

# Turning Disabilities Into Possibilities

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**Georgia Enterprises for Products and Services**

FY 2023 Annual Report  
July 1, 2022 to June 30, 2023

# State Use Council Chair

## Message from the Chairman:

As 2023 draws to a close, Georgia's State Use Council continues to move forward in a rapidly changing economic and social environment. A growing economy and job market in Georgia were tempered by inflation and uncertainty about continued economic growth.

The Georgia State Use Program was created by the Georgia Legislature over three decades ago to provide employment opportunities for Georgia's citizens with disabilities, through Georgia Enterprises for Products and Services (GEPS). This is a program where everyone wins: Georgians with disabilities who gain employment, and their families; the State of Georgia agencies, who can purchase high-quality products and services at competitive prices; and the non-profit agencies that employ our citizens to provide products and services.

The State Use Council partners with the Georgia Department of Administrative Services (DOAS—the procurement agency for state purchasing), and with our Central Non-profit Agency (CNA), which is the Georgia Association of Training, Employment, and Supports (GATES) which is designated by the State Use Council to manage GEPS (the state entity which provides for the day-to-day operations of the State Use Program). By working together, all these organizations ensure that the State Use Program engages people with disabilities and helps them get paying jobs that provide our state government agency customers with essential goods and services. During Fiscal Year 2023, the Georgia State Use Program showed an impressive increase in total revenue.

The State Use Program is a team effort, and our objective is the increased employment of Georgians with disabilities. The non-profit Community Rehabilitation Providers (CRPs) provide the products and services at the heart of the program which provides vocational training and employment for Georgia's citizens with disabilities. The CRPs, as well as those products and services they provide, are certified by the State Use Council to be eligible for the program. Fifty to 75 percent or more of the workforce used by the CRPs in their service contracts and products are required to be citizens with disabilities.

For fiscal 2023, our total program revenue was \$5,039,017, a 9% increase from the previous year. Our product sales in fiscal 2023 increased by 25%, reflecting good efforts by the GEPS staff and by our partner CRPs. Services revenue fell by 11% compared to the previous fiscal year, but the increase in product sales more than made up for that, giving us total revenue numbers which increased by 9% year-over-year.

The majority of the service contracts in the State Use Program involve custodial services for State of Georgia agencies. While GEPS has seen a decrease in the demand for those services when compared to 2022, there remains a need for comprehensive cleaning along with more frequent disinfection of state facilities. Additionally, while there has been a custodial staff shortage for the rest of the industry, GEPS and our CRPs are still able to tap the labor market for a greater supply of willing labor since individuals with disabilities traditionally must overcome a higher employment barrier and are eager to step up and fill the demand for custodial services.

We had a 17% increase in net assets in fiscal 2023, totaling \$347,509. Our outlook remains positive for fiscal 2024, and we have already seen encouraging results for the first three months of the new fiscal year.

Overall, the State Use Program provided 49,432 hours of employment for Georgians with disabilities in fiscal 2023; this represents a 32% decrease from the previous year. Likewise, the number of people with disabilities employed through the program decreased by 18% to 101 individuals. We see this as a return to

historic demand levels for services that GEPS was able to fulfill for the State—there was increased demand during the labor shortage in the previous fiscal year, which has now eased. Going forward, we expect those numbers to increase in fiscal 2024.

The State Use Program continues its efforts to expand opportunities for Georgians with disabilities. While Georgia's 3.4% unemployment rate is slightly below the national average (3.9%), this program remains vital to Georgians with disabilities since they have even higher-than-average rates of unemployment within the State. In this annual report, you will see the "Faces of State Use" and the awards these individuals received at our 2023 Working Wonders Award Luncheon, as we celebrated the contributions of these individuals whose hard work continues to ensure the success of this program as it provides meaningful and rewarding employment for themselves as well as others across the state. The need for job opportunities for our citizens with disabilities continues to increase, and the State Use Program will continue to address that need.

The State Use Program continues to strive for growth and expand the program by finding new products and services to offer. This past September, we were able to re-certify hundreds of existing products for fiscal 2024; and certify dozens more new products, including two new coin-style lithium batteries; disposable face masks; refill kits for the updated ANSI first-aid kits; and a new four-way entry, heavy-duty, heat-treated pallet. By providing new and improved product lines, GEPS expects to further increase employment opportunities within the State Use Program for Georgians with disabilities.

We all must continue to work together to ensure that this program continues to help more of 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, we will move 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.

My favorite TV show has a character named Christopher Pike, who said in the premiere episode, "Our ability to work together is our greatest strength." It's going to take all of our partners—the DOAS, the CRPs, GATES, and most of all, the people who want to help Georgians with disabilities—to expand and improve this program, and if we all work together, we can make it happen.

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 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!



**Reid Laurens, Chair  
State Use Council**



# The Faces of State Use

## Rick Motes

### the Bobby Dodd Institute - Atlanta

Right after High School, Rick enlisted in the Marine Corps with no hesitation or regret. He served for four years and then served full-time in the National Guard until his retirement. He landed a job at Delta Air Lines, but an injury forced him to retire from the company.

When he learned about the Bobby Dodd Institute (BDI), he knew it was a perfect fit. Rick possessed the qualities the organization values the most – hard work, organization, and being extremely dependable. More than 11 years later, Rick is still with BDI and currently maintains one of the largest sites served by the BDI team.

Rick has been recognized as an inspiration to others and he understands the importance of equal opportunities being available to every member of the community. He likes to see how his younger teammates are transforming their lives in front of him. Rick says, “The people who work here are learning to do something on their own; once you teach them, they become an asset for you because now you can utilize their talents”.



*Pictured from Left to Right: Rick Motes (Bobby Dodd Institute), Jim Barnaby (Deputy Commissioner, DOAS), Reid Laurens (Chairman, SUC)*

## Ediberto Santiago-Rosado Goodwill Industries of the Southern Rivers

Eddie came to Powerworks, an affiliate of Goodwill Industries of the Southern Rivers, after being referred from GVRA, working to provide custodial services to our military personnel at Fort Moore.

While deaf since birth, he hasn't allowed his disability to prevent him from pursuing his desire to work and provide financially for his family.

Eddie reports to work early and immediately helps by prepping for the day's operations. He is always willing to go the extra mile, including his willingness to stay over when needed to support his peers.

He has recently been promoted to Team Leader which gives him additional responsibilities managing a satellite team at Fort Moore.

Eddie is one of the most dedicated and dependable team members at Powerworks, which is consistently exemplified as he carries on Goodwill's mission, vision, and values!



*Pictured from Left to Right: Reid Laurens (Chairman, SUC), Jim Barnaby (Deputy Commissioner, DOAS), Ediberto Santiago-Rosado (Goodwill Industries of the Southern Rivers)*

## Robin Bray

### Easterseals of Middle Georgia

Robin Bray was referred to Easterseals by GVRA, for work evaluation. His attention to detail was noted as he was cutting Navy filters, and they were cut perfectly. If he was checking the quality of bags for a local paper company, the bags were stacked so neatly that it became difficult for staff to determine if they were stacked by machine or by Robin's own hands. As he built pallets, corners were flush, and mistakes were few.

As an employee of Easterseals Middle GA, he is dependable and responsible, and he always tries his best on every single task set before him. Robin has now mastered every single job we have to offer except for operating the sewing machine and forklift. He builds battens for large skids, builds large skids that are shipped internationally, builds state pallets, and cuts wood on the saw.

Working at Easterseals not only gives Robin the chance to be like others but most importantly to feel like others. His kindness, humility, and willingness make Robin a joy to work with and to know.



*Pictured from Left to Right: Reid Laurens (Chairman, SUC), Jim Barnaby (Deputy Commissioner, DOAS), and Robin Bray (Easterseals of Middle Georgia)*

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## Tyronicus (Ty) Wilkerson - New Ventures

As a person diagnosed with Cerebral Palsy and Diabetes, Ty has persevered and pushed past many barriers and obstacles throughout her life.

Ty graduated high school, attended college, and worked in various roles. Due to the severe lack of accessible transportation, Ty was forced to become independent quickly.

Ty started with New Ventures in August 2019 as a referral from GVRA for Work Evaluation services, and afterward, she joined New Ventures' 400-hour Training Program. She trained in numerous areas including packaging, assembly, and inspection for various projects, as well as in our GEPS department packaging GOJO products, First Aid Kits, and general order fulfillment.

In January 2020, Ty accepted an employment offer with New Ventures. Since then, Ty has consistently demonstrated a strong work ethic and desire to help others and is now a Project Trainer in our fulfillment area.



*Pictured from Left to Right: Reid Laurens (Chairman, SUC), Ty Wilkerson (New Ventures), Jim Barnaby (Deputy Commissioner, DOAS),*

## Quentin Steele - Tommy Nobis Center

Quentin started at Dobbins Air Reserve Base in Marietta as a custodian and has served as a TNC employee for 18 years in various departments and locations.

In 2016, he moved back to TNC and has kept the headquarters immaculately clean garnering many accolades from visitors. He is truly one of their VIPs.

Quentin cleans places most people never see. He gave extra attention to high-traffic areas during the COVID pandemic, Quentin also plays a vital role with TNC's GEPS drug testing kit project. He receives inbound supplies, sorts by item and by purchase order, stages, packages, and labels, and prepares outbound shipments. He accomplished this while managing an ever-changing schedule of events and setting up needs in the facility.

Quentin possesses a contagious positive energy and impacts every member of his TNC family. Quentin is dependable, and loyal and is the hardest-working teammate they have.



*Pictured from Left to Right: Quentin Steele (Tommy Nobis Center) and Jim Barnaby (Deputy Commissioner, DOAS)*

## Spirit of State Use Award

### Georgia Department of Community Supervision

The nomination of DCS was brought to GEPS when a large order came through for First Aid Kits for DCS facilities around the State. While State Law makes these purchases mandatory, it is important to remember how such purchases are so important to maintaining these opportunities for Georgians with disabilities.

While those purchases are things that DCS already needed, following the mandate, and buying them specifically from GEPS increased significantly during that period with the purchase of Drug Testing Kits, Exam Gloves, Alkaline Batteries, Foaming Hand Soap, Remanufactured Toner Cartridges, Mops, First Aid Kits, Disinfecting Spray, Hand Sanitizer, Disinfecting Surface Wipes, and Wiping Rags. All those purchases are very much appreciated and continue to provide those individuals with disabilities with the dignity of a paycheck.

The Department of Community Supervision's 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: Reid Laurens (Chairman, SUC), Darrell Smith and Stephanie Robertson (DCS), Jim Barnaby (Deputy Commissioner, DOAS)*

# State Use Council Members \*

**Reid Laurens**, Chair  
Alpharetta, GA

**Christopher Valley**, Vice Chair  
Atlanta, GA

**Commissioner Rebecca Sullivan**  
Department of Administrative Services  
**Jim Barnaby**, DOAS Representative

**Commissioner Candice L. Broce**  
Department of Human Services  
**Pamela Rowie**, DHS Representative

**Commissioner Tyrone Oliver**  
Department of Corrections  
**Ross Barrineau**, DOC Representative

**Commissioner Kevin Tanner**  
Department of Behavioral Health and  
Developmental Disabilities  
**Allen Morgan**, DBHDD Representative

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

**Charles F. Smith**  
Augusta, GA

**Dorothy Cochran**  
College Park, GA

**Marty Owens**  
Gainesville, GA

\* as of June 30, 2023

## State Use Council Mission

To support and encourage state and local agencies to purchase products and services from qualified non-profit organizations, which serve the vocational needs of Georgians with disabilities.

## GEPS Staff \*

**Shawn Pursley**, Executive Director, State Use Program  
**Stephanie Boyd**, Customer Service Representative  
**April Sheppard**, Customer Service Representative  
**Amanda Shuman**, Customer Service Representative  
**Teresa Beck**, Director of Accounting

\* as of June 30, 2023

# Financial Summary

## Statement of Activities for the Period ending:

	<b>June 30, 2022</b>	<b>June 30, 2023</b>
<b>Income</b>		
GEPS Product Sales	\$ 2,581,793	\$ 3,242,997
GEPS Service Sales	\$ 2,027,810	\$ 1,796,020
Grant Revenue	\$ 32,797	\$ 32,797
Other Revenue	<u>\$ 0</u>	<u>\$ 0</u>
<b>Total Revenues</b>	<u><u>\$ 4,642,420</u></u>	<u><u>\$ 5,071,814</u></u>
"Cost of Sales, Products"	\$ 2,416,444	\$ 3,030,958
"Cost of Sales, Services"	<u>\$ 1,915,333</u>	<u>\$ 1,700,987</u>
<b>Net Revenue</b>	<u><u>\$ 310,643</u></u>	<u><u>\$ 339,869</u></u>
<b>Expenses</b>		
Program Services	<u>\$ 282,747</u>	<u>\$ 289,628</u>
<b>Net Expenses</b>	<u><u>\$ 282,747</u></u>	<u><u>\$ 289,628</u></u>
<b>FY Net Income</b>	\$ 27,896	\$ 50,241
<b>Net Assets from Prior Year</b>	<u>\$ 273,729</u>	<u>\$ 301,625</u>
<b>Net Assets at end of Period</b>	<u><u>\$ 301,625</u></u>	<u><u>\$ 351,866</u></u>

# Comparative Sales by Category

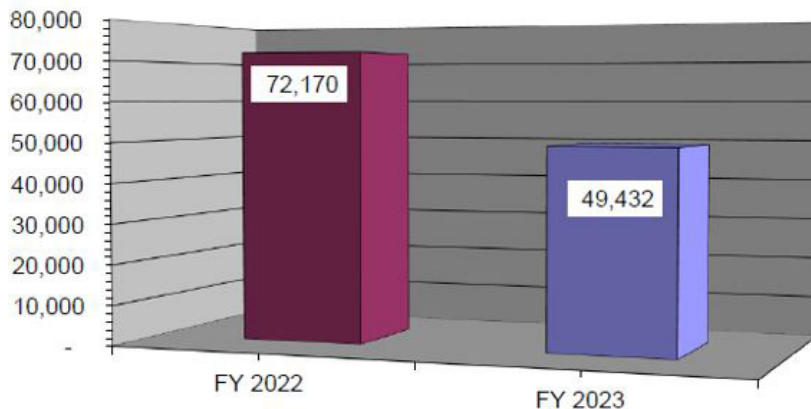
Products	FY22	FY23	Variance	% Change
Batteries	\$ 146,404	\$ 189,069	\$ 42,665	29%
Cotton Face Masks	\$ 41,597	\$ 2,690	\$ (38,907)	-94%
COVID Test Kits	\$ -	\$ 1,645	\$ 1,645	1645%
Disinfectant Spray	\$ 15,364	\$ 10,372	\$ (4,992)	-32%
Drug Test Kits	\$ 303,493	\$ 463,903	\$ 160,410	53%
First Aid Kits & Accessories	\$ 35,388	\$ 129,236	\$ 93,848	265%
Floor Maintenance Pads	\$ 74,384	\$ 82,793	\$ 8,409	11%
Flu Prevention Kits	\$ -	\$ 62,554	\$ 62,554	62554%
Gloves	\$ 984,168	\$ 1,305,003	\$ 320,835	33%
Hand Sanitizer	\$ 168,873	\$ 154,351	\$ (14,522)	-9%
Mop Products	\$ 37,364	\$ 42,419	\$ 5,055	14%
Pallets	\$ 45,087	\$ 44,561	\$ (526)	-1%
Pillows	5,345	\$ 10,920	5,575	104%
Printer Cartridges, Reman	\$ 140,972	\$ 143,292	\$ 2,420	2%
Razors	68	-	(68)	-100%
Soap	505,553	524,851	19,298	4%
Surface Wipes	\$ 50,800	\$ 53,630	\$ 2,830	6%
Wiping Rags	\$ 27,034	\$ 21,707	\$ (5,327)	-20%
<b>Total Products</b>	<b>\$ 2,581,793</b>	<b>\$ 3,242,997</b>	<b>\$ 661,204</b>	<b>26%</b>
Services	FY22	FY23	Variance	% Change
Custodial	\$ 1,655,258	\$ 1,432,728	\$ (222,530)	-13%
Grounds Maint. /Landscaping	\$ 281,159	\$ 256,919	\$ (24,240)	-9%
Fulfillment	\$ 91,393	\$ 106,373	\$ 14,980	16%
Furniture Moving	\$ -	\$ -	\$ -	0%
<b>Total Services</b>	<b>\$ 2,027,810</b>	<b>\$ 1,796,020</b>	<b>\$ (231,790)</b>	<b>-11%</b>
<b>Grand Total</b>	<b>\$ 4,609,603</b>	<b>\$ 5,039,017</b>	<b>\$ 429,414</b>	<b>9%</b>

# Employment of People with Disabilities

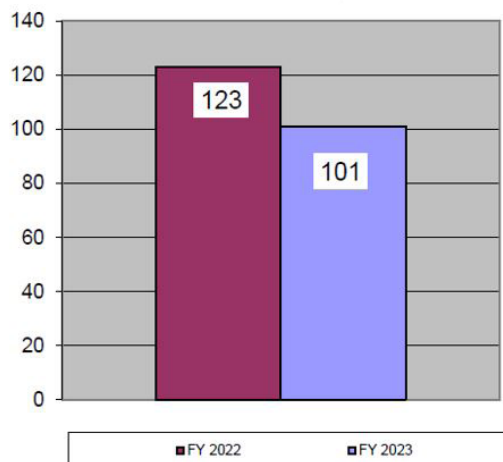
## Quarterly Employment Report

Work Center Reporting	1st Qtr.			2nd Qtr.		3rd Qtr.		4th Qtr.		FY 2023 TOTAL	
	Labor Hours	workforce 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	3,327	14	0	3,270	0	2,691	0	3,763	1	13,051	15
Easter Seals of East Georgia	4,133	0	21	3,462	5	3,533	0	2,425	0	13,553	26
Easter Seals of Southern Georgia	20	1	0	13	0	13	0	9	0	55	1
Georgia Industries for the Blind	1,154	29	0	983	0	1,292	0	981	0	4,410	29
Tommy Nobis Center	468	3	0	158	0	105	0	92	0	823	3
Middle Georgia Easter Seals	170	2	0	159	1	49	0	71	0	449	3
New Ventures Inc.	760	4	2	654	0	822	0	614	0	2,850	6
Veterans Resource Group	1,974	18	0	4,089	0	4,089	0	4,089	0	14,241	18
<b>Totals</b>	<b>12,006</b>	<b>71</b>	<b>23</b>	<b>12,788</b>	<b>6</b>	<b>12,594</b>	<b>0</b>	<b>12,044</b>	<b>1</b>	<b>49,432</b>	<b>101</b>

State Use Labor Hours of Disabled Employees FY 2022 & FY 2023 as of June 30, 2023



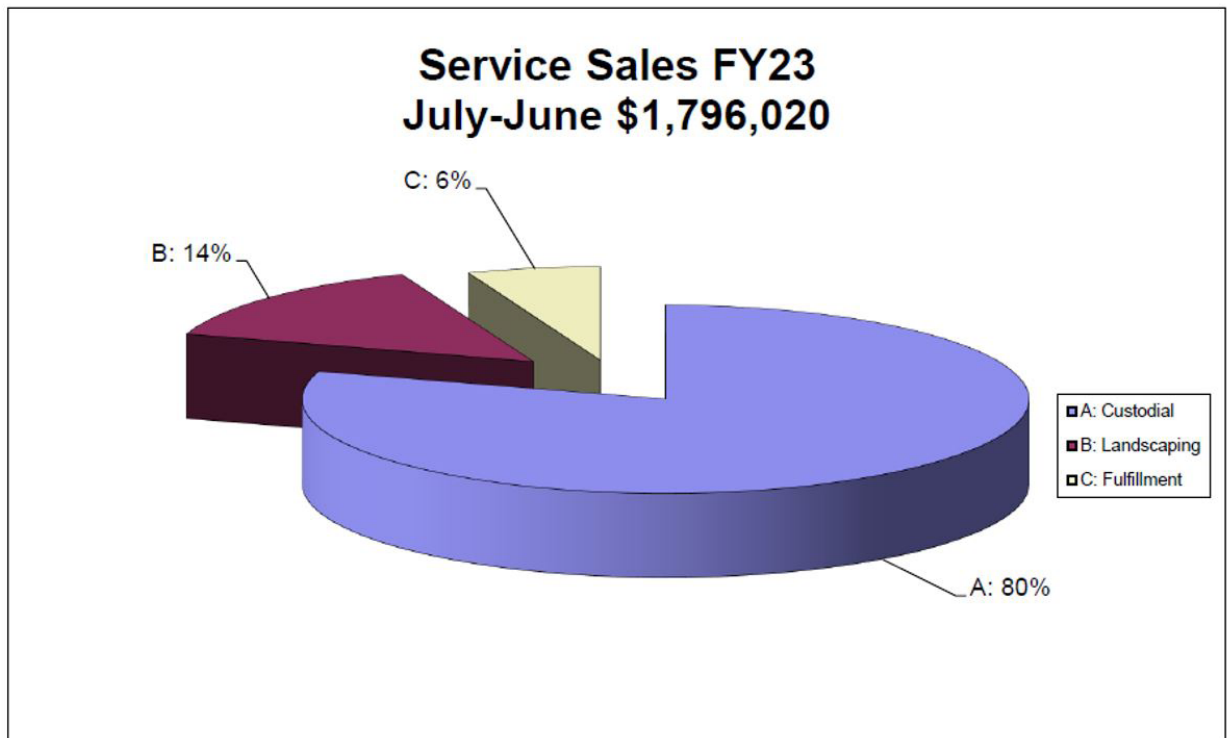
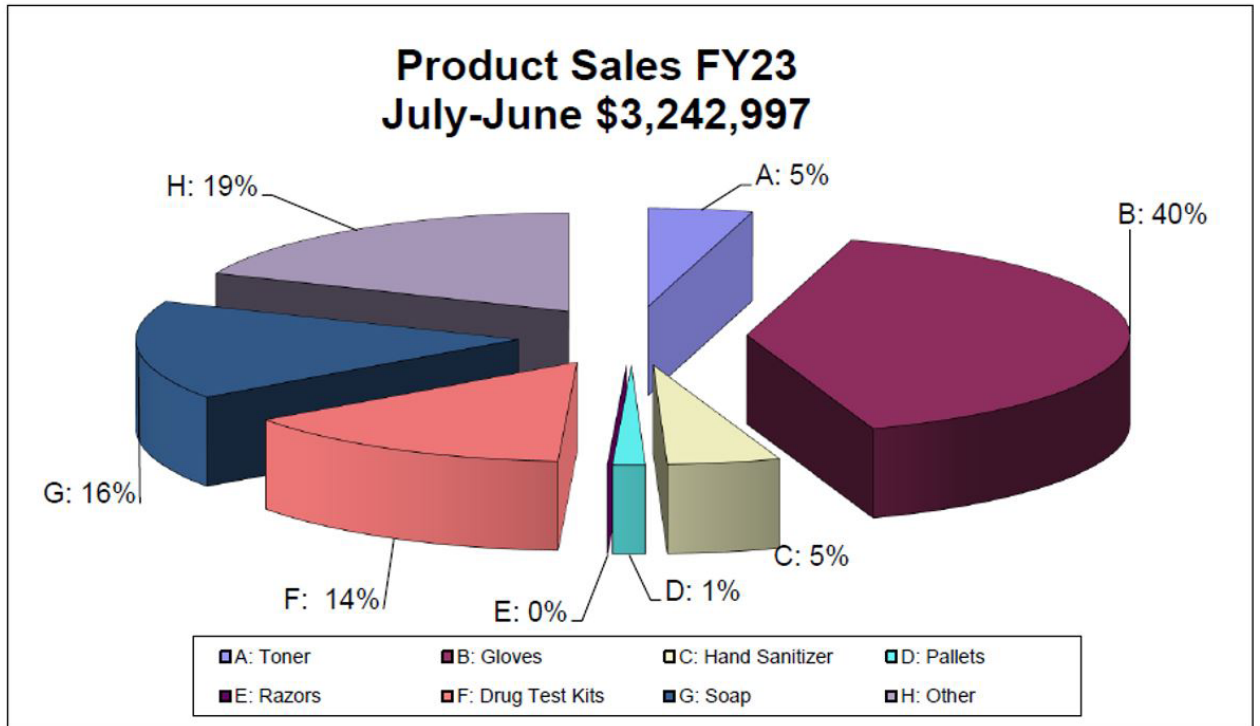
Comparative State Use - Disabled Workers Used FY 2022 & FY 2023 as of June 30, 2023



State Use Program labor hours of disabled employees totaled 49,432 hours in FY23. That is a 32% decrease from the total number of hours disabled Georgians were employed in the program in FY21. During the same period, there was an 18% decrease in the number of workers employed by the program in 2023.



# Product and Service Sales by Category



# Certified Work Centers

## **Bobby Dodd Institute**

Atlanta, GA 30318

## **Dover Training Institute**

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

## **Peak Performers**

Austin, TX 78751

## **Veterans Resource Group**

Forrest Park, GA 30297

## **Georgia Enterprises 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.

GEPS

# GATES Board of Directors \*

**Dave Ward, President**  
Tommy Nobis Center

**Joel Prawucki, Secretary**  
Easter Seals of Middle Georgia

**Myndi Kuhlmann, Vice President**  
Goodwill of North Georgia

**Mike Wilson, Treasurer**  
New Ventures, Inc.

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## At Large Members

**Meredith Champagne**  
Goodwill of Southeast Georgia

**Larry Gluth**  
Bobby Dodd Institute

**Leigh McIntosh**  
Creative Enterprises

**Tricia Llewellyn Konan**  
Goodwill of Southern Rivers

**Leah Pontani**  
Goodwill Industries of Middle Georgia

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## Past President

**Lynn Smith**  
Easter Seals of East Georgia

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## CEO

**Caitlin Hyatt**

\* as of June 30, 2023

## 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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