

WISCONSIN STATE USE BOARD SPECIAL MEETING  
October 18, 2021, 3:30 p.m. – 4:30 p.m.  
Department of Administration  
101 E. Wilson Street  
Madison, WI

**Opening Business**

Call to Order – The meeting was called to order by Jean Zweifel at 3:31 p.m.

Introductions

Board Members Present:

- Jean Zweifel, Greenco Industries, Teleconference
- Jim Langdon, Department of Administration
- Amy Grotzke, Department of Workforce Development, Teleconference
- Nick George, MFPA, Teleconference
- Bill Smith, NFIB, Teleconference

Board Staff Present:

- Cheryl Edgington, Department of Administration
- Nadine Malm, Department of Administration
- Terri Hagstrom, Department of Administration

Audience:

- Celina Chezney, Disability Service Provider Network (DSPN)

Teleconference Participants:

- Lincoln Burr, Disability Service Provider Network (DSPN)
- Wanda Kleinschmidt, Lincoln Industries
- Randy Klein, Greenco Industries
- MaryBeth Popcheck, Lakeside Curative
- Brad Bauman, UW Madison
- Aaron Porter, Beyond Vision
- Joe Greene, Careers Industries

Board member, Jim Langdon spoke about the appointment letters going out to board members. He informed Board members that when they receive their new appointment letter, there will be a requirement that board members take a new oath of office for their new term. However, everyone continues to serve under their current oath of office for this meeting and until their new oath of office is taken with the new appointments. These are all re-appointments. Everyone continues to serve under their current oath, until they take their new oath.

**Can Liner Contract** - Cheryl Edgington – In July 2018, the State Bureau of Procurement issued a Request for Bid to establish fair market pricing for can liners. The results of that Bid were shared with Careers

Industries (the incumbent of the contract) on September 11, 2018 and with the Board at the last State Board meeting held on September 13, 2018. The results showed that Careers Industries was outside of the fair market on all items on the contract. Careers was notified and asked to confirm to the State Bureau of Procurement whether they could lower their prices to be within fair market by October 10, 2018. On October 10, 2018, Joe Greene with Careers Industries confirmed that they are not able to meet the pricing requirements set forth by the most recent fair market analysis and from the bids that were received for can liners. Joe Greene thanked the State Use Board and office staff members and expressed interest in searching out other opportunities. A motion to cancel the contract with Careers Industries was made by Jim and 2<sup>nd</sup> by Nick. Motion carried.

**2017 Fair Market Pricing – Nadine Malm** – At the board meeting on September 13, 2018, SBOP explained the process used to obtain fair market prices. There are seven work centers that are still outside of fair market. The work centers were given until September 28, 2018 to respond back on whether they could meet the pricing.

- East Shore Industries (Algoma mops) – There is 1 item outside of fair market which was reviewed after the executive director contacted Nadine and questioned the specification of that item. The quote given from Grainger did not meet specifications, so the quote was removed. Therefore, Algoma is within fair market on all items.
- Black River Industries (long sleeved shirt and trousers) – There are 2 items that were out of fair market and they have agreed to meet the fair market price.
- Diverse Options (socks) – All items were outside of fair market and they have agreed to meet the fair market pricing on all items. This information will be reported to Department of Corrections and they will update their contract with the new pricing.
- Lakeside Curative Services (non-sterile disposable gloves) – there are 2 items that are outside of fair market. They will meet fair market pricing on item DASH VitalGard Vinyl (VV100) and the other item (DASH Nitrile PF NPF100) will be discontinued. A different item DASH Halo (HAL100) is a similar product that is already provided on contract. No motion is needed to remove DASH Nitrile PF NPF100 as they have requested it to be removed from contract.
- Industries for the Blind (Writing Instruments & Brushes and Brooms) – There are 2 items outside of fair market for writing instruments. They have indicated they can not meet fair market pricing and have requested to remove the items from contract. This leaves 39 active items on the writing instruments contract. There are 5 items out of fair market on the brushes and brooms contract. They have indicated they cannot meet fair market pricing and have requested to remove the items from contract which leaves them with 45 active items on the contract.
- Beyond Vision (floor pads) – 9 out of 10 items are out of fair market pricing. At this time, SBOP has not received a response from Beyond Vision. Aaron Porter from Beyond Vision spoke and said they will meet the fair market pricing. Nadine informed Aaron that prices need to be lowered immediately and Nadine will change this in the contract today and post tomorrow. Agencies will be notified via a contract notification on Monday of the changes.

Aaron was asked to respond in writing to Nadine with the changes that were just stated. He agreed to that.

**Adjournment** – Jim motioned, Nick 2<sup>nd</sup>. Motion carried.

**Future Meetings Review:**

- a. February 21, 2019, at 10:00 a.m.-Department of Agriculture, Trade and Consumer Protection
- b. April 11, 2019, at 10:00 a.m.-Department of Agriculture, Trade and Consumer Protection
- c. July 17, 2019, at 10:00 a.m.-Department of Agriculture, Trade and Consumer Protection
- d. October 10, 2019, at 10:00 a.m.-Department of Agriculture, Trade and Consumer Protection