

WISCONSIN STATE USE BOARD MEETING  
February 6, 2020, 10:00 a.m. – 12:00 p.m.  
Department of Agriculture, Trade and Consumer Protection  
2811 Agriculture Drive  
Madison, WI

**Opening Business**

Call to Order – The meeting was called to order by Jean Zweifel at 10:02 a.m.

Board Members Present:

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

Board Staff Present:

- Andrew Shuck, Department of Administration
- Nadine Malm, Department of Administration
- Terri Hagstrom, Department of Administration

Audience:

- Linda Klean, Wiscraft Beyond Vision
- Jeff Kaphengst, DSPN

Teleconference Participants:

- Travis Kunz, Creative Care Network
- Angie Kieffer, DSPN
- Donna Reinerio, Highline Corporation
- Randy Klein, Greenco

**Discussion and approval of Wisconsin State Use Board meeting minutes from Thursday, October 10, 2019.** No discussion. Nick motioned, Bill 2<sup>nd</sup> – Motion carried.

**Presentation – State Use Program Recent Trends – Board member, Jim Langdon** – Jim Langdon gave a presentation on recent trends to the Wisconsin State Use Program. The presentation packet was given to the Board. There was discussion on whether something can be done on the State level versus the Federal level. The State of Wisconsin has a grassroots organization called the “A Team” which has been around for several years. They have gone out and shown that the work centers are useful and beneficial for individuals. Their moto is “My work, my choice”. This organization has taken off nationwide. There have been some work centers who have requested their representatives to visit their locations and have been told “No”.

Representative Grothman, is a strong advocate for the work centers in trying to maintain this program. He is trying to get other representatives to understand that the laws that are being put out there are going to hurt individuals instead of helping them. We should work more closely with DSPN as they are involved with the Federal side.

**2019 Fair Market Pricing for Floor Pads – Nadine Malm** – At the October 2019 meeting, all the fair marketing pricing was approved except for the floor pads, which were tabled. Beyond Vision has agreed to meet all fair marketing pricing effective February 10, 2020. Motion to approve price changes as printed was made by Jim, Amy 2<sup>nd</sup> – Motion carried.

**2020 Recertifications/New Certifications – Nadine Malm** – Department of Workforce Development has their website for licenses updated. Nadine will start sending out recertification and new certification paperwork to work centers that are part of our program at the beginning of March 2020. Their information should be back by the April 2020 to report on.

**Product Ideas/Opportunities – Nadine Malm** – Currently, there is none. Nadine checks the eSupplier website weekly to see if anything is available for the work centers.

**2020 SUPRA Conference Report – Nadine Malm** – Nadine attended the Mobile, AL conference from January 28, 2020 thru January 31, 2020.

The keynote speakers were Mark and John Lee Cronin, owners of 'John's Crazy Socks'. They started the company in 2016 after John graduated from high school as his father knew there wasn't a lot of opportunity for John. John has Down Syndrome. They came up with socks as John loves fun and crazy socks. The website was created and within the first month they had 452 orders. Currently, they have over 1 million dollars in orders where 5% of all their sales goes to Special Olympics. They have a Facebook account but do not use any other marketing. There are 22 jobs where 19 of the individuals have disabilities. During the holidays they employ more than 70 people. They have raised over \$300,000.00 for Charity Partners and ship to 80 different countries. Sales since 2016 have been over \$10 million dollars.

A session with SourceAmerica was held. They are doing a collaboration with the State Use Programs. Their collaboration is mainly to work with the programs and help them understand the different law changes. They represent over 1500 organizations nationwide. Their goal is to create 1 million jobs for professionals with disabilities. They have 7 major initiatives they are working with:

1. Expand consumer product and packaging and manufacturing the line of business.
2. Work with temporary staffing services.
3. Expand existing sales and marketing efforts-Targeting the healthcare industry.
4. Job matching thru Indeed.com called 'MATHISON' which provides incentive for businesses to hire more people with disabilities.
5. A Franchise program development.
6. A Grammy like program that deals with music and individuals with disabilities to create jobs in the music business.

## 7. Ecommerce website.

They spoke about 14C, the transition program. This is where they remove the subminimal wage license and have everybody paid at minimum wage. This year in the State of Oregon, all work centers are to be closed by September 1, 2020, due to change in the law. SourceAmerica is trying to focus on preserving and generating new opportunities.

A session was done on Economical Benefits study. Several states have done these for their work centers including the State of New York. This report was provided at no cost, to look at the preferred source program that the State of New York runs. Their work centers have been closed since 2017. They have some open, but they are under this preferred source program that their State Statues have written to include Individuals with Disabilities & Veteran's.

A question of government and regulatory affairs included an Executive order #13891 signed in October of 2019 that promotes the rule of law through improved agency guidance documents says that it is not requirements but guidance. An additional Executive order #13892 on Promoting the Rule of Law Through Transparency and Fairness in Civil Administrative Enforcement and Judication. This order says that regulated parties know in advance the rules by which the Federal Government will judge their actions. There was discussion on these Executive orders.

A meeting in Washington, DC on February 27, 2020 is scheduled with Mark Allen Schulz, from the Office of Special Education and Rehabilitative Services (OERS). All State Use program administration are encouraged to go. A request to send a letter to Representative Grothman to attend the meeting was requested and the letter was sent. Nadine will ask for a follow up report on the meeting.

Nadine pointed out a few items that our work centers might be interested in from the 2020 Products and Services booklet. This booklet was sent out to the work centers on February 5, 2020. Items include:

- Purell Products
- Fastenal Collaboration
- Bar Soap-3 ounce
- Shop Towels-Single Use
- Pasta-this is in the research and development stage

**Public Comment** - No comments

### **Future Meetings Review:**

- a. April 9, 2020, at 10:00 a.m.-Department of Agriculture, Trade and Consumer Protection
- b. July 9, 2020, at 10:00 a.m.-Department of Agriculture, Trade and Consumer Protection
- c. October 8, 2020, at 10:00 a.m.-Department of Agriculture, Trade and Consumer Protection

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