

WISCONSIN STATE USE BOARD MEETING

Thursday, October 13, 2022, at 10:00 a.m.

Held via Microsoft Teams

- I. The State Use Board meeting was called to order by Chairperson Tracy Nelson at 10:02 a.m.
- II. Introductions
 - a. Board members present:
 - i. Tracy Nelson, East Shore/Algoma Mops; Private Business representative; Chairperson
 - ii. Nickolas George, MFPA; Public representative
 - iii. Bill Smith, NFIB; Small Business representative
 - iv. Amy Grotzke, Department of Workforce Development; Vocational Rehabilitation representative
 - v. Jana Steinmetz, Department of Administration; Department of Administration representative
 - b. Board members absent:
 - i. *Vacant; Work Center representative*
 - ii. *Vacant; Department of Health Services, Mental Health representative*
 - iii. *Vacant; Other representative*
 - c. Board staff present:
 - i. Nadine Malm, Department of Administration
 - d. Others present:
 - i. Jessica Potter, Department of Administration
 - ii. Nancy Leipzig, Governor's Committee for People with Disabilities
 - iii. Dan Idzikowski, Governor's Committee for People with Disabilities
 - iv. Cheryl Stapleton, DOC
 - v. Amber Fallos, Black River Industries
 - vi. Rob Buettner, Beyond Vision
 - vii. Mike Snodgrass, Lakeside Curative
 - viii. Jeff Johnson, DOC
 - ix. Kathy Meisner, DSPN
 - x. Jean Monroe, New View Industries
 - xi. William Kline, New View Industries
 - xii. Tammy Weber, Black River Industries
 - xiii. Jolene Wheeler, Northwoods of Wisconsin, Inc.
 - xiv. Charlene Orsted, DOC
 - xv. Al Schroeder, Diverse Options
 - xvi. James Kerlin, Beyond Vision
 - xvii. Lincoln Burr, ASPIRO
- III. Discussion and approval of Wisconsin State Use Board Meeting Minutes of Thursday, July 14, 2022.
 - a. Motion to approve by Nickolas George.
 - b. Seconded by Amy Grotzke.
 - c. Approved unanimously.
- IV. Work Center Voluntary Request to Remove from State Use Program [Ms. Nadine Malm]
 - a. Opportunities Development Center from Wisconsin Rapids no longer hold a 14(c) sub-minimum wage license. They reached out two weeks after the last meeting to request that they be removed from the program.

- V. Cancellation of DOC Work Boots and Oxford Shoes Contract [Ms. Nadine Malm]
 - a. North Central Healthcare/Lincoln Industries gave a 30-day notice that they will be cancelling their two contracts with DOC. If another work center is interested in taking on this opportunity, they would need to request a set-aside to further explore this possibility.
- VI. FY22 Fair Market Review [Ms. Nadine Malm]
 - a. Fair Market Review was completed for FY22. Nadine provided an overview of the information provided in the report.
 - i. One work center (Brook Industries) had been awarded a new contract for DOJ DNA kits.
 - b. Spices & Seasonings contract held by Black River Industries had two items outside of fair market; they have agreed to lower both prices.
 - c. Algoma mops had 4 items outside of fair market; 3 of the items prices that were reduced and the 12-pack of Wide Grip Spring Action 60" Mop Handles was dropped by contact.
 - i. Motion to approve removal of item from contract by Bill Smith.
 - ii. Seconded by Nickolas George.
 - iii. Approved unanimously.
 - d. Opportunities Inc's hand sanitizer contract had 2 items outside of fair market; they have agreed to lower both of the prices to be within fair market. [missed what the vote was for]
 - e. Motion to approve the 2022 fair market pricing analysis by Nickolas George.
 - i. Seconded by Amy Grotzke.
 - ii. Approved unanimously.
- VII. FY22 Annual Report [Ms. Nadine Malm]
 - a. A new member was appointed to the State Use Board and was nominated and elected Chairperson after the previous Chairperson resigned.
 - b. Nadine noted that in FY21, the total spend amount for WISBuy contracts was a little over \$2.9 million, which was largely due to the pandemic (e.g., nonsterile disposable gloves). FY22 saw a return to more standard purchasing, as WISBuy spend was considerably less (\$1.1 million).
 - c. Total State Use contract spend for FY22 was more than \$13.2 million. These contracts employed 470 individuals with disabilities who made an average hourly wage of \$9.03 per hour.
 - d. A set aside request was continued for hand sanitizer in FY22 which resulted in a new contract.
 - e. A set aside request for privacy screens for computers and laptops was approved. The work center ended the set aside after research showed low contract sales.
 - f. Price increases and decreases were approved for various contracts.
 - g. Questions/Comments:
 - i. Bill Smith: It's good to see us moving in a positive direction. While 63% of work centers are participating, a large percentage are not. Do we know what that is?
 - 1. Nadine Malm: Nadine completes a weekly review of solicitations posted by agencies and she reaches out to work centers to share the opportunity with them. It's up to the work centers to follow through with responding to the opportunities.
 - a. For example, three work centers were contacted regarding an opportunity to do screen printing on shirts. After the solicitation closed, Nadine followed up to see if the work centers had followed through with responding to the opportunity, but none had done so.

- b. Other than having work centers sign up on eSupplier and register with appropriate NIGP codes, Nadine is unsure what other methods could be used to increase work center activity.

2. Tracy Nelson: Tracy noted some of the challenges they're seeing regarding a shift in the work center environment that is impacting their work center contracts.

- h. Motion to approve and post the Annual Report for FY 22 by Amy Grotzke.

- i. Seconded by Nickolas George.

- ii. Approved unanimously.

VIII. Governor's Committee for People with Disabilities [Ms. Nancy Leipzig and Mr. Dan Idzikowski, Governor's Committee for People with Disabilities]

- a. Nancy and Dan shared a PowerPoint presentation outlining the goals for the Governor's Committee for People with Disabilities, as they relate to the State Use Program. (See the PowerPoint for detailed information.)

- i. Looking to update the statute and the way the Board operates/is governed.

- ii. GCPD is looking to do a comprehensive policy realignment that would allow work centers to continue to operate and have a competitive advantage for competing for State contracts.

- b. Questions/Comments:

- i. Tracy Nelson: Agree that it's probably time to revisit the language and regulations in the State Use legislation. Still feel there's an important need to support people with significant disabilities and she recommends being careful to ensure that the focus remains on helping the people above helping the businesses. Recommends putt

- ii. Bill Smith: The idea here was to place more individuals with disabilities in the workforce, and some employers are more prepared for that given the type of business and the products or services offered, while others are not. Agree that it's likely time to review the legislation and language. We want to be very careful that we're not establishing additional barriers for these workers. Sometimes in our effort to treat everyone equally and fairly, we do create barriers on the private employer side of the equation.

- iii. Nick George: I agree with everything Bill said. I would support putting together a group to further explore this option.

- iv. Bill Smith: What is driving these changes? Is there an agency that is pushing for or championing these changes?

1. Dan: There were several significant changes all happening at the same time pushing toward greater integration and support. The GCPD is a combination of six other groups, all working toward similar goals and initiatives.

2. Nancy: The GCPD does have a 3-year action plan from one of its subcommittees focused on issues related to employment.

- v. Nancy Leipzig: Would Nadine be able to provide additional information related to how many workers are making less than the average hourly compensation noted in the Annual Report?

1. Nadine Malm: I would have to look into that info and can do so if the Board requests it.

- vi. Tracy Nelson: Suggest creating a subcommittee to further explore GCPD's recommendations. Requested volunteers to work on the subcommittee. Tracy Nelson, Amy Grotzky, and Jana Steinmetz volunteered to serve on the subcommittee, with Nadine Malm volunteering to provide staff support to that group.

1. Motion to approve by Nickolas George.

2. Seconded by Bill Smith.
 3. Approved unanimously.
 - vii. Nancy Leipzig: Nancy shared that the group would also have to have a Legislator who would be willing to champion the effort. Some changes could be made with policy, but some require a legislative change.
 - viii. Lincoln Burr: It is important that we recognize the need for benefits counseling as well as the risk that significantly higher wages will pose to Medicaid eligibility. This is a huge impediment to people choosing employment. We need reform in this area.
- IX. SUPRA Conference – San Antonio, TX January 24-27, 2023 [Ms. Nadine Malm]
- a. The State Use Program Association Conference will be held in January 2023 in San Antonio, TX. Agenda topics will include a session about APSE (Association of People Supporting Employment First), Competitive Integrated Employment, Government Affairs, New Products and Services, and other multiple subjects. Registration is \$350, if completed by early December, lodging for 3 nights is \$615, air travel \$500, Shuttle/meals not covered by the conference \$150. Total cost would be approximately \$1600. Nadine is asking for Board approval to attend this conference.
 - i. Motion to approve by Bill Smith.
 - ii. Seconded by Amy Grotzke.
 - iii. Approved unanimously.
- X. Product Ideas/Opportunities (Standing Agenda Item) [Ms. Nadine Malm]
- a. Three different opportunities were communicated by Nadine to various work centers.
 - i. Statewide Record Storage Boxes – no work center responses
 - ii. Textile products (blankets, sheets, towels) – no work center responses
 - iii. Screen printing of long- and short-sleeve t-shirts – no work center responses
- XI. Public Comment
- a. Black River Industries has requested a set aside for the work boots and oxford shoes contracts.
 - i. Motion to approve by Bill Smith.
 - ii. Seconded by Nickolas George.
 - iii. Approved unanimously.
 - b. Rob Buettner, Beyond Vision: Thought the presentation was very good. Would the Board consider a work center as being part of the subcommittee? In addition, he questioned whether the State Use Program was important to DOA – perhaps it should be run by another agency, or by a nonprofit organization.
 - i. Nadine noted that it may be helpful to look at other states’ programs, like New York (that has allowed disabled veterans in their State Use Program).
 - ii. Rob Buettner: I would also recommend reaching out or looking at Florida’s State Use Program, particularly their call center program.
- XII. Future Meetings Review
- a. Nadine recommends pushing the first Board meeting of the next calendar year to February 9, 2023, in order to allow for a report relating to the SUPRA conference. Board approved.
 - i. February 9, 2023, at 10:00 a.m.
 - ii. April 13, 2023, at 10:00 a.m.
 - iii. July 13, 2023, at 10:00 a.m.

iv. October 12, 2023, at 10:00 a.m.

XIII. Adjourned by Chairperson Tracy Nelson at 11:22 a.m.