9%	Certified
7359800019	Microfiber Cleaning Cloths, 12" x 12", Blue, 12 Cloths	box	\$10.75	\$12.90	\$12.53	\$13.53	-4.6%	Certified
7359800020	Microfiber Cleaning Cloths, 12" x 12", Green, 12 Cloths	box	\$10.75	\$12.90	\$12.53	\$13.53	-4.6%	Certified
7359800021	Microfiber Cleaning Cloths, 12" x 12", Grey, 12 Cloths	box	\$10.75	\$12.90	\$12.53	\$13.53	-4.6%	Certified
7359800022	Microfiber Cleaning Cloths, 12" x 12", Blue, 24 Cloths	box	\$16.13	\$17.74	\$17.63	\$19.04	-6.8%	Certified
7359800023	Microfiber Cleaning Cloths, 12" x 12", Green, 24 Cloths	box	\$16.13	\$17.74	\$17.63	\$19.04	-6.8%	Certified
7359800024	Microfiber Cleaning Cloths, 12" x 12", Grey, 24 Cloths	box	\$16.13	\$17.74	\$17.63	\$19.04	-6.8%	Certified
			Price Increase for 2025					
<b>TO BE ADDED</b>								
7359800025	Microfiber Cleaning Cloths, Heavy Duty, 16" x 16", Blue, 50 Cl	box		\$32.26	\$32.31	\$34.89	-7.6%	Certified
7359800026	Microfiber Cleaning Cloths, Heavy Duty, 16" x 16", Green, 50 Cl	box		\$32.26	\$32.31	\$34.89	-7.6%	Certified
7359800027	Microfiber Cleaning Cloths, Heavy Duty, 16" x 16", Pink, 50 Cl	box		\$32.26	\$32.31	\$34.89	-7.6%	Certified

## EXECUTIVE COMMITTEE REPORT

STATUS OF POLICY AND PROCEDURES DOCUMENTS  
AND NEXT STEPS

# GEORGIA STATE USE COUNCIL

## **Quarterly Meeting** **Sept. 26, 2024** **Sloppy Floyd Building** **Atlanta, GA**

### Old Business

- A. Extension of Contract for Designation of FY24 CNA
- B. Extension of Agreement Between State Use Council,  
DOAS, CNA

**GEORGIA Enterprises**



**for Products & Services**

# GEORGIA STATE USE COUNCIL

**Quarterly Meeting**  
**Sept. 26, 2024**  
Sloppy Floyd Building  
Atlanta, GA

New Business

GEORGIA Enterprises



for Products & Services