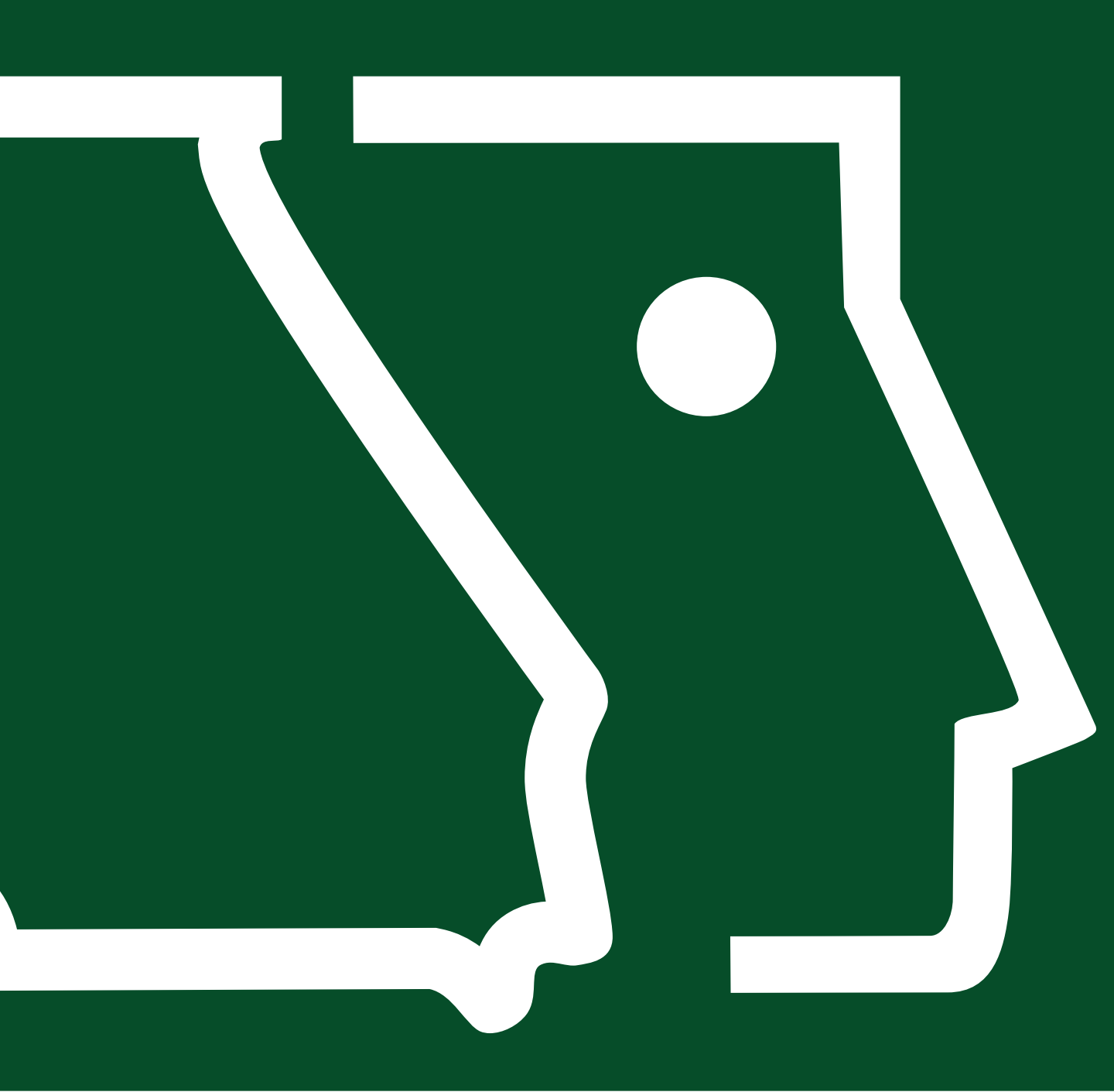


Turning Disabilities Into Possibilities



Georgia Enterprises for Products and Services

FY 2020 Annual Report
July 1, 2019 to June 30, 2020

State Use Council Chair

Message from the Chairman:

As 2020 draws to a close, it is an understatement to say that this year has been one of unprecedented challenges. The COVID-19 pandemic quickly ushered in uncertainty and turmoil in a great many lives both professionally and personally. The virus not only created issues with people not being able to gather together, but it also prevented many children from being able to attend school, and for many people to go to work. The Georgia State Use Program was created by the Georgia Legislature twenty-seven years ago to provide employment opportunities for Georgia's citizens with disabilities through Georgia Enterprises for Products and Services (GEPS). 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 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 the success of the program. In addition to the State Use Council and 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 which provides employment for the citizens with disabilities. 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 those 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.

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 FY20, 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.

The majority of the service contracts in the State Use Program involve custodial services for the State of Georgia and while the overall revenue for those service contracts has dipped from last year, the pandemic has resulted in an increase in some of those contracts. While many State facilities have temporarily closed their doors or limited access, some of the existing contracts GEPS holds for those facilities have increased the scope of their custodial services to better protect the employees from COVID-19. Those contracts that have increased the levels of cleaning and disinfection have meant more hours for the Georgians with disabilities that the State Use Program employs.

As a result of COVID-19, certain products that the State Use Program provides to the State have increased dramatically. Hand sanitizer in particular, as well as gloves increased in sales by 554% and 34%, respectively in 2020. While there were shortages of hand sanitizer internationally, GEPS was kept in a high priority for these orders by our supplier since we provide these products to state government. Those increased sales helped to protect State employees and assure plenty of work for Georgians with disabilities providing those products. 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.

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. In 2020 the Council again approved the 2021 product re-certification for the State Use Program at the September quarterly meeting. In addition to existing products, GEPS introduced Flu-Prevention Kits as well as Sewn, Reusable Face Masks. In the interest of protecting our State customers from Covid-19, GEPS pushed the release of these products out as quickly as possible and weeks ahead of the regularly scheduled dates.

The overall economic outlook continues to show steady improvement and the State Use Program continues its efforts to expand opportunities for Georgians with disabilities. Georgia's 5.7% unemployment rate is a full point below the national average (6.7%), 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.

In FY20 product sales for GEPS increased 29% from the previous year ending up at \$3,374,326 and service contracts showed a decrease of 2% with a final revenue of \$1,054,548. With all sources of revenue combined, the program revenues came in at \$4,419,875 which is a 20% increase over FY19. By the end of the fiscal year, the program had a 36% increase in net assets from FY19 \$186,912 to FY20 \$254,590. 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 FY20 from the Georgia Vocational Rehabilitation Agency.

In FY20, through the products sold to the State and the State service contracts, the State Use Program provided 61,823 hours of employment for Georgians with disabilities. This was a 6% increase from the 58,362 hours of employment in FY19 while the number of people with disabilities employed through the program decreased in FY20 to 86 which is 30% lower than FY19 (122). While this increase in labor hours may seem counter-intuitive when compared with the decrease in the number of individuals employed, it reflects the program's commitment to continuing to serve existing contracts while dealing with a constrained labor market due to the COVID-19 pandemic.

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. The purpose of this program is as relevant today as it was in 1993 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. 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.

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

Angela Harris the Bobby Dodd Institute - Atlanta

In 2003, Angela was referred to BDI, in 2005 she was hired as a full-time employee, and in 2020 we find Angela thriving in a critical role that supports her independence goals as well as the business goals of BDI.

Angela serves as the lead fulfillment team member for BDI's tourism contract with the Georgia Department of Economic Development which provides the marketing products they need to showcase Georgia and Georgia's nine tourism regions.

Angela's contributions could effectively be characterized as extraordinary, but she would see them as just doing her job. Her work directly supported a 40% increase in the state's domestic visitors; from 80.4 million visitors in 2005 to 113 million visitors in 2019.



Pictured from Left to Right: Angela Harris, Joe Paolini

Curley Evans Goodwill Industries of the Coastal Empire - Savannah

Curley is from Savannah and volunteered his services to the United States Army where he served four years as a cook in Colorado and South Korea. He began noticing some issues with his vision and was eventually diagnosed with macular degeneration, which is an incurable disease caused by deterioration of the retina which can severely and irreparably impair vision. Curley was uncertain of his future and was faced with wondering what he would be able to do to support himself.

In April of 2007, through Goodwill Coastal, he enrolled in the commercial janitorial training program and was offered a full-time position at the U.S. Army Corps of Engineers building as part of Goodwill's General Services Administration (GSA) contract.

As the Lead Custodian for the GSA site, he is a key mentor for new associates helping them to learn the skills to adapt to the expectations associated with competitive employment.



Pictured: Curley Evans

Cleo Tate Houston County Association for Exceptional Citizens (dba Happy Hour Service Center) – Warner Robbins

Cleo started working with Happy Hour Service Center in April 1989. He has worked at Northrop Grumman, Piggly Wiggly, and in 2004 he started working at a local Chick-fil-a. Cleo has now worked at Chick-fil-a for sixteen years. During that time, he has transformed from a quiet, shy, and reserved individual, to an outspoken, friendly person full of personality.

Cleo was once interviewed by a local news station and when asked what he likes most about his job, Cleo said that he enjoys his nice coworkers and loves interacting with his customers! His supervisor has reported that Cleo is very organized and is always smiling. When asked, Cleo says he does not want to do anything else and explained that having a job he likes in the community makes him feel awesome and confident!

Cleo nearly has perfect attendance and never wants to miss a day of work. Because of his work ethic, wonderful attitude, and great attendance he has been an asset to the Happy Hour Service Center, Chick-fil-a, and our community throughout the years.



Pictured: Cleo Tate

Maggie Cercone New Ventures, Inc. - LaGrange

Maggie joined New Ventures in September 2019, as part of the Troup County School System 12+ Program. Initially, she was extremely soft spoken, had low esteem, and was very timid. Maggie is now a very efficient production worker and has worked on several GEPS projects, including packaging of GOJO products, first-aid kits, and order fulfillment. She has also worked on other projects requiring packaging, assembly, and inspection.

Maggie is an incredible individual and she's always present and on-time for each scheduled work day. Her supervisors say she is now self-driven and you can see the pride in her stature at the end of her shift. They are so happy that Maggie's timidness has disappeared in the workplace and are proud to say that she has been a great asset to New Ventures.

Maggie has grown her scope of responsibility to the point that she will often ask for more challenging assignments and has expressed her interest in working in either a stocking/grocery setting or in a daycare setting with children.



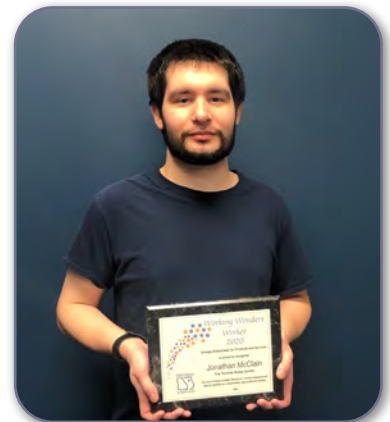
Pictured: Maggie Cercone

Jonathan McClain Tommy Nobis Center - Marietta

Jonathan joined Tommy Nobis Center in 2016 working at O&M but two years later O&M eliminated that role. Recognizing his work ethic, TNC was able to have Jonathan transfer to Business Solutions within TNC.

When Jonathan first started working in that position, he was quiet and reserved, but in the last twelve months he has increased his confidence and truly proven himself to be a pleasure to work with. He became our #1 resource for our GEPS drug kits processing in 2019 and is the "hands-on" team member who handles all aspects of receiving the kits and processing the orders via UPS to the end users. He tracks missing or mis-directed shipments and works seamlessly with other teammates in the drug kits ordering/invoice processes.

Jonathan has processed over 950 drug kits just since March. He is confident that number will be over 1,000 packages by early next year...and most likely sooner than that. Jonathan holds himself accountable for his quality work. He is very reliable, truly a team player, and a genuine pleasure to work with.



Pictured: Jonathan McClain



Pictured: Matt Carter, DBHDD

Spirit of State Use Award

Georgia Department of Behavioral Health and Developmental Disabilities

DBHDD was selected for this year's "Spirit of State Use" award based on the agency's outstanding contribution to the State Use Program through their purchases of a wide variety of the program's mandated products which included eleven of the thirteen available product categories (First Aid, Drug Testing Kits, Floor Maintenance Pads, Pillows and Pillowcases, Gloves, Batteries, Mops and Mop Heads, Printer Cartridges, Razors, Hand Sanitizer, and Hand Soap) as well as service contracts in both Custodial and Grounds Maintenance.

Overall, those purchases and contracts represent a 31% increase in the agencies participation and translate into significant continued employment for Georgians with disabilities! Specifically, a good portion of those purchases provided direct employment for two of the individuals who are receiving awards this year (Maggie Cercone with New Ventures and Jonathan McClain with Tommy Nobis Center).

DBHDD's commitment to this program is critically important to our mission of creating jobs for Georgians with disabilities and giving them the dignity of paycheck. Their commitment to their continued support provides even more employment opportunities for individuals with disabilities throughout the state of Georgia.

State Use Council Members *

Charles F. Smith, Chair
Augusta, GA

Dorothy Cochran, Vice Chair
College Park, GA

Commissioner Alex Atwood
Department of Administrative Services
Lisa Eason, DOAS Representative

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

Commissioner Timothy C. Ward
Department of Corrections
Ross Barrineau, DOC Representative

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

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

Reid Laurens
Alpharetta, GA

Christopher Valley
Atlanta, GA

Marty Owens
Gainesville, GA

* as of June 30, 2020

GEPS Staff *

Charles Hall, CEO

Shawn Pursley, State Use Program Director

Teresa Beck, Customer Service Representative

Stephanie Boyd, Customer Service Representative

Amanda Shuman, Customer Service Representative

Dolores Thomason, Director of Accounting

* as of June 30, 2020

Financial Summary

Statement of Activities for the Period ending:

	June 30, 2019	June 30, 2020
Income		
GEPS Product Sales	\$ 2,614,644	\$ 3,374,326
GEPS Service Sales	\$ 1,062,883	\$ 1,045,548
Grant Revenue	\$ 39,996	\$ 39,996
Other Revenue	<u>\$ 0</u>	<u>\$ 0</u>
Total Revenues	<u>\$ 3,717,523</u>	<u>\$ 4,459,871</u>
"Cost of Sales, Products"	\$ 2,444,221	\$ 3,161,076
"Cost of Sales, Services"	<u>\$ 1,002,261</u>	<u>\$ 986,571</u>
Net Revenue	<u>\$ 271,041</u>	<u>\$ 312,225</u>
Expenses		
Program Services	<u>\$ 246,527</u>	<u>\$ 259,223</u>
Net Expenses	<u>\$ 246,527</u>	<u>\$ 259,223</u>
FY Net Income	\$ 24,514	\$ 53,002
Net Assets from Prior Year	<u>\$ 162,398</u>	<u>\$ 186,912</u>
Net Assets at end of Period	<u>\$ 186,912</u>	<u>\$ 239,914</u>

Comparative Sales by Category

Products	FY19	FY20	% Change 19 - 20
Batteries	\$ 41,656	\$ 76,942	85 %
Drug Testing Kits	\$ 639,834	\$ 730,505	14 %
First Aid Kits and Accessories	\$ 42,252	\$ 47,460	12 %
Floor Maintenance Pads	\$ 19,597	\$ 42,232	116 %
Gloves	\$ 735,083	\$ 963,254	31 %
Mop Products	\$ 47,276	\$ 35,050	-26 %
Pallets	\$ 83,993	\$ 72,805	-13 %
Pillows	\$ 9,756	\$ 9,244	-5 %
Printer Cartridges Reman	\$ 358,213	\$ 219,477	-39 %
Razors	\$ 24,043	\$ 35,944	49 %
Disinfectant Spray	\$ -	\$ 1,280	1280%
Hand Sanitizer	\$ 99,040	\$ 648,210	554 %
Hand Soap	\$ 485,084	\$ 455,787	-6 %
Wiping Rags	\$ 28,798	\$ 36,135	25 %
Total Products	\$ 2,614,644	\$ 3,374,326	29 %

Services	FY19	FY20	% Change 19 - 20
Custodial	\$ 700,871	\$ 685,382	-2 %
Grounds Maint. /Landscaping	\$ 279,463	\$ 286,715	3 %
Fulfillment	\$ 82,548	\$ 73,451	-11 %
Total Services	\$ 1,062,883	\$ 1,045,548	-2 %

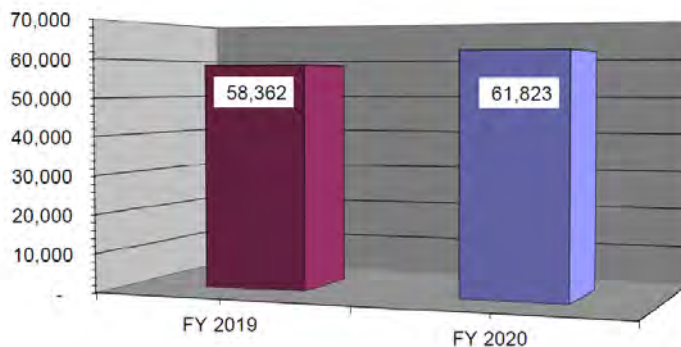
Grand Total	\$ 3,677,527	\$ 4,419,875	20%
--------------------	---------------------	---------------------	------------

Employment of People with Disabilities

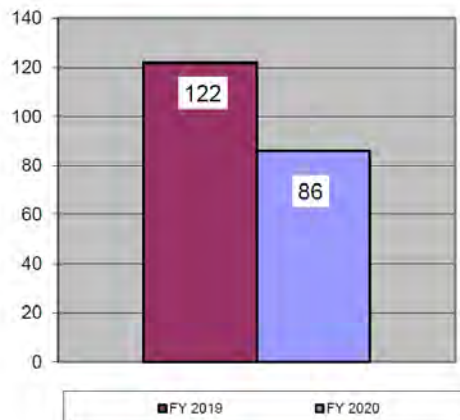
FY 2020

Work Center Reporting	1st Qtr.			2nd Qtr.		3rd Qtr.		4th Qtr.		FY 2020 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	4,274	20	9	4,447	5	5,173	5	4,650	1	18,544	40
Easter Seals of East Georgia	2,971	3	0	8,267	0	8,257	1	1,303	9	20,798	13
Easter Seals of Southern Georgia	19	1	0	7	0	17	0	8	0	51	1
Georgia Industries for the Blind	1,337	7	0	1,384	0	1,385	0	1,399	0	5,515	7
Goodwill Industries of the Coastal Empire	0	0	0	0	0	0	0	0	0	-	0
Goodwill Industries of Middle Georgia	0	0	0	0	0	0	0	0	0	-	0
Tommy Nobis Center	145	3	0	138	0	153	0	43	0	479	3
Easter Seals of Middle Georgia	35	1	0	93	0	146	0	122	0	396	1
New Ventures Inc.	296	1	1	526	0	539	1	880	5	2,241	8
Veterans Resource Group	3,450	13	0	3,450	0	3,450	0	3,450	0	13,800	13
Totals	12,527	49	10	18,322	5	19,120	7	11,854	15	61,823	86

State Use Labor Hours of Disabled Employees FY 2019 & FY 2020 as of June 30, 2020



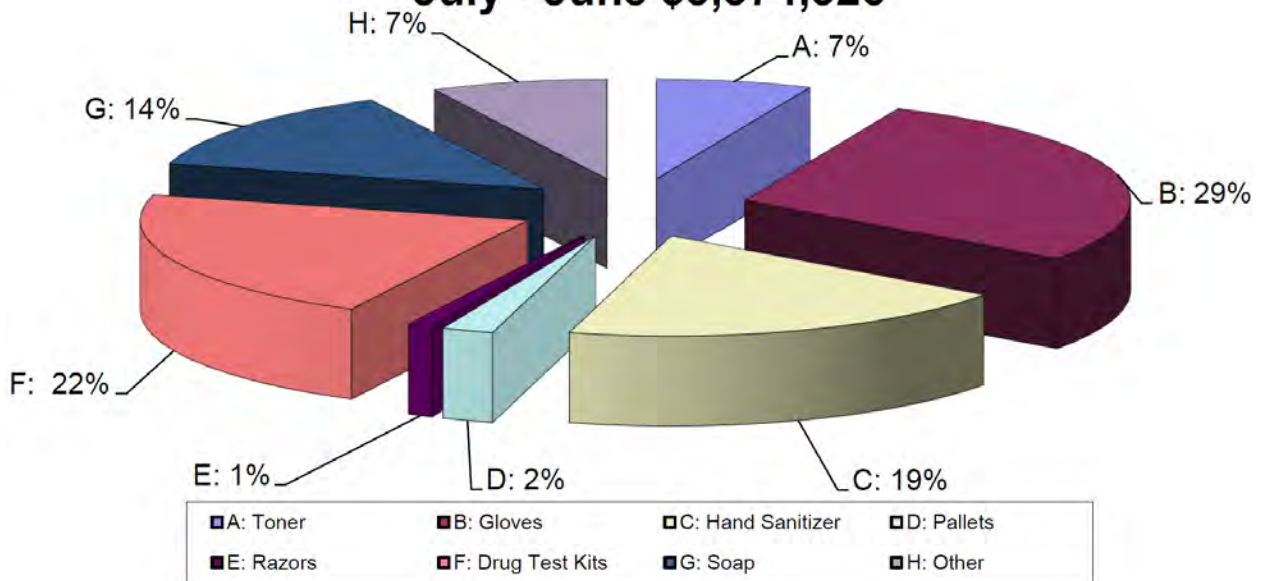
Comparative State Use - Disabled Workers Used FY 2019 & FY 2020 as of June 30, 2020



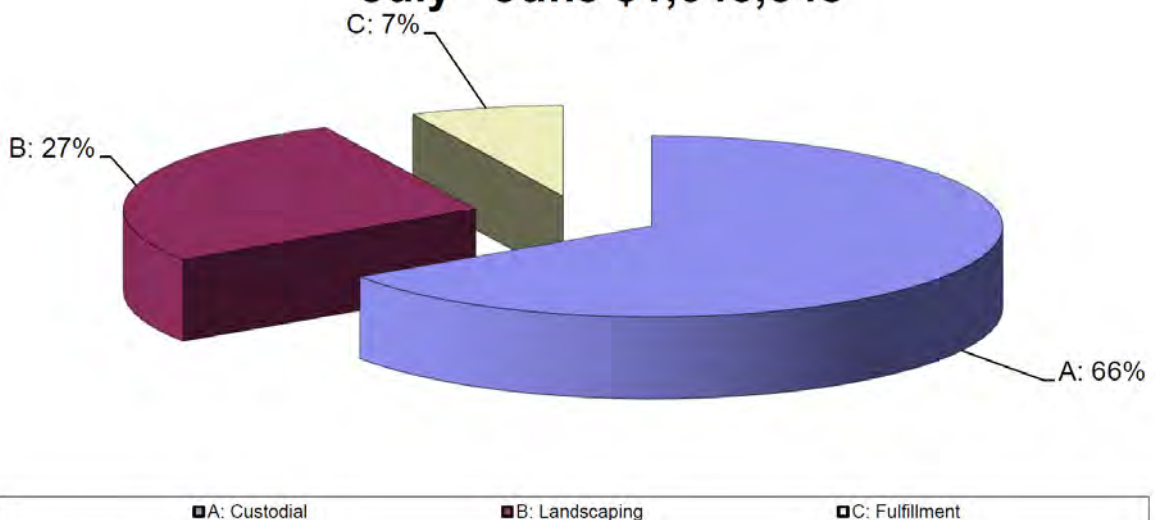
Total labor hours of disabled employees totaled 61,823 hours in FY20. This was a 6% increase from the total number of hours disabled Georgians were employed in the program in FY19. There was also a 30% decrease in the actual number of workers in the program to 86.

Product and Service Sales by Category

Product Sales FY20 July - June \$3,374,326



Service Sales FY20 July - June \$1,045,548



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 39819

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

To afford Georgians with disabilities the opportunity to perform aptly in doing meaningful work and to gain the self-respect, self-confidence, and a sense of purpose that productive employment can bring, while providing quality products and services at reasonable prices.

GATES Board of Directors *

Dave Ward, President
Tommy Nobis Center

Mike Wilson, Treasurer
New Ventures, Inc.

Myndi Kuhlmann, Vice President
Goodwill of North Georgia

Leigh McIntosh, Secretary
Creative Enterprises

At Large Members

Rasheeda Wilkins
Center for the Visually Impaired

Larry Gluth
Bobby Dodd Institute

Joel Prawucki
Easter Seals of Middle GA

Llewellyn Konan
Goodwill of Southern Rivers

Carrie Edwards
Goodwill Industries of Middle GA

* as of June 30, 2020

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. The statute requires state agencies and political subdivisions to purchase those products and services from Certified Rehabilitation Programs (CRPs) employing Georgians with disabilities. This, in turn, would improve the quality of life for Georgia's citizens with disabilities by providing employment opportunities from the production of those products and services.

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 operates on these guiding objectives:

- Dedication to encouraging and assisting individuals with disabilities to achieve maximum personal independence by engaging in useful and productive vocational activities.
- Working to facilitate and expand employment opportunities for people with disabilities through state and local programs.
- Striving to develop an environment for successful employment of the disabled through marketing research, public relations, and educational activities.
- Developing cooperative relationships with business, state, and local community leaders that promote programs which support the employment of Georgia's citizens with disabilities.

Georgia Enterprises for Products and Services

P.O. Box 4529
LaGrange, GA
30241

voice | 800 331 4807
fax | 800 382 8498

www.georgiaenterprises.com

