

State of Delaware State Use Law Commission



Annual Report to the Governor
2010



**STATE OF DELAWARE
COMMISSION FOR THE PURCHASE OF PRODUCTS AND SERVICES
OF THE BLIND AND OTHER SEVERELY HANDICAPPED INDIVIDUALS
(STATE USE LAW COMMISSION)**

September 30, 2010

The Honorable Jack Markell, Governor
State of Delaware
Tatnall Building
William Penn Street, 2nd Fl.
Dover, DE 19901

Dear Governor Markell,

On behalf of the Commission for the Purchase of Products and Services of the Blind and Other Severely Handicapped Individuals (State Use Law Commission), I am pleased to present you our 2010 Annual Report.

We strive to uphold the purpose of the State Use Law Commission to "further the policy of the State to encourage and assist blind and other severely handicapped individuals to achieve maximum personal independence through useful and productive gainful employment by assuring an expanded and constant market for their products and services."

During fiscal year 2010, 437 individuals with visual impairments and other disabilities were employed in jobs set aside under the State Use Law. The total gross wages for these individuals was \$3,872,888. We are pleased to have added another year of growth to the set-aside program's history.

In this year's report, we feature the personal stories of three individuals who have been employed through the State Use Law. We hope these stories help illustrate the value that this law provides for Delawareans with visual impairments and other disabilities, the agencies that support them, and the public and private customers of their services.

Respectfully,

A handwritten signature in cursive script that reads "Roger M. Levy".

Roger M. Levy, Esq.
State Use Commission Chairman

cc: The Honorable Matthew Denn, Lieutenant Governor
The Honorable Robert F. Gilligan, Speaker, House of Representatives
The Honorable Rita Landgraf, Secretary Delaware Health & Social Services
The Honorable Anthony J. DeLuca, Senate President Pro Tempore

Executive Summary

This annual report reflects the results of the State Use Law set aside contracts during fiscal year 2009-2010. Because jobs have been “set aside” by the State to specifically employ individuals with visual impairments and other disabilities, 437 people were able to acquire gainful employment. The total gross wages paid to these individuals was \$3,872,888. Continued growth in this fiscal year is reflected in the \$617,923 in sales experienced by the Delaware Industries for the Blind and the 5,534 remanufactured cartridges sold to the state at a reduced cost. Janitorial services were also provided at 55 sites across the state's three counties.

In Delaware, there are seven major contracts set aside for people with visual impairments and other disabilities. These services are provided by the following agencies as listed below:

Document & Mail Preparation Services • KSI
Electronic Goods Recycling • DelARF
Engraving & Promotional Items • DIB
Janitorial Services • DelARF
Remanufactured Toner Cartridges • KSI
Rubber Stamps • DIB
Temporary Employment Services • DelARF

A major focus for this year was expanding awareness of the State Use Law and the State's procurement requirements. The Chair sent letters to all Cabinet Secretaries, and County and State Police to make them aware of the requirements and availability of the State Use Law. The Commission also began to explore the possibility of working with prison industries and school districts who may wish to use promotional materials created by the Division of Industries for the Blind. The Commission approved three (3) new set aside janitorial contracts. No recommendations for changes in the law are suggested.

The State Use Law Commission serves to oversee and guide the contracts of the set-aside program. During the 2009-2010 fiscal year, the commission met seven times (11/19/2009, 12/17/2009, 02/18/2010, 04/15/2010, 05/20/2010, 06/17/2010, and 07/15/2010).

2009 - 2010 Commission Members



From left to right: Dominic Scatasti, Ty Case, Robert Doyle, Connie Hughes, Roger Levy, Tom Burns & Michele Mirabella

Roger M. Levy, Chairman
Marty Mullane, Vice Chairman
Thomas Burns
Jayson Crouch
Ty Case
Michele Mirabella
Dominic Scatasti

Dean Stotler*, Director of Government Support Services
Rebecca Goldsmith*, Department Finance designee
Robert Doyle*, Ex-Officio, Division for the Visually Impaired
Connie Hughes*, Ex-Officio, Delaware Association of Rehabilitation Facilities

*: Member by Virtue of the Statute

Victoria Cash



Victoria Cash is happy to tell you why you should buy your printer cartridges from Kent Sussex Industries (KSI). "Our cartridges are cheaper, 100% guaranteed, and they help people with disabilities keep their jobs," she would explain.

Victoria is one of six employees at KSI that works in their Cartridge Service Division. KSI is a Milford-based nonprofit agency that provides rehabilitation and employment services to individuals with disabilities in the pursuit of their potential in employment and meaningful participation in their communities.

"I like how the job lets me live on my own and pay my own bills."

Victoria joined KSI two years ago and found her niche in Cartridge Service after exploring other opportunities at KSI. Her daily tasks include manufacturing, filling, prepping, testing, and boxing printer cartridges. These cartridges are sold to individuals, businesses, schools, hospitals, and government agencies. During an average day KSI processes between 40-70 cartridges. "Victoria has excelled in Cartridge Service and we have been very impressed by her," said KSI Employment Manager Stefanie Hammond.

Since joining KSI, Victoria has met a number of personal goals, including living independently in her own apartment. When she talks about what she likes best about her job, she struggles to narrow down her list. "I like everything about it. The supervisors that help us get the job done and make the day go by fast. I like doing different things during the day and moving around in my job. But I like how the job lets me live on my own and pay my own bills."

Participating Agencies

Entities participating in the State Use Law program include:

Delaware Association of Rehabilitation Facilities (DelARF) agencies

DelARF affords services to member agencies who provide direct rehabilitation services to people with disabilities through advocacy, networking and the management of State set aside contracts for janitorial and temporary employment services. DelARF members affiliated with the State Use program include: Chimes Delaware, Cleanworks Janitorial Services, Connections CSP, Inc., Easter Seals of Delaware & Maryland's Eastern Shore, Goodwill Industries*, Opportunity Center, Inc. (OCI)

*Provides both janitorial and temporary employment services.

www.delarf.org • (302) 622-9177

For more information about janitorial services and temporary services, contact Terry Cipolla at (302) 622-9177 or tcipolla@delarf.org.

Delaware Industries for the Blind (DIB)

DIB strives to foster independence in the blind community by creating and providing a wide variety of employment opportunities for blind and visually impaired Delawareans. Approximately 2000 customers were served by DIB during FY 2010 creating in excess of 2500 orders. Awards, employee recognition programs, promotional products, embroidery, screen printed items and rubber stamps are some of the many "Skillcraft" custom products provided to the State.

www.promoplace.com/dib • (302) 255-9855 • dibcustomerservice@state.de.us

For more information about Delaware Industries for the Blind's services, contact Alan Wingrove, at (302) 255-9855 or alan.wingrove@state.de.us.

Kent Sussex Industries (KSI)

KSI's mission is to provide supports and services which help individuals who need specialized assistance to obtain and maintain an optimal level of employment. KSI provides Document Services and remanufactured printer cartridges for the State Use program.

www.ksiinc.org • (302) 422-4014

For more information about KSI's document and cartridges services, contact Jayson Crouch at (302) 422-4014 ext. 3007 or crouchj@ksiinc.org.

Anthony Mangum



Anthony received job training and support from OCI before working independently for a tree service company and then a recycling management company. He returned to OCI in 2002 to work in building maintenance. OCI is a Wilmington-based nonprofit offering rehabilitation and employment services to people with disabilities and provides services to corporate, nonprofit, and governmental agencies. "OCI really helped me with my disability by seeing the greatness in me that helped make me who I am today," stated Anthony. He also commended his General Manager for providing consistent support, leadership and the creative freedom to improve customer service.

"A job gives you a sense of pride and self-worth to accomplish what you've already started and continue to explore, to accomplish your goals and accomplish your dreams."

A Wilmington resident, Anthony enjoys the challenges that come with being a site supervisor. He often has to fill in when his staff calls out of work and transports supplies to different sites as needed. Anthony also completes necessary paperwork and ensures his customers, the people who work in his buildings, are happy. "A job gives you a sense of pride and self-worth to accomplish what you've already started and continue to explore, to accomplish your goals and accomplish your dreams."

2009-2010 Statistics & Data

Delaware Industries for the Blind (DIB)

- Number of people with visual impairments employed - 12
- Gross Sales \$617,923
- Gross Wages of people with visual impairments \$149,210

Delaware Association of Rehabilitation Facilities (DeARF)

- Number of people with disabilities employed – 378
- Number of people employed in temporary service positions – 235
- Number of people employed in janitorial positions – 143
- Number of janitorial sites throughout the State - 55
- Gross wages of people with disabilities - \$3,657,735

Kent Sussex Industries (KSI)

Remanufactured Toner Cartridges

- Number of people with disabilities employed - 6 Regular Production Technicians, 17 different Participants worked in this business during fiscal year 2010
- Number of cartridges sold to the state - 5,524
- Gross wages of people with disabilities - \$64,296

Document and Mail Preparation

- Number of people with disabilities employed - 24 different participants worked on this contract during fiscal year 2010
- Number of hours of paid employment - 760
- Gross wages of people with disabilities - \$1,646.79

The Law

Delaware State Code

Title 16

Health and Safety

Disabled and Partially Disabled Persons

Chapter 96. State Use Law

The purpose of this chapter is to further the policy of the State to encourage and assist blind and other severely handicapped individuals to achieve maximum personal independence through useful and productive gainful employment by assuring an expanded and constant market for their products and services, thereby enhancing the dignity and capacity for self-support of blind and other severely handicapped persons, and minimizing their dependence on welfare as well as the need for the State to provide costly institutionalization.

Robert White



A native of New Castle, Delaware, Robert White was the Delaware Industries for the Blind Worker of the Year for 2010 for being hardworking, dedicated, and helpful to his supervisors and colleagues. Robert works at the Delaware Industries for the Blind (DIB) in the shipping and receiving department managing inventory, shipments, and other aspects of this busy division. Robert joined DIB a few months after graduating from William Penn High School in 2002. He enjoyed hands on work and started at DIB in the engraving department running the engraving machine making name tags for the United States Air Force. He has spent the last five years in the shipping department and thrives in this position. "I like the spontaneity. I never know what is going to happen and every day is different. I also work with really good people and it makes my job enjoyable. DIB caters to people who are visually impaired and blind and works with you to make the job successful. I would be upset if I didn't have this job because it helps me financially and I enjoy my work and the people I work with here."

"The DIB has always been very accommodating for all of the Delaware Army National Guard's needs. There have been many times when we have needed rush orders for awards to be framed or State Seals to be mounted in a shadow box and DIB has never failed to meet our needs."

- Kevin R. Coulter, Delaware Army National Guard Awards Administrator