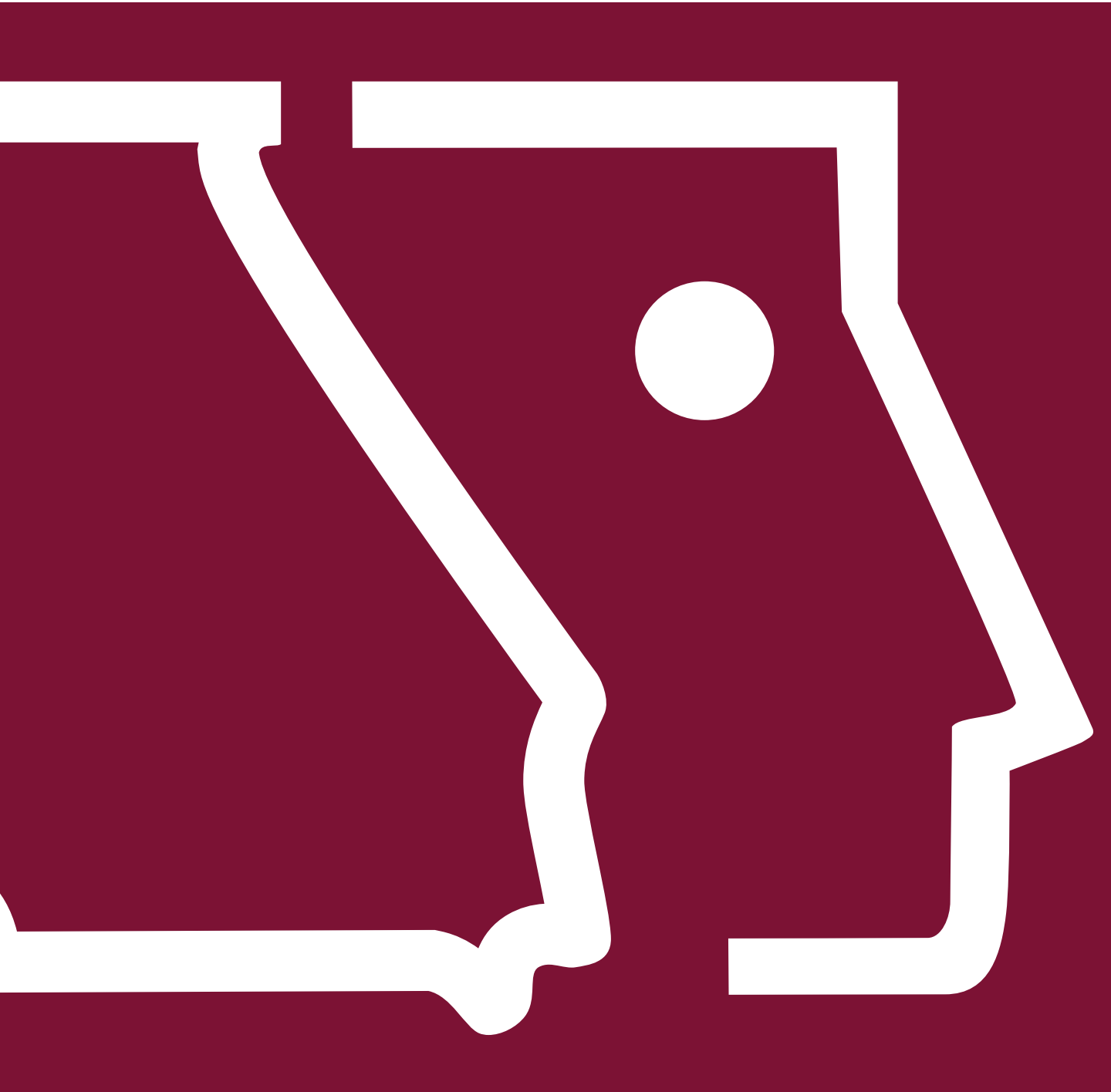


Turning Disabilities Into Possibilities



Georgia Enterprises for Products and Services

FY 2021 Annual Report
July 1, 2020 to June 30, 2021

State Use Council Chair

Message from the Chairman:

Previously, 2020 was an unprecedented challenge for us all as we formulated a strategy to deal with COVID-19. Now, as 2021 draws to a close, we reflect on how we implemented those strategies and began to come to terms with the fact that instead of trying to wait this out we must accept the ongoing effects of the pandemic.

The Georgia State Use Program was created by the Georgia Legislature twenty-eight 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 member of the team's focus being Georgians 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, other organizations are essential to the success of the program. The non-profit Community Rehabilitation 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 workforce 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 state government agency customers with essential goods and services. During FY21, 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. As we saw in 2020, GEPS has seen further increases in 2021 in the scope of our custodial contracts as there has been



increased demand for more comprehensive cleaning along with more frequent disinfection of state facilities. This has resulted in an overall increase in service contract revenue as well as provided additional employment opportunities for Georgians with disabilities.

2021 brought significant supply chain issues globally due to the pandemic. Those same issues presented GEPS with a significant challenge for supplying exam gloves, one of the most sought-after products we sell. GEPS was kept in a high priority for these orders by our supplier since we provide these products to the state government, but we did see a drop in product sales due to those issues. Fortunately, toward the end of FY21, GEPS and the CRP producing those gloves were able to effectively manage that product line to a point where backorders were kept to a minimum. In addition, with many state facilities opening up to employees and customers, GEPS saw an increase with other products we sell such as alkaline batteries, floor maintenance pads, floor mops, face masks, and disinfectant sprays.

The State Use Program continues to strive for growth and 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 2021 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 Purell disinfecting and sanitizing wipes. We also simplified the flu-prevention kits and introduced a new volume discount for the sewn, reusable face masks. By providing new and improved product lines which help to protect our State customers from COVID-19, GEPS hopes to further increase the employment opportunities within the State Use Program.

The overall economic outlook continues to cautiously improve and the State Use Program continues its efforts to expand opportunities for Georgians with disabilities. While Georgia's 3.1% unemployment rate is significantly below the national average (4.6%), 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.

Overall, in FY21 product sales for GEPS decreased 21% from the previous year ending up at \$2,649,714 while service contracts showed a significant increase of 62% with a final revenue of \$1,697,558. With all sources of revenue combined, the program revenues came in at \$4,347,271 which is a 2% decrease from FY20. By the end of the fiscal year, the program had an 8% increase in net assets from FY20 \$254,590 to FY21 \$273,728. 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 FY21 from the Georgia Vocational Rehabilitation Agency.

In FY21, through the products sold to the State and the State service contracts, the State Use Program provided 77,877 hours of employment for Georgians with disabilities. This was a 26% increase from the 61,823 hours of employment in FY20 while the number of people with disabilities employed through the program decreased in FY21 to 69 which is 20% lower than FY20 (86). While this increase in labor hours may seem counter-intuitive when compared with the decrease in the number of individuals employed, it reflects an increase in the hours per employee and represents their continued commitment to serve those State Use Program contracts during this ongoing 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 do not doubt that the State Use Program will continue to serve this vital purpose well into the future. Together, as a team, we propel the State Use Program 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. For those of you familiar with this report, you may notice the absence of the winners of the “Working Wonders Awards” for 2021. While candidates were nominated and winners were selected, we had to postpone that ceremony due to the pandemic. We hope to be able to hold a live event in March of next year and will recognize those individuals in upcoming releases and the 2022 Annual Report. We want to make sure that you will see the ‘faces of state use’ and the significant contributions this program is making to the lives of all of those involved in the State Use Program.

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

Charles F. Smith, Chair
State Use Council

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, 2021

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, 2021

Financial Summary

Statement of Activities for the Period ending:

	June 30, 2020	June 30, 2021
Income		
GEPS Product Sales	\$ 3,374,326	\$ 2,649,714
GEPS Service Sales	\$ 1,045,548	\$ 1,697,558
Grant Revenue	\$ 39,996	\$ 32,797
Other Revenue	<u>\$ 0</u>	<u>\$ 0</u>
Total Revenues	<u><u>\$ 4,459,871</u></u>	<u><u>\$ 4,380,078</u></u>
"Cost of Sales, Products"	\$ 3,161,076	\$ 2,479,876
"Cost of Sales, Services"	<u>\$ 986,571</u>	<u>\$ 1,607,486</u>
Net Revenue	<u><u>\$ 312,225</u></u>	<u><u>\$ 292,716</u></u>
Expenses		
Program Services	<u>\$ 259,223</u>	<u>\$ 259,223</u>
Net Expenses	<u><u>\$ 259,223</u></u>	<u><u>\$ 258,901</u></u>
FY Net Income	\$ 53,002	\$ 33,815
Net Assets from Prior Year	<u>\$ 186,912</u>	<u>\$ 239,914</u>
Net Assets at end of Period	<u><u>\$ 239,914</u></u>	<u><u>\$ 273,729</u></u>

Comparative Sales by Category

Products	FY20	FY21	% Change 20 - 21
Batteries	\$ 76,942	\$ 113,256	47 %
Cotton Face Masks	\$ -	\$ 26,506	26506 %
Drug Testing Kits	\$ 730,505	\$ 229,001	-69 %
First Aid Kits and Accessories	\$ 47,460	\$ 46,469	-2 %
Floor Maintenance Pads	\$ 42,232	\$ 103,667	145 %
Gloves	\$ 963,254	\$ 752,541	-22 %
Mop Products	\$ 35,050	\$ 56,874	62 %
Pallets	\$ 72,805	\$ 55,870	-23 %
Pillows	\$ 9,244	\$ 6,758	-27 %
Printer Cartridges Reman	\$ 219,477	\$ 185,637	-15 %
Razors	\$ 35,944	\$ -	-100 %
Disinfectant Spray	\$ 1,280	\$ 34,909	2627%
Hand Sanitizer	\$ 648,210	\$ 646,977	0 %
Hand Soap	\$ 455,787	\$ 364,232	-20 %
Wiping Rags	\$ 36,135	\$ 27,017	-25 %
Total Products	\$ 3,374,326	\$ 2,649,714	-21 %

Services	FY20	FY21	% Change 20 - 21
Custodial	\$ 685,382	\$ 1,327,401	94 %
Grounds Maint. /Landscaping	\$ 286,715	\$ 279,437	-3 %
Fulfillment	\$ 73,451	\$ 81,145	10 %
Furniture Moving	\$ -	\$ 9,574	9574 %
Total Services	\$ 1,045,548	\$ 1,697,558	62 %

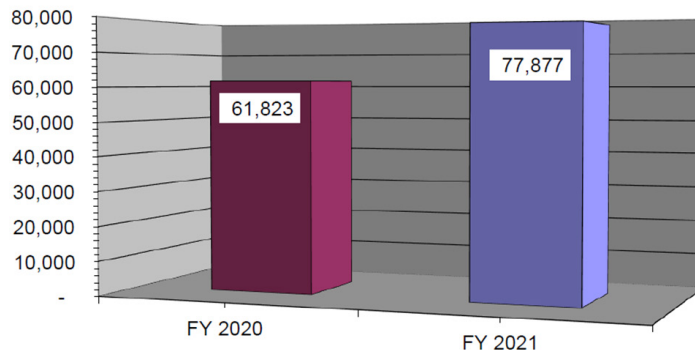
Grand Total	\$ 4,419,875	\$ 4,347,271	-2 %
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Employment of People with Disabilities

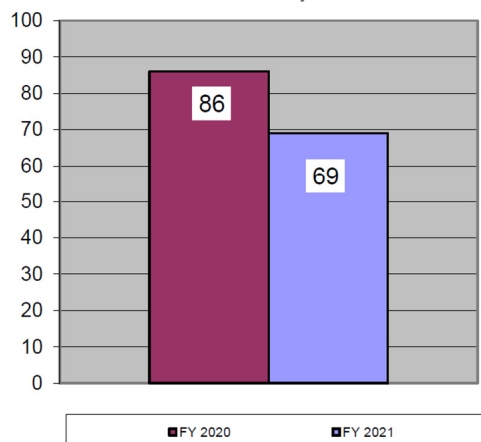
FY 2021

Work Center Reporting	1st Qtr.			2nd Qtr.		3rd Qtr.		4th Qtr.		FY 2021 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	6,014	19	0	6,311	0	6,821	0	6,599	0	25,745	19
Easter Seals of East Georgia	11,837	5	3	8,270	0	6,380	1	6,382	0	32,869	8
Easter Seals of Southern Georgia	17	1	0	13	0	16	0	9	0	55	1
Georgia Industries for the Blind	895	7	0	1,161	0	1,160	0	871	0	4,087	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	60	3	0	94	0	46	0	52	0	252	3
Easter Seals of Middle Georgia	82	2	0	133	0	205	2	147	0	567	4
New Ventures Inc.	708	2	10	609	1	382	0	369	0	2,068	13
Veterans Resource Group	3,876	14	0	2,820	0	2,769	0	2,769	0	12,234	14
Totals	23,489	53	13	19,411	1	17,779	2	17,198	0	77,877	69

State Use Labor Hours of Disabled Employees FY 2020 & FY 2021 as of June 30, 2021

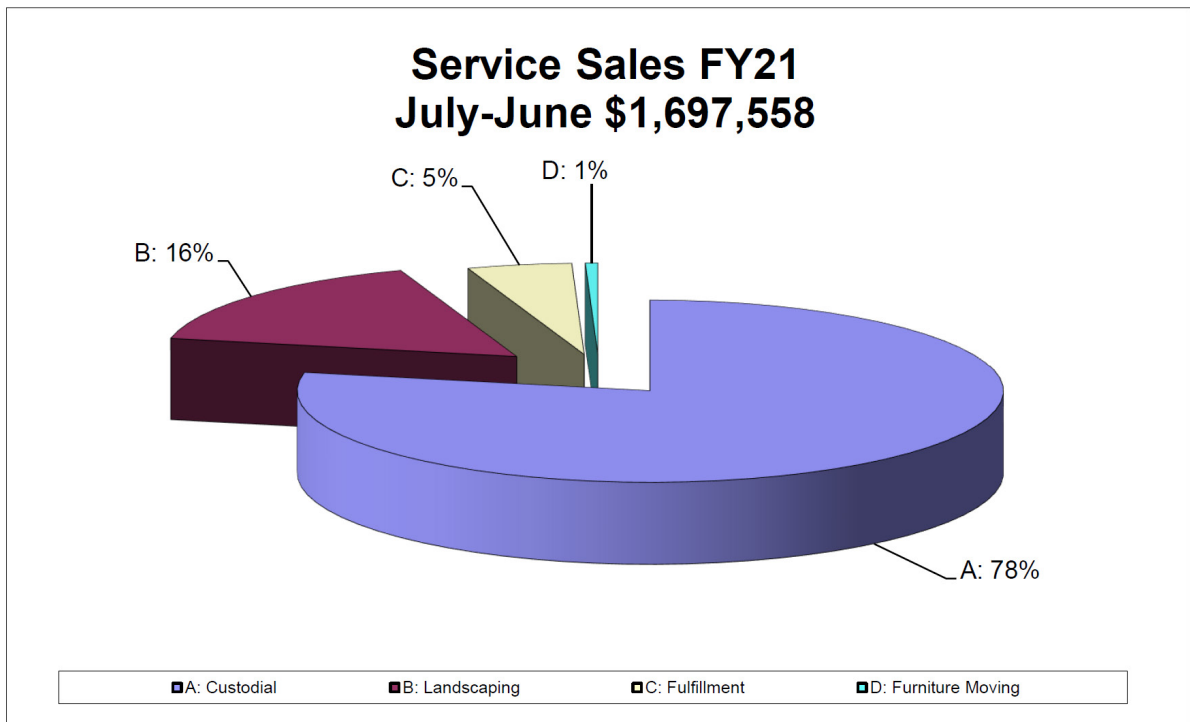
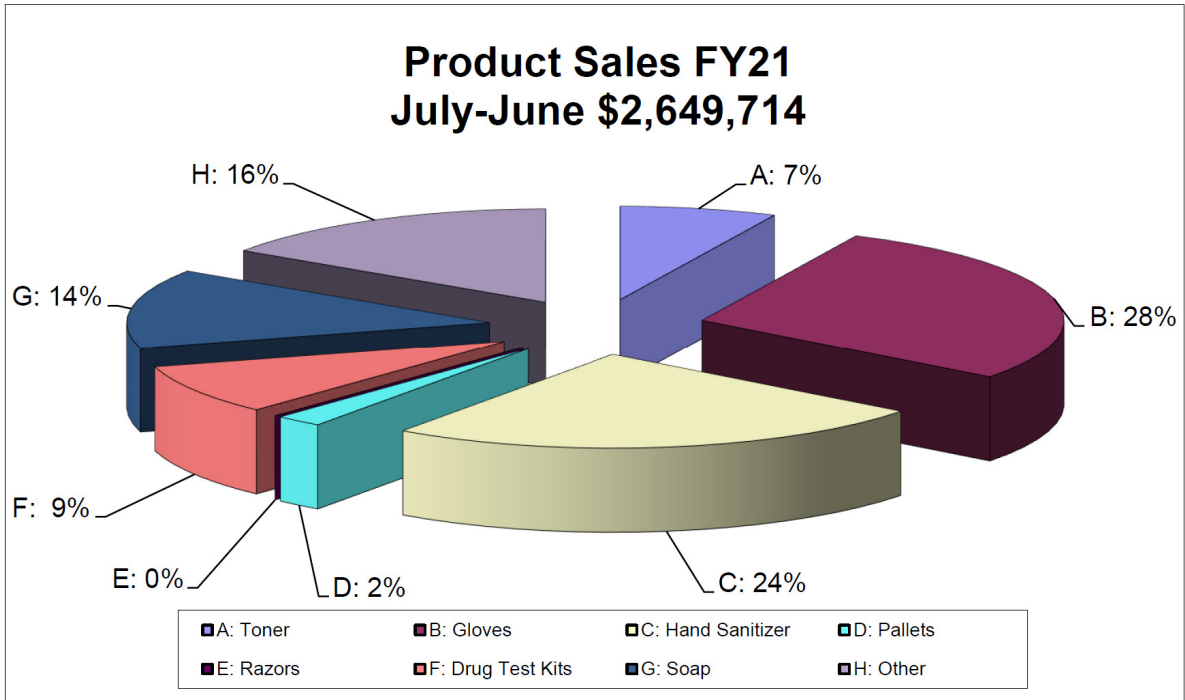


Comparative State Use - Disabled Workers Used FY 2020 & FY 2021 as of June 30, 2021



Total labor hours of disabled employees totaled 77,877 hours in FY21. This was a 26% increase from the total number of hours disabled Georgians were employed in the program in FY20. There was also a 20% decrease in the actual number of workers in the program to 69.

Product and Service Sales by Category



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.

GEFS

GATES Board of Directors *

Dave Ward, President
Tommy Nobis Center

Leigh McIntosh, Secretary
Creative Enterprises

Myndi Kuhlmann, Vice President
Goodwill of North Georgia

Mike Wilson, Treasurer
New Ventures, Inc.

At Large Members

Rasheeda Wilkins
Center for the Visually Impaired

Larry Gluth
Bobby Dodd Institute

Joel Prawucki
Easter Seals of Middle GA

Tricia Llewellyn Konan
Goodwill of Southern Rivers

Carrie Edwards
Goodwill Industries of Middle GA

* as of June 30, 2021

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

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