

# Turning Disabilities Into Possibilities

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**Georgia Enterprises for Products and Services**

2011 Annual Report

## Message from the Chairman:

In FY 2012, as we continue “Turning Disabilities into Possibilities”, the ‘faces of state use’...the employees of our agency, the support staff at Georgia Enterprises, our community resource providers, and the citizens with disabilities whom they serve...are even more committed today not only to survive, but to thrive in this most challenging economic landscape.

While the national economic outlook has improved to some extent, Georgia continues to be plagued with unemployment above the national average. Georgians with disabilities are particularly hard hit by these circumstances since those with disabilities struggle to overcome the barrier of 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 a partnership with the State of Georgia’s Department of Administrative Services and our community non-profit resource providers. By working collectively, the State Use Program engages people with disabilities to provide our governmental agency customers with essential goods and services. During FY 2011, 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 FY 2011 product sales for GEPS increased by 28% to \$1,008,928 while service contracts had a small 1% increase with final revenue of \$1,869,559.

By the end of the 2011 fiscal year, the program had increased net assets by 30% over FY10 to \$108,562, showing a financially sound basis on which to build into the future.

During this fiscal year the State Use Program served more than 298 workers with disabilities providing 59,814 hours of employment. This is a 6% increase over the 56,343 hours of employment from FY 2010. Similarly, the actual number of people with disabilities employed through the program rose in FY2011 to 298 which is a 3% increase from FY 2010 (289), results that are significant considering the current hurdles that Georgians with disabilities face in this job market. In addition, during FY 2011, 26 additional products produced by Georgian’s with disabilities were introduced into the State Use Program. They were remanufactured printer toner cartridges produced through The Bobby Dodd Institute in Atlanta.

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



## Chris DeMouy - New Ventures

Chris joined New Ventures to work on a Duracell Project. His job has included production, packaging, and inspection. He has also worked in a community job site at the Wal-Mart Distribution Center in LaGrange.

GEPS Project Manager Andrew Barrett quoted as saying, “It has been a pleasure working with Chris. He is polite, pleasant, shows more initiative, and has responded to training better than anyone I have trained to this point.”

Chris has a strong commitment to his family and enjoys watching sports on television as well as playing pick-up football. He consistently demonstrates a strong desire to work, a consistent production effort, a positive can-do attitude, and shows the initiative to always give his best.



## Angela Harris - Bobby Dodd Institute

Angela first came to BDI in 2003 for a vocational evaluation and work adjustment. After working with the job placement team, they felt that she would be a great fit for the recently acquired State Use fulfillment contract with what was then the Georgia Department of Economic Development (formally the Georgia Department of Industry, Trade, and Tourism). She is now the lead worker on this contract. She processes, picks, and packs approximately 106,600 packages of tourism info per year.

Angela’s supervisor is quoted as saying, “I can always count on Angela to stay on top of all of the requests for material that we receive. She rarely misses a day of work and has an unstoppable focus and work ethic that ensures that our government customer receives efficient and timely service.”

The staff quality pledge at BDI is “I give my best all of the time”. Angela has definitely taken that pledge to heart for six years now and her strong work ethic and commitment to that pledge has enabled GEPS and BDI to provide seamless service to the state of Georgia and for all those who wish to visit it.



## Darius Mitchell – WORKTEC

Darius has been with the WORKTEC Landscape Management Crew since 2003. He helps to maintain the grounds at the Georgia Department of Community Health Lab in Decatur. Vocational Rehabilitation encouraged him to apply after he had completed his education at the Atlanta Area School for the Deaf. Even though he had limited landscape experience, he had energy, strength, and an infectious smile that said “I can do anything”. Darius soon showed that there was no job he wouldn’t try. He has been trained on all the landscape equipment and operates them efficiently and safely. Darius’s supervisor describes him as dependable, helpful, and as being an employee who always gives 110%. Of course, being deaf has created challenges for Darius but he is liked by his coworkers and although they don’t know sign language, they communicate and consider him an asset to the team.



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# State Use Council Members \*

## Keisha Vaughn - Tommy Nobis Center

Keisha came to the Tommy Nobis Center in 1998. During those thirteen years, she has been a shining star in every assignment she has been given. She has worked on both government and commercial contracts. Keisha currently holds a long term assignment working with TASO packing kits and performing order fulfillment. While she is soft-spoken, Keisha is a person with a strong work ethic and an attitude that speaks loudly of "ability". She proudly embraces her work and her flexibility is considered one of her many strengths. Keisha's successes are a great example of what people with disabilities can achieve when given the right opportunities.



## Thomas Wimberley - Easter Seals of Southern Georgia

Thomas has worked with Easter seals for three years now. He was referred to Easter Seals through Vocational Rehabilitation for clerical training. He did such a great job that Easter Seals hired him directly. Thomas is a hard worker and has learned many things while working for Easter Seals. His disability never slows him down as he is always working extra hard to learn new tasks. Thomas has even made several appearances on a local news show. He enjoys speaking to people in the community about Easter Seals and Vocational Rehabilitation. In 2008 Thomas was nominated as an Easter Seals Young Ambassador. He is currently in charge of entering all new clients into the Easter Seals tracking system as well as the ADP systems which keep up with client's time. Thomas does an exceptional job and the folks at Easter Seals feel very fortunate to have him on staff.



## Spirit of State Use Award

Each year the State Use Council presents a Spirit of State Use Award to a state employee or elected official that has furthered the growth of the State Use Program. In 2011 this award was presented to Hugh Farley, Department of Administrative Services. Hugh made a personal commitment and worked hard as an advocate to the State Use Program and was integral in the program's efforts at growth and expansion. Hugh retired in June 2011, but he had one of the longest histories of distinguished service associated with State Use.

In his remarks to Hugh at the presentation, Chairman Smith said, "Most likely Hugh Farley, over his career with DOAS, has contributed more time to the State Use Program than anyone here today. He contributed those many hours with a smile on his face and a commitment in his heart for Georgians with disabilities. We appreciate his support of the program and we appreciate his "Spirit of State Use." Hugh you will be missed!!"



**Charles F. Smith**, Chair  
Augusta, GA

**Ed Blazer**, Vice Chair  
Marietta, GA

**Commissioner Sid Johnson**  
Department of Administrative Services  
**Darryl Mitchell**, DOAS Representative

**Commissioner Clyde Reese III**  
Department of Human Resources  
**James T. Bricker**, DHS Representative

**Commissioner Brian Owens**  
Department of Corrections  
**Charles H. Smith**, DOC Representative

**Commissioner Frank E. Shelp**  
Department of Behavioral Health and  
Developmental Disabilities  
**Joseph Watkins**, DBHDD Representative

**Commissioner Mike Beatty**  
Department of Community Affairs  
**Raymond Noel**, DCA Representative

**Rona Abeles**  
Atlanta, GA

**Frank Douglass**  
Columbus, GA

**Harold "Dee" Woodward**  
LaGrange, GA

\* as of June 30, 2011

## GEPS Staff

**Cheryl Cornett-Early**, GATES President  
**Charles Hall**, CEO  
**Veronica Wimbush**, Customer Service Representative  
**Weslynn Biggers**, Customer Service Representative  
**Shawn Pursley**, State Use Program Director  
**Judy Halfin**, Accounting Assistant  
**Gene Ballard**, Director of Accounting

## Statement of Activities for the Period ending:

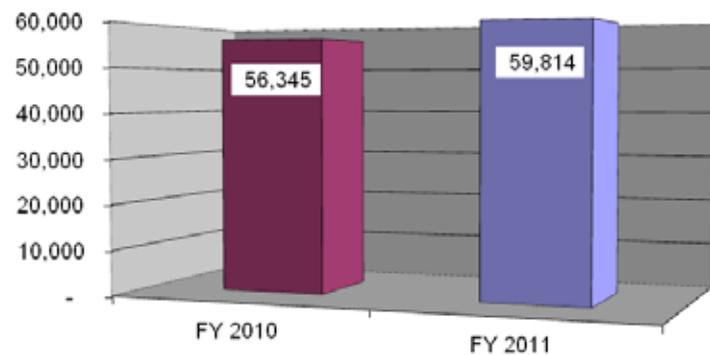
	June 30, 2010	June 30, 2011
<b>Income</b>		
GEPS Product Sales	\$ 788,102	\$ 1,008,928
GEPS Service Sales	\$ 1,854,485	\$ 1,869,559
Grant Revenue	\$ 42,300	\$ 40,194
Other Revenue	\$ 183	\$
<b>Total Revenues</b>	<u>\$ 2,685,070</u>	<u>\$ 2,918,681</u>
"Cost of Sales, Products"	\$ 738,418	\$ 945,697
"Cost of Sales, Services"	\$ 1,744,662	\$ 1,759,163
<b>Net Revenue</b>	<u>\$ 201,990</u>	<u>\$ 213,821</u>
<b>Expenses</b>		
Program Services	\$ 177,718	\$ 188,987
<b>Net Expenses</b>	<u>\$ 177,718</u>	<u>\$ 188,987</u>
<b>FY Net Income</b>	\$ 24,272	\$ 24,834
<b>Net Assets from Prior Year</b>	\$ 59,456	\$ 83,728
<b>Net Assets at end of Period</b>	<u>\$ 83,728</u>	<u>\$ 108,562</u>

Products	FY10	FY11	% Change 10 - 11
Award Plaques	\$ -	\$ -	0 %
First Aid Kits and Accessories	\$ 18,151	\$ 16,622	- 8 %
Floor Maintenance Pads	\$ 45,202	\$ 70,088	55 %
Gloves	\$ 72,146	\$ 70,130	- 3 %
Mop Products	\$ 29,210	\$ 36,028	23 %
Pallets	\$ 114,005	\$ 95,810	- 16 %
Pillow Shells	\$ 28,370	\$ 15,500	- 45 %
Printer Cartridges Reman	\$ 295,048	\$ 471,215	60 %
Razors	\$ 174,200	\$ 220,433	27 %
Soap	\$ 2,875	\$ 3,687	28 %
Wiping Rags	\$ 8,899	\$ 9,416	6 %
<b>Total Products</b>	<b>\$ 788,102</b>	<b>\$ 1,008,928</b>	<b>28 %</b>
Services	FY10	FY11	% Change 10 - 11
Custodial	\$ 909,089	\$ 966,435	6 %
Document Imaging	\$ 42,561	\$ -	- 100 %
Grounds Maint. /Landscaping	\$ 87,523	\$ 91,393	4 %
Mailroom	\$ 673,387	\$ 644,528	- 4 %
Fulfillment	\$ 141,926	\$ 167,203	18 %
<b>Total Services</b>	<b>\$ 1,854,485</b>	<b>\$ 1,869,559</b>	<b>1 %</b>
<b>Grand Total</b>	<b>\$ 2,642,587</b>	<b>\$ 2,878,487</b>	<b>9 %</b>

## FY 2011

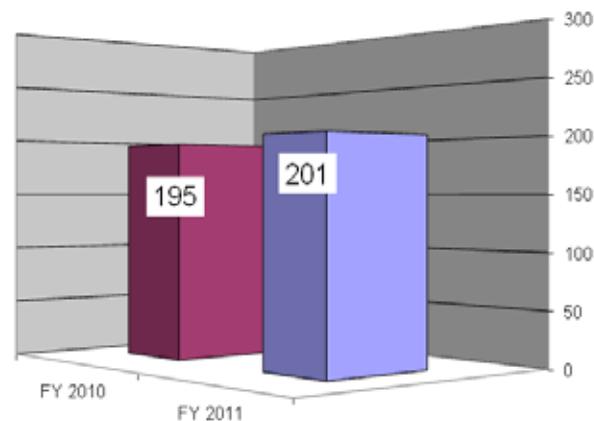
Work Center	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		FY 2011 TOTAL	
	Labor Hours	State Use Emp.								
1) Bobby Dodd Institute	11,539	37	12,321	40	12,320	43	14,704	46	50,884	166
2) Easter Seals of East Georgia	29	11	20	10	-	0	27	12	76	33
3) Easter Seals of Southern Georgia	8	1	8	1	8	1	15	1	39	4
4) Goodwill Industries of the Coastal Empire	101	6	128	6	121	4	130	4	480	20
5) Goodwill Industries of Middle Georgia	0	0	0	0	0	0	-	-	-	0
6) Middle Georgia Easter Seals	497	10	507	12	255	12	268	10	1,528	44
7) New Ventures Inc.	267	2	233	3	350	4	290	2	1,140	11
8) Worktec	1,211	5	1,234	6	1,658	6	1,565	6	5,668	20
<b>Totals</b>	<b>13,652</b>	<b>72</b>	<b>14,451</b>	<b>78</b>	<b>14,712</b>	<b>70</b>	<b>16,999</b>	<b>81</b>	<b>59,814</b>	<b>298</b>

State Use Labor Hours of Disabled Employees FY 2010 & FY 2011 as of 4th Qtr June 30, 2011

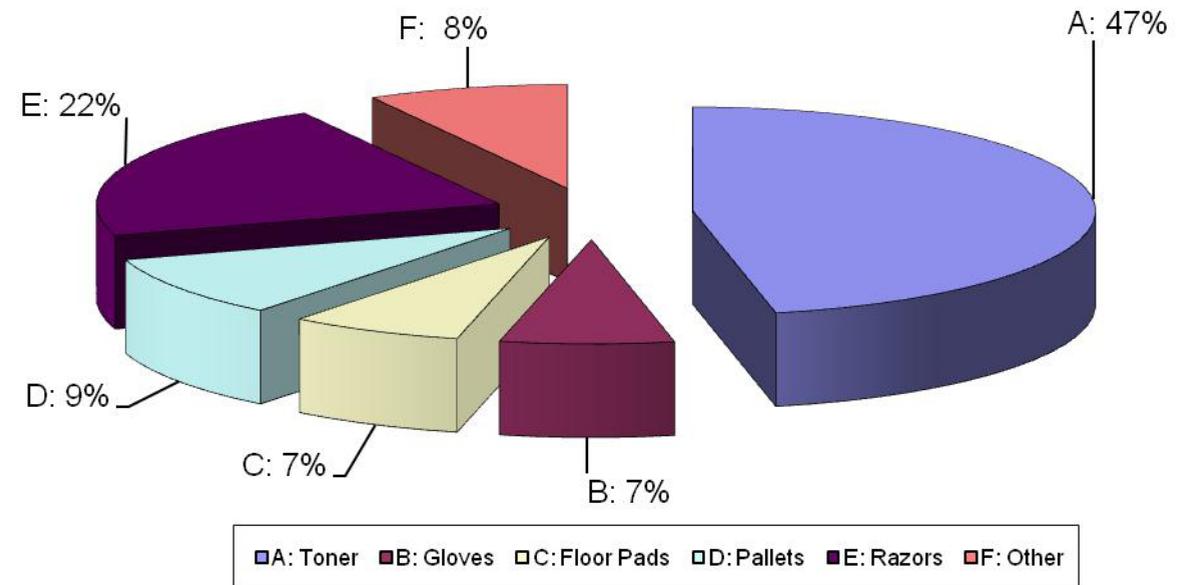


Total labor hours of disabled employees totaled almost 60,000 hours in FY11. This was a 6% increase, or an increase of 3,471 hours, over the total number of hours disabled Georgians were employed in the program in FY10. The actual number of workers in the program also increased 3% (or 9 workers). More importantly the average number of hours per worker increased from 195 hours to 201 hours.

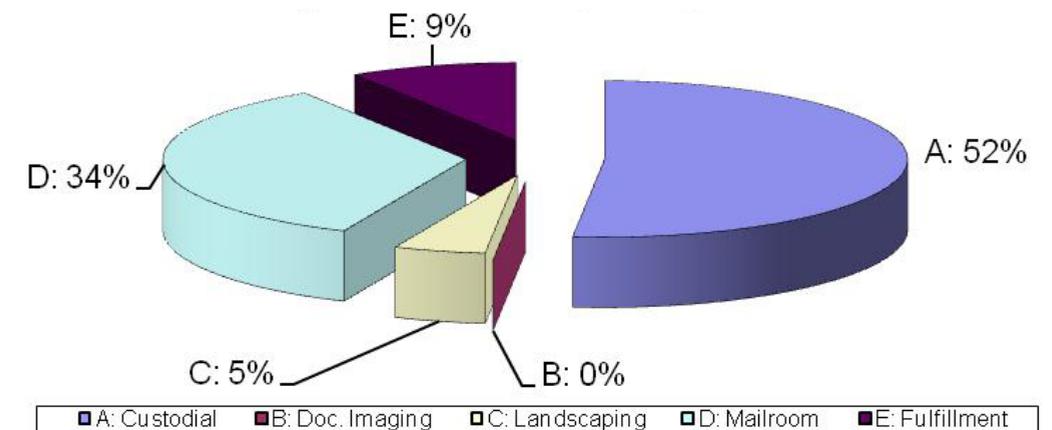
Average hours per worker FY 10 & FY 11 (3% increase in FY 11)



## Product Sales FY11 \$1,008,928



## Service Sales FY11 \$1,869,559



**Albany Advocacy Resource Center**  
Albany, GA 31708-1026

**Bobby Dodd Institute**  
Atlanta, GA 30318

**Center for the Visually Impaired**  
Atlanta, GA 30308

**Community Friendship, Inc.**  
Atlanta, GA 30308

**Creative Enterprises**  
Lawrenceville, GA 30043

**Diversified Industries**  
Eastman, GA 31023

**East Georgia Easter Seals**  
Augusta, GA 30303

**Easter Seals Southern Georgia**  
Albany, GA 31701

**Epilepsy Association of Georgia**  
Warner Robbins, GA 31099

**Family Support Alliance for the Mentally III**  
Warner Robbins, GA 31093

**Georgia Council for the Hearing Impaired**  
Decatur, GA 30032

**Georgia Industries for the Blind**  
Bainbridge, GA 39818

**Goodwill Industries of North GA**  
Atlanta, GA 30303

**Goodwill Industries of Southern Rivers**  
Columbus, GA 31904

**Goodwill Industries of Coastal Empire**  
Savannah, GA 31416-1707

**Goodwill Industries of Middle Georgia**  
Macon, GA 31201

**Griffin Community Workshop**  
Griffin, GA 30224

**Haralson Progressive Industries**  
Bremen, GA 30110

**Independent Enterprises**  
Covington, GA 30016

**Middle Georgia Easter Seals Society**  
Dublin, GA 31040

**New Ventures, Inc.**  
LaGrange, GA 30240

**Rehabilitation Industries of NE Georgia**  
Gainesville, GA 30501

**RCW Industries**  
Rome, GA 30161

**Reciprocals, Inc.**  
Marietta, GA 30067

**Southeast Georgia Rehabilitation**  
Waycross, GA 31503

**Thomas Grady Service Center**  
Thomasville, GA 31799

**Tommy Nobis Center**  
Marietta, GA 30066-6014

**Worktec**  
Jonesboro, GA 30236

**Cheryl Cornett-Early, President**  
Goodwill of North Georgia

**Dave Miller, Vice President**  
New Ventures, Inc.

**Connie Kirk, Secretary**  
Tommy Nobis Center

**Ralph Donaldson, Treasurer**  
Easter Seals of Middle Georgia

**Wayne McMillan, Past President**  
Bobby Dodd Institute

## At Large Members

**Post 1 - Nick Pecone**  
Goodwill Industries of the Coastal Empire

**Post 2 - Keith Kennedy**  
Goodwill Industries of Middle Georgia

**Post 3 - Paula Phillips**  
Rehab Industries of NE Georgia

**Post 4 - Anisio Correia**  
Center for the Visually Impaired

**Post 5 - Leigh Couch**  
Creative Enterprises

\* as of June 30, 2011

## 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.

## 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 statute requires state agencies and political subdivisions to purchase certain products and services from certified Georgia work centers employing individuals with disabilities. The State Use Council designates a private nonprofit agency to administer daily operations 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**

**44 Broad Street, Suite 503  
Atlanta, GA 30303**

**voice | 800 331 4807**

**fax | 800 382 8498**

**[www.georgiaenterprises.com](http://www.georgiaenterprises.com)**

