

# WISCONSIN STATE USE BOARD ANNUAL REPORT

FISCAL YEAR 2010





## A MESSAGE FROM THE GOVERNOR

Dear Friends:

Our State Use Program and its affiliated organizations are working diligently to make sure that every individual with a severe disability has the opportunity to experience economic independence.



The State Use Program offers training and job opportunities for the severely disabled. The program is made up of an eight member State Use Board, 66 Community Rehabilitation Programs, and staff attached to the Department of Administration.

This unique program has been effective in lowering the high rates of unemployment among persons with disabilities. At the same time, the program's participants have achieved a greater degree of self-sufficiency and self-reliance.

I enthusiastically endorse the program and encourage all State agencies and political subdivisions across Wisconsin to use the services and products provided by the State Use Program.

Your continued cooperation is greatly appreciated.

Sincerely,

A handwritten signature in black ink that reads "Jim Doyle". The signature is written in a cursive, flowing style.

Jim Doyle, Governor

## STATE USE BOARD MISSION

THE WISCONSIN STATE USE BOARD STRIVES TO MAXIMIZE STATE AGENCY, INCLUDING THE UNIVERSITY OF WISCONSIN SYSTEM, CONTRACTING WITH WISCONSIN QUALIFIED WORK CENTERS, INSURING THE PROCUREMENT OF QUALITY PRODUCTS AND SERVICES WHILE PROVIDING A POSITIVE IMPACT ON THE EMPLOYMENT OF INDIVIDUALS WITH SEVERE DISABILITIES.



## EXECUTIVE SUMMARY

Wisconsin's State Use Program, created by the 1989 State Use Law, was developed for the purpose of providing gainful employment for the thousands of Wisconsinites with severe disabilities across the state who seek job opportunities in their communities.

The law, Wis. Stat. 16.752, requires all State agencies to purchase products and services from Wisconsin nonprofit work centers employing persons with severe disabilities when the work center is able to meet the State's specifications and provide the product or service at fair market value.

The work centers provide long-term, transferable work experience and marketable job skill training to people with disabilities that increases their independence and self-sufficiency. Wisconsin's State Use Program creates economic independence and self-reliance for people with disabilities. When individuals with disabilities gain employment, they are able to reduce or eliminate their reliance on government funded programs and services. In addition, they add to the tax base by becoming tax payers. Society benefits from having fuller, more diverse employment and by reductions in the need for tax funded support services.

Fiscal year 2010 was challenging in the face of a tough economy and reduced State purchasing budgets. Through long-term

relationships, work centers were able to work with State agency customers to down scope many contracts, tailor solutions and find efficiencies. The program performed adequately in the face of frugal State spending with work centers reporting annual sales to State agencies totaling **\$13,040,015**. This represents a decrease of **\$1,339,521** from the previous fiscal year.

Of the **66** nonprofit work centers certified to do business under the State Use Program in fiscal year 2010, **41** work centers (**62%**) did some business with the State.

The State Use Program is an established program for vocational training and employment, providing job opportunities in nonprofit employment centers located in both large and small local communities throughout the state. In fiscal year 2010 the State Use Program provided **\$1,973,776** in wages, with an average wage of **\$6.99/hour**, for workers with severe disabilities. The dollars paid out in State Use wages advance the economic independence and self-reliance of Wisconsinites with disabilities.

The State Use Program has provided job opportunities to Wisconsin's residents with severe disabilities who would otherwise face countless obstacles in securing employment. **1,210** workers with disabilities were employed under State Use contracts in fiscal year 2010.

**In FY10,  
1,210 workers  
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# STATE USE BOARD FISCAL YEAR 2010 ACCOMPLISHMENTS

The State Use Board continues to coordinate an aggressive agenda on behalf of the certified, nonprofit employment centers around the state participating in the State Use Program in Fiscal Year 2010.

The eight member, Governor appointed State Use Board is attached to the Department of Administration, is provided staff, and has numerous duties and responsibilities defined in the State Use Law.

The Board meets quarterly on the second Thursday of January, April, July and October and encourages comments and questions from the public at each of its meetings to ensure the Board is cognizant of developing opportunities, issues and concerns.

State Use Program initiatives have been challenging necessitated by the economic times and an ever evolving environment. The State Use Board continues to coordinate an aggressive agenda on behalf of the certified, nonprofit employment centers around the state participating in the State Use Program. Some examples of fiscal year 2010 Board activities include:

## Education and Training

The Board provided work centers with informational speakers at Board meetings from various sources to enable work centers to learn about best, most promising and emerging practices that will enhance employment opportunities for people with significant disabilities. The following sources provided presentations and training:

- Federal Ability One Program explained employment opportunities for people who are blind or have other severe disabilities by developing federal contracts for products and services.
- UW Small Business Development Center presented on Break Even Analysis which explained a profit and loss analysis tool to determine contracting financial feasibility.
- State of Wisconsin, Division of Vocational Rehabilitation gave a presentation on vocational job development and placement.

## Strategic Planning

The Board undertook a review of its 2006 strategic plan to ensure that it continues to meet the duties and responsibilities identified in the State Use Law. First, the Board reviewed and agreed the State Use Board mission statement crafted in 1989 still aligns with the State Use Program objectives. Second, the Board updated the strategic plan action steps that support the Program's mission and third, developed performance measures to gauge success.

## Outreach

To accomplish the Board's outreach initiative, the Board updated its training video and posted the video on the State Use Program website at [www.stateuseprogram.gov](http://www.stateuseprogram.gov). This creates easy access to the program fundamentals.



## FISCAL YEAR 2010 PROGRAM RESULTS

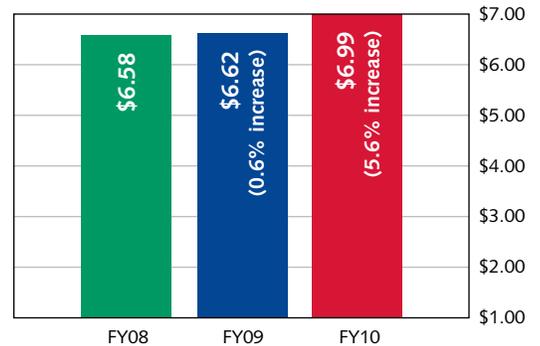
Thanks to the State Use Program, countless workers with disabilities across Wisconsin get the opportunity to reach their full employment potential.

Fiscal year 2010 was filled with numerous opportunities to showcase the State Use Program's continued effectiveness in creating meaningful employment opportunities for Wisconsinites with disabilities. Through the Program, people with disabilities are provided the opportunity to work in a supported environment, receive vocational training and earn a living by their own efforts while providing State agencies with quality products and services.

During fiscal year 2010, State Use Program contracts expanded job opportunities that created a better and more fulfilling quality of life through employment for **1,210** Wisconsin citizens with disabilities, who worked **282,444** hours and earned **\$1,973,776** in wages.

Fiscal year 2010 saw a **5.6%** growth in the average hourly wage earned by people with disabilities employed through the State Use Program. Employment provides the opportunity for personal growth. Having a source of income is important for most people; even more valuable is the environment for social interaction and the opportunity to develop personal relationships available through employment. The sense of having a purpose each day and the opportunity to grow in both skill and knowledge are important benefits of having a job.

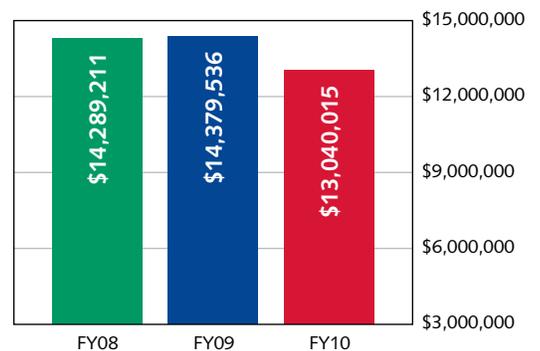
**Average Direct Labor Hourly Wage**



In fiscal year 2010 work center reported data indicates total State purchases from State agencies decreased **\$1,339,521** or **-9.32%** over the last fiscal year.

The following graph demonstrates the State Use Program's dollars spent with Wisconsin certified work centers.

**Total State Use Purchases**

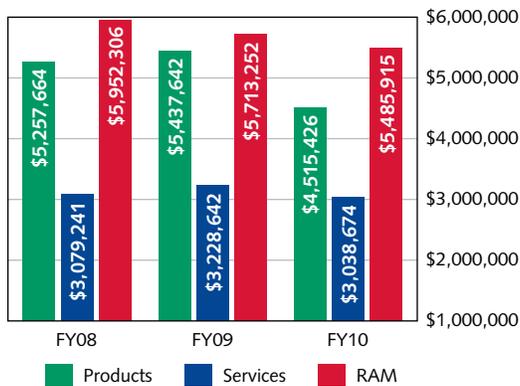


# DISTRIBUTION OF STATE USE CONTRACT BY FISCAL YEAR

The State Use Board has advanced the entrepreneurship and innovation where both a social mission of jobs for people with disabilities; and a business mission of providing products and services to State agencies, could be satisfied.

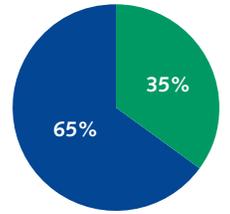
The graph below illustrates the breakdown of total annual dollars spent with work centers between product, service and rest area maintenance (RAM) contracts.

**Distribution of State Use Contracts**

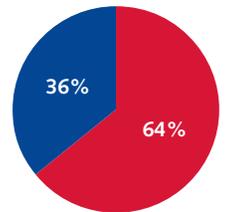


Wisconsin's State Use Program is a business oriented response to social needs that creates a partnership between State contracting and Wisconsin's work centers resulting in jobs, increased independence, and a greater self worth for citizens with disabilities. Jobs equal respect in very real ways in many of the workers' lives; respect from families, co-workers, employers and from the community. Through the State Use Program, certified work centers are guaranteed the opportunity to show they can offer State agencies quality products and services at competitive prices while providing good jobs, decent pay and self-determined futures to people with disabilities. Thanks to the State Use Program, countless workers with disabilities across Wisconsin get the opportunity to reach their full employment potential.

**FY10 Total Services & Products**



**FY10 Services & RAM**



- Products
- Services
- RAM



## WORK CENTER PRODUCTS AND SERVICES

Work Center	City	Products & Services
Aspiro, Inc.	Green Bay	Janitorial, Mailing, Sewing
Barron County Developmental Disabilities Services, Inc.	Barron	Rest Area Maintenance
Bethesda Lutheran Homes and Services, Inc.	Watertown	Packaging, Fire Starters, Candles
Black River Industries, Inc.	Medford	Rest Area Maintenance, Lawn Care, Janitorial, Sewing
Brooke Industries, Inc.	Fond du Lac	Janitorial, Mailing, Packaging
Careers Industries, Inc.	Racine	Trash Can Liners
Cerebral Palsy, Inc.	Green Bay	Confidential Paper Shredding, Assembly
Challenge Center, Inc.	Superior	Confidential Paper Shredding
Chippewa River Industries	Chippewa Falls	Rest Area Maintenance
Clark County Adult Development Service	Greenwood	Rest Area Maintenance
Counseling & Development Center, Inc.	Phillips	Janitorial, Mailing
Crawford County Opportunity Center, Inc D/B/A Opportunity Center	Prairie du Chien	Floor Covering/Mats
Curative Care Network	West Allis	Rest Area Maintenance
Diverse Options, Inc.	Ripon	Socks, Admission Kits
Diversified Services Center, Inc.	Siren	T-Shirts
East Shore Industries, Inc.	Algoma	Mops
Easter Seals Southeast Wisconsin, Inc. Waukesha Center (formerly Waukesha Training Center, Inc.)	Waukesha	Rest Area Maintenance, Janitorial, Food Service
Eisenhower Center, Inc.	Milwaukee	Mailing, Packaging
Endeavors Adult Development Center, Inc. (formerly Polk County Adult Development Center, Inc.)	Balsam Lake	Rest Area Maintenance
Focuscorp, Inc.	Madison	Mailing, Packaging
Fox River Industries	Berlin	Copying Services, Reproduction
Goodwill Industries Northern Wisconsin & Upper Michigan, Inc.	Marinette	Metal Work, Packaging
Goodwill Industries of Southeastern WI, Inc.	Milwaukee	Janitorial, Packaging
Green Valley Enterprises, Inc.	Beaver Dam	Janitorial, Packaging
Greenco Industries, Inc.	Monroe	Toothpaste
Handishop Industries, Inc.	Tomah	Rest Area Maintenance, Janitorial
Headwaters, Inc.	Rhineland	Rest Area Maintenance, Janitorial, Sewing
Highline Corporation	Hurley	Rest Area Maintenance
Hodan Center, Inc.	Mineral Point	Janitorial, Packaging, Concessions
Holiday House of Manitowoc County, Inc.	Manitowoc	Rest Area Maintenance
Indianhead Enterprises, Inc.	Menomonie	Rest Area Maintenance
Industries for the Blind, Inc.	West Allis	Brushes, Writing Instruments

Work Center	City	Products & Services
Innovative Services, Inc.	Green Bay	Lawn Care, Moving Services, Labeling, Organic Snacks
Kandu Industries, Inc.	Janesville	Urinalysis Kits
Kenosha Achievement Center, Inc.	Kenosha	Food Service, Janitorial, Rest Area Maintenance
L.E. Phillips Career Development Center, Inc.	Eau Claire	Rest Area Maintenance, Plaques, Custodial
Lakeland Industries	Shawano	Packaging
Lakeside Curative Services	Racine	Gloves, Seasoning
Lincoln County Services/Lincoln Industries	Merrill	Workboots, Oxfords
Madison Area Rehabilitation Centers, Inc. (MARC)	Madison	Mailing
Milwaukee Center for Independence	Milwaukee	Janitorial, Custodial
N.E.W. Curative Rehabilitation, Inc.	Green Bay	Mailing, Packaging
New View Industries	Gillett	Stakes, Laths
Northwoods Inc of Wisconsin	Portage	Rest Area Maintenance
Opportunities, Inc. of Jefferson County	Fort Atkinson	Rest Area Maintenance
Opportunity Development Centers, Inc.	Wisconsin Rapids	Shipping
Pantheon Industries, Inc.	Dousman	Mailing, Packaging, Assembly
Pathways of Wisconsin, Inc.	Madison	Janitorial, Mailing
Portal Industries, Inc.	Grafton	Packaging
RCS Empowers, Inc.	Sheboygan	Janitorial, Mailing, Packaging
Regional Enterprises for Adults And Children, Inc. (REACH)	Eau Claire	Janitorial
Riverfront, Inc.	La Crosse	Janitorial, Rest Area Maintenance, Packaging
Saint Coletta of Wisconsin, Inc.	Jefferson	Janitorial, Mailing, Packaging
Southwest Opportunities Center, Inc.	Lancaster	Badges, Name Tags, Emblems
St Croix Industries/Extended Opportunities	New Richmond	Janitorial, Rest Area Maintenance, Lawn Care
Sunshine House, Inc.	Sturgeon Bay	Decorations, Hoses and Fittings, Containers
Superior Vocations Center, Inc.	Superior	Janitorial, Rest Area Maintenance, Landscaping
The Threshold, Inc.	West Bend	Janitorial
Valley Packaging Industries, Inc.	Appleton	Food and Beverage Packaging
Ventures Unlimited, Inc.	Shell Lake	Rest Area Maintenance, Shoes
Vernon Area Rehabilitation Center, Inc. (VARC)	Viroqua	Rest Area Maintenance
VIP Services, Inc.	Elkhorn	Rest Area Maintenance, Janitorial
Waupaca County Industries	Manawa	Rest Area Maintenance
Wausaukee Enterprises, Inc.	Wausaukee	Janitorial, Mailing, Packaging
Waushara Industries, Inc.	Wautoma	Rest Area Maintenance
Wiscraft, Inc.	Milwaukee	Scrubber Floor Pads

## STATE USE BOARD MEMBERS

David M. Dumke  
Board Chair  
Field Services Representative  
Wisconsin Counties Association  
Representation: Public Member

Michael Casey  
Special Education Teacher  
Cassville School District  
Representation: Public Member

Marie Danforth  
Social Services Supervisor  
Division of Mental Health  
Department of Health Services  
Representation: Mental Health

Joseph D'Costa  
Director, Bureau of Management Services  
Division of Vocational Rehabilitation  
Department of Workforce Development  
Representation: Vocational Rehabilitation

Nickolas C. George, Jr.  
President  
Midwest Food Processors Association, Inc.  
Representation: Private Business

Ron Hermes  
Administrator  
Division of Enterprise Operations  
Department of Administration  
Representation: Department of Administration

Bill Smith  
Executive Director  
National Federation of Independent Businesses  
Representation: Small Business

Jean Zweifel  
Chief Executive Officer  
Greenco Industries, Inc  
Representation: Work Center

## STATE USE BOARD STAFF

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Please visit our website at: <http://stateuseprogram.wi.gov/>