

Turning Disabilities Into Possibilities



Georgia Enterprises for Products and Services

FY 2018 Annual Report
July 1, 2017 to June 30, 2018

State Use Council Chair

Message from the Chairman:

The Georgia State Use Program was created by the Georgia Legislature in 1993 to provide employment opportunities for Georgia's citizens with disabilities. This was a brilliantly conceived program where everyone wins: The citizens with disabilities who gain employment, their families, the State of Georgia, and the non-profit agencies which employ these citizens to provide the products and services needed by State agencies. The purpose of this program is as relevant today as it was twenty-five years ago when it was created. Since this program is clearly in the best interest of the State of Georgia, the employers and all served by it, I have no doubt that the State Use Program will continue to serve this vital purpose well into the future.

The State Use Program is a team effort with each unit of the team's focus being citizens with disabilities. Each team member's participation is vitally important to success of the program. In addition to the State Use Council and Georgia Enterprises for Products and Services (GEPS), there are other units that are essential to the success of the program. The non-profit community resource providers (CRPs) provide the products and services at the heart of the program and employ the citizens with disabilities that drive the program. The CRPs, as well as their products and services, are certified by the State Use Council to be eligible to be part of the program. Seventy-five percent (75%) or more of the work force used by the CRPs in the products and service contracts are to be citizens with disabilities. The Georgia Department of Administrative Services makes it possible for certain products and services to be mandatory or preferred products for State agencies. These State agencies make up the market where these products and services are purchased. However, it is the citizens with disabilities themselves, who produce these quality products and services to the State, which are the driving force of the State Use program. The wonderful thing is that those individuals with disabilities are not only being provided the opportunity for employment, but their efforts help drive the program to create opportunity for others with disabilities. Together, as a team, we propel State Use forward as our efforts continue to improve the lives of so many of those individuals who might otherwise not be able to overcome the obstacles that they face.

The overall economic outlook continues to show steady improvement and the State Use Program continues its efforts to expand opportunities for Georgians with disabilities. And while Georgia's 3.7% unemployment rate is now on par with the national average (3.7%), this program remains vital to Georgians with disabilities since they have even higher-than-average rates of unemployment within the State. These 'faces of state use' work hard to ensure the program provides meaningful and rewarding employment for those with disabilities. There continues to be a tremendous need in our state to provide job opportunities for our citizens with disabilities, and the State Use Program continually strives to address those needs.

The success of the State Use Program is accomplished through multiple partners which include the State Use Council, the Georgia Department of Administrative Services, and the Central Non-profit Agency which is aptly named Georgia Association of Training, Employment, and Supports (GATES). GATES encompasses GEPS which provides for the day-to-day operations of the State Use Program. By working collectively, these organizations assure that the State Use Program engages people with disabilities and helps them to provide our governmental agency customers with essential goods and services. During FY18, the Georgia State Use Program continued to have a strong financial and 'mission' focus. Our State Use Program staff members continue to work toward the growth and enhancement of the program utilizing the

updated State Use Operational Plan. This plan's four key strategies continue to be:

1. Enhancing the System and State Use Program Effectiveness
2. Building Capability and Capacity
3. Increasing Successful Product and Service Awards
4. Enhancing the Marketing of the Program

In FY18 product sales for GEPS increased 18% from the previous year ending up at \$2,384,940 and service contracts showed a modest increase of 5% with a final revenue of \$1,249,957. With all sources of revenue combined, the program revenues came in at \$3,634,897 which is a 13% increase over FY17. By the end of the fiscal year, the program had a 16% increase in net assets from FY17 \$139,879 to FY18 \$162,397. The outlook continues to remain positive due to the continued efforts to increase product sales, the addition of new products to the program, winning new service contracts, and the grant that GEPS has received for FY19 from the Georgia Vocational Rehabilitation Agency.

In FY18, through the products sold to the State and the State service contracts, the State Use Program provided 60,874 hours of employment for Georgians with disabilities. This was a 43% increase over the 42,576 hours of employment from FY17 and the number of people with disabilities employed through the program also increased in FY18 to 142 which is 60% higher than FY17 (89). This increase in both labor hours and the number of individuals employed is a testament to the State's continued commitment to the success of the State Use Program.

In 2018 the Council again approved the 2019 product re-certification for the State Use Program at the September quarterly meeting with the continued use of the program's newly enhanced certification methodology. This improved procedure helps to strengthen the mandate within the State and aids to increase sales and the labor hours which provide the opportunities which benefit those Georgians with disabilities the program serves.

As the State Use Program continues to strive for growth in such opportunities, we remain committed to leveraging our operational strategy in an effort to expand the program by finding new products and services with which to replace the ones which will inevitably reach the end of their life cycle. For that reason, it is imperative that we continue to work together to assure that this program continues to assist those individuals who benefit so much from our efforts.

On behalf of the Georgia State Use Council, I invite you to support our efforts to put Georgians with disabilities to work. As you review this report, you will see the 'faces of state use' and the significant contributions this program is making to the lives of those involved.

We look forward to continued growth and success of the State Use Program as it serves Georgians with disabilities!

Charles F. Smith, Chair
State Use Council



The Faces of State Use

Chris Gore Georgia Industries for the Blind

When Chris first started trying to find a job, like many with disabilities he encountered problems. After contacting the Georgia Vocational Rehabilitation Agency, they informed him of career opportunities at GIB.

Chris states, "Two days later I was hired, and I was so excited about being able to finally get out and be around people who had been able to overcome their blindness and move ahead in life."

In his three years with GIB, Chris has been assigned to various departments and has held numerous production jobs. Chris's supervisors say he demonstrates the highest levels of effort, quality of work, initiative, and has earned a reputation for going above and beyond.

Teresa Roberts, GIB Plant Manager says, "Chris is always willing to help in any of his trained positions when needed and always with a smile."



Pictured from Left to Right: Charles Smith, Shawn Ryan, Chris Gore

Kenneth "Troy" Folds New Ventures

Troy began working with New Ventures in July 2017. After completing Work Evaluation and Work Adjustment Training, he would like to work in a service industry.

Troy has proved himself very valuable as a production worker. He has worked on State Use Program contracts in order fulfillment as well as other tasks requiring packaging, assembly, and inspection.

One thing that sets Troy apart from many workers is his pleasant disposition. He can always be counted on to motivate and encourage other trainees. He has even been known to make homemade cards for his fellow workers.

Troy has always demonstrated a strong work ethic. He comes to work each day as scheduled and on time. He is a model employee as he remains on task and consistently does a great job.



Pictured from Left to Right: Shawn Ryan, Andrew Barrett of New Ventures (accepting on behalf of Troy Folds)

LaSean Bolden Easter Seals of Middle Georgia

LaSean faced significant challenges to overcome and knew his Work Adjustment Training was not going to be easy. But he mentioned the support of his family and how his son refers to him as Superman.

He was a US Marine who had endured several life-changing events after serving our country which had cut short his ability to work full-time. His GVRA counselor noted that during their initial meeting he got up and danced because he was so happy to be given the opportunity to at least attempt to work again.

Trying his hand at nailing pallets for the first time at Easter Seals, he discovered that not only could he nail, but he could do this job well!

LaSean's focus doesn't seem to be on the little things that he can't do, but on the big things that he can. He simply does not stop trying. The simple privilege of being able to work is one that many of us take lightly, but not LaSean.



Pictured from Left to Right: Charles Smith, Shawn Ryan, LaSean Bolden

Sharon Cmar - Tommy Nobis Center

Sharon completed her vocational rehabilitation training with Tommy Nobis Center in 2010 after six years of unemployment and was recommended her for a part-time receptionist position for one of Tommy Nobis Center's divisions.

As the Front Office Assistant, Sharon is always eager to help others. If a teammate needs assistance, she will go the extra mile to ensure that they get the support they need. Sharon volunteers for special projects and is always seeking to learn more.

Sharon currently also works with the State Use Program drug testing kits contract in order processing. She always provides extra effort and support to ensure that the orders are correct and timely.

Sharon is a shining example of someone who has proven to be a valuable worker and a highly regarded member of the community.



Pictured from Left to Right: Shawn Ryan, Sharon Cmar

Yolanda Brown the Bobby Dodd Institute

Yolanda came to BDI in 2017 for assistance in re-entering the workforce. While her experience was in food service, she wanted to enter a new field. From the beginning she wanted to improve her familiarity with computers and obtain a job as a mailroom clerk and she did exactly that!

Through BDI she had the opportunity to participate in an 8-week internship at the Federal Reserve Bank working in the mailroom where she was able to get valuable knowledge and hands on experience in her desired field. Her supervisors reported that Yolanda was an excellent employee who always went the extra distance to ensure that she consistently completed high quality work.

After completing her internship, she worked with employment specialist to secure a permanent position in the IRS Mailroom where she has been working successfully for the last couple of months. Yolanda is an excellent example of what can be achieved with focus, drive and determination.



Pictured from Left to Right: Charles Smith, Shawn Ryan, Yolanda Brown

Spirit of State Use Award

Michael Davidson Georgia State University

Mr. Davidson has worked closely with GEPS in the recent past to help bring Georgia State University further into the State Use Program.

This means that Georgia State University not only continues to purchase gloves, but they have also begun to purchase some Printer Cartridges, as well as significantly increasing the amount of Foaming Hand Soap they are purchasing from the State Use Program by switching over to our product lines.

The Gloves and the Printer Cartridges are produced by the Bobby Dodd Institute here in Atlanta while the Foaming Hand Soap is produced by New Ventures in LaGrange.

Georgia State University's commitment to this program has created jobs for Georgians with disabilities just like the individuals you have met here today. And their commitment to continue purchasing those mandatory products from GEPS is the kind of cooperation that continues to provide even more employment opportunities for individuals with disabilities throughout the state of Georgia.



Pictured from Left to Right: Shawn Ryan, Michael Davidson

State Use Council Members *

Charles F. Smith, Chair
Augusta, GA

Dorothy Cochran, Vice Chair
College Park, GA

Commissioner Shawn Ryan
Department of Administrative Services
Darryl Mitchell, DOAS Representative

Commissioner Robyn Crittenden
Department of Human Services
William T. Prescott, DHS Representative

Commissioner Gregory C. Dozier
Department of Corrections
Charles H. Smith, DOC Representative

Commissioner Judy Fitzgerald
Department of Behavioral Health and
Developmental Disabilities
Alan Morgan, DBHDD Representative

Commissioner Christopher Nunn
Department of Community Affairs
William Dews, DCA Representative

Rhona Abeles
Atlanta, GA

Christopher Valley
Atlanta, GA

Reid Laurens
Alpharetta, GA

Marty Owens
Gainesville, GA

* as of June 30, 2018

GEPS Staff *

Charles Hall, CEO

Shawn Pursley, State Use Program Director

Teresa Beck, Customer Service Representative

Stephanie Boyd, Customer Service Representative

Amy Steele, Customer Service Representative

Steen Hymes, Marketing Assistant

Dolores Thomason, Assistant Director of Accounting

Gene Ballard, Director of Accounting

* as of June 30, 2018

Financial Summary

Statement of Activities for the Period ending:

	June 30, 2017	June 30, 2018
Income		
GEPS Product Sales	\$ 2,015,630	\$ 2,384,940
GEPS Service Sales	\$ 1,188,242	\$ 1,249,957
Grant Revenue	\$ 39,996	\$ 39,996
Other Revenue	<u>\$ 0</u>	<u>\$ 0</u>
Total Revenues	<u><u>\$ 3,243,868</u></u>	<u><u>\$ 3,674,893</u></u>
"Cost of Sales, Products"	\$ 1,882,788	\$ 2,228,955
"Cost of Sales, Services"	<u>\$ 1,119,307</u>	<u>\$ 1,180,002</u>
Net Revenue	<u><u>\$ 241,772</u></u>	<u><u>\$ 265,936</u></u>
Expenses		
Program Services	<u>\$ 242,913</u>	<u>\$ 243,417</u>
Net Expenses	<u><u>\$ 242,913</u></u>	<u><u>\$ 243,417</u></u>
FY Net Income	\$ (1,141)	\$ 22,519
Net Assets from Prior Year	<u>\$ 141,020</u>	<u>\$ 139,879</u>
Net Assets at end of Period	<u><u>\$ 139,879</u></u>	<u><u>\$ 162,398</u></u>

Comparative Sales by Category

Products	FY17	FY18	% Change 17 - 18
Batteries	\$ -	\$ 6,505	6505 %
Drug Testing Kits	\$ 531,119	\$ 576,949	9 %
First Aid Kits and Accessories	\$ 33,239	\$ 44,172	33 %
Floor Maintenance Pads	\$ 27,015	\$ 14,263	- 47 %
Gloves	\$ 500,684	\$ 638,512	28 %
Mop Products	\$ 44,527	\$ 44,550	0 %
Pallets	\$ 83,730	\$ 78,299	- 6 %
Pillows	\$ 3,946	\$ 3,480	- 12 %
Printer Cartridges Reman	\$ 329,234	\$ 318,941	- 3 %
Razors	\$ 62,347	\$ 88,612	42 %
Hand Soap	\$ 316,672	\$ 450,143	42 %
Hand Sanitizer	\$ 61,453	\$ 93,560	52 %
Wiping Rags	\$ 21,663	\$ 26,954	24 %
Total Products	\$ 2,015,630	\$ 2,384,940	18 %

Services	FY17	FY18	% Change 17 - 18
Custodial	\$ 710,857	\$ 826,342	16 %
Grounds Maint. /Landscaping	\$ 381,875	\$ 342,166	- 10 %
Fulfillment	\$ 95,509	\$ 81,449	- 15 %
Total Services	\$ 1,188,242	\$ 1,249,957	5 %

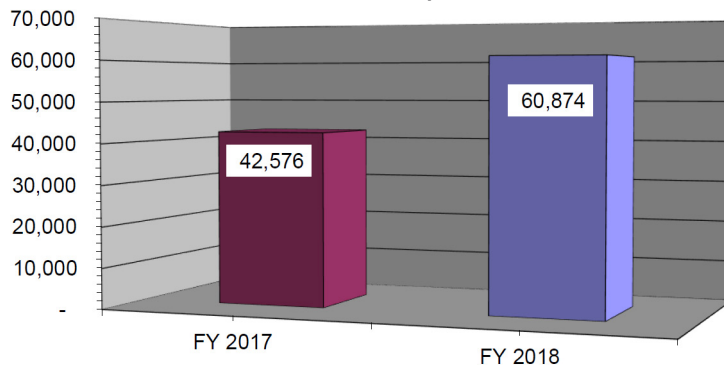
Grand Total	\$ 3,203,872	\$ 3,634,897	13%
--------------------	---------------------	---------------------	------------

Employment of People with Disabilities

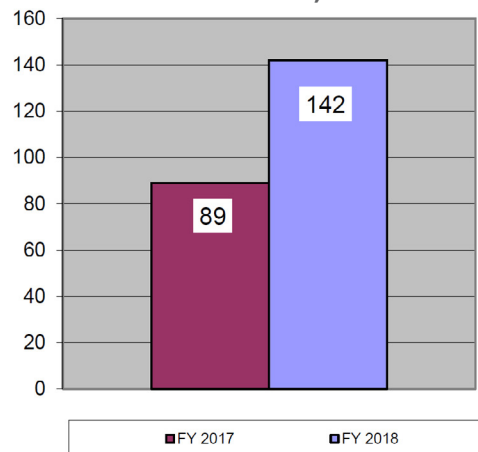
FY 2018

Work Center Reporting	1st Qtr.			2nd Qtr.		3rd Qtr.		4th Qtr.		FY 2018 TOTAL	
	Labor Hours	As of July 1	New 7/1 - 9/30	Labor Hours	New 10/1 - 12/31	Labor Hours	New 1/1 - 3/31	Labor Hours	New 4/1 - 6/30	Labor Hours	State Use Emp
Bobby Dodd Institute	4,851	22	17	4,356	6	3,372	0	3,731	1	16,310	36
Easter Seals of East Georgia	3,113	5	1	6,724	4	6,826	20	3,841	0	20,504	30
Easter Seals of Southern Georgia	9	1	0	11	0	8	0	6	0	34	1
Georgia Industries for the Blind	1,252	9	0	997	0	1,039	0	1,384	0	4,672	9
Goodwill Industries of the Coastal Empire	0	0	0	267	0	278	0	273	0	818	0
Goodwill Industries of Middle Georgia	600	9	9	600	0	280	0	0	0	1,480	18
Nobis Works	40	1	0	49	1	33	0	38	0	160	2
Easter Seals of Middle Georgia	509	10	2	212	3	60	2	0	0	781	17
New Ventures Inc.	1,096	5	0	589	8	817	3	495	0	2,997	16
Rehabilitation Industries of Northeast Georgia	0	0	0	0	0	0	0	0	0	-	0
Veterans Resource Group	2,649	13	0	3,573	0	3,395	0	3,501	0	13,118	13
Totals	14,119	75	19	17,378	22	16,108	25	13,269	1	60,874	142

State Use Labor Hours of Disabled Employees FY 2017 & FY 2018 as of June, 30 2018



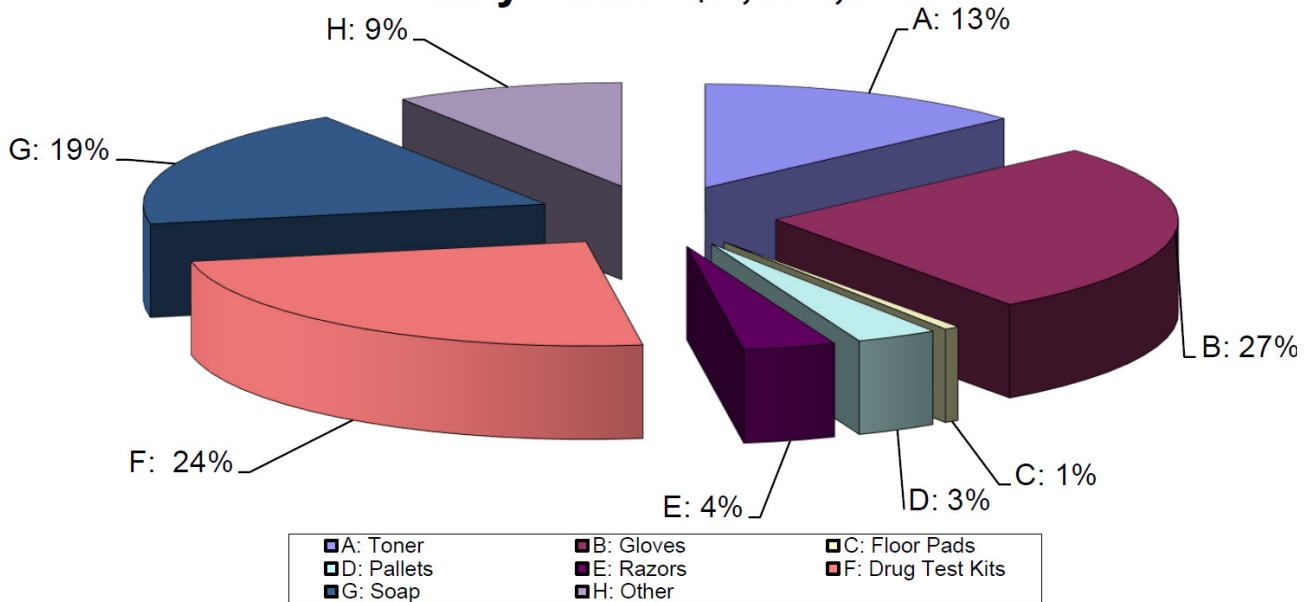
Comparative State Use - Disabled Workers Used FY 2017 & FY 2018 as of June 30, 2018



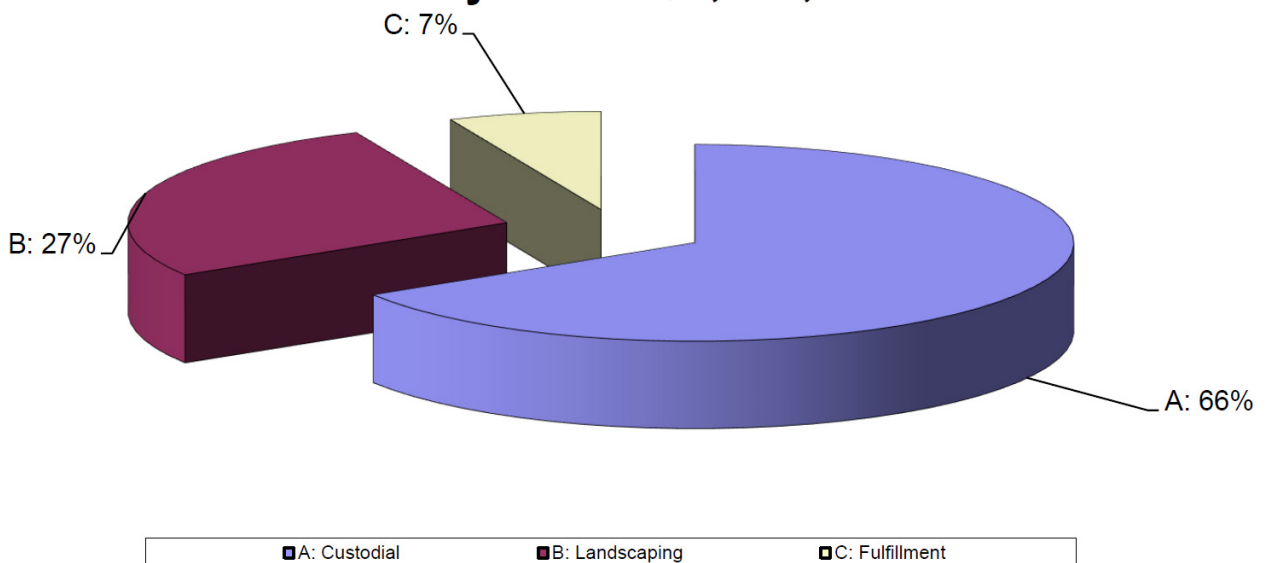
Total labor hours of disabled employees totaled 60,874 hours in FY18. This was a 43% increase from the total number of hours disabled Georgians were employed in the program in FY17. There was also a 60% increase in the actual number of workers in the program to 142.

Product and Service Sales by Category

Product Sales FY18 July - June \$2,384,940



Service Sales FY18 July - June \$1,249,957



Certified Work Centers

Bobby Dodd Institute

Atlanta, GA 30318

Dover Training Institute

777 Cleveland Ave SW STE-302
Atlanta, GA 30315

Easter Seals East Georgia

Augusta, GA 30904

Easter Seals Middle Georgia

Dublin, GA 31040

Easter Seals Southern Georgia

Albany, GA 31701

Georgia Industries for the Blind

Bainbridge, GA 39818

Goodwill Industries of the Coastal Empire

Savannah, GA 31416-1707

Goodwill Industries of Middle Georgia

Macon, GA 31206

Goodwill Industries of North Georgia

Decatur, GA 30033

Goodwill Industries of the Southern Rivers

Columbus, GA 31906

Houston County Association for Exceptional Citizens, Inc.

Warner Robins, GA 31093

New Ventures, Inc.

LaGrange, GA 30240

Nobis Works

Marietta, GA 30066-6014

Rehabilitation Industries of NE Georgia

Gainesville, GA 30501

Veterans Resource Group

Forrest Park, GA 30297

Mission

Georgia Enterprises for Products and Services is dedicated to encouraging and assisting individuals with disabilities to achieve maximum personal independence by engaging in useful and productive vocational activities. Georgia Enterprises works to facilitate and expand employment opportunities for people with disabilities through state and local programs. Georgia Enterprises strives to develop an environment for successful employment of the disabled through marketing research, public relations, and educational activities.

Georgia Enterprises values our cooperative relationships with business, state, and local community leaders that promote programs supportive of the employment of Georgia's citizens with disabilities.

GATES Board of Directors *

Lynn Smith, President
Easter Seals of East Georgia

Dave Ward, Treasurer
Tommy Nobis Center

Carrie Edwards, Vice President
Goodwill of Middle Georgia

Leigh McIntosh, Secretary
Creative Enterprises

At Large Members

Fontaine Huey
Center for the Visually Impaired

Larry Gluth
Bobby Dodd Institute

Tricia Llewellyn Konan
Goodwill Ind. of the Southern Rivers

Dave Miller
New Ventures, Inc.

Myndi Kuhlmann
Goodwill of North Georgia

* as of June 30, 2018

A Vision for Empowerment

The Georgia Legislature established the State Use Council in 1993 to offer quality services and products to be used by state and local government agencies and to improve the quality of life for Georgia's citizens with disabilities. The stature requires state agencies and political subdivisions to purchase certain products and services from certified Georgia work centers employing individual with disabilities. The State Use Council designates a private nonprofit agency to administer daily operation on behalf of the Council.

This program is Georgia Enterprises for Products and Services, and its nonprofit administering agency is the Georgia Association of Training, Employment, and Supports (GATES). The State Use Council ensures that services and products are priced at a fair market value and are of the highest quality. This is a unique partnership between government and the private nonprofit sector.

Georgia Enterprises for Products and Services

P.O. Box 4529
LaGrange, GA
30241

voice | 800 331 4807

fax | 800 382 8498

www.georgiaenterprises.com

