



ABILITY INDIANA COMMITTEE

AIC Document (#03-635)

Ability Indiana Committee Minutes

Tuesday, June 26, 2023

Indiana Government Center South

1:00 pm –2:30 pm

PRESIDING:

Jim Hammond, Chair

ATTENDING:

Jim Hammond, Chair

Kate Barrow, IN Governor's Council for People with Disabilities

Kristina Blankenship, Bureau of Rehabilitation Services

Erin Kellam, IDOA

Lottie Hooyer, IDOA

Sirilla Blackmon, DMHA

Lori Mendez, ISDH

Ability Indiana Staff:

Katy Stafford-Cunningham, EVP/COO, INARF/Ability Indiana

Brooke Brown, Ability Indiana - Account Executive

Mindy Duddy, Ability Indiana – Accounting Coordinator

Guest:

Claire Dyer, Deputy Attorney General

Heidi Adair, Deputy Attorney General

Jack Whitsitt, Law Clerk, Attorney General

Jacob Purcell, Law Clerk, Attorney General

I. Call to Order

Jim Hammond called the meeting to order and welcomed attendees at 10:00 AM.

A. Welcome and Introductions

Jim Hammond welcomed everyone and asked those present to introduce themselves.

B. Additions/Modifications to Agenda

There were no additions, corrections, or modifications to the agenda.

II. Approval of Minutes

Jim Hammond provided the Committee with time to review the February 7, 2023 minutes, asking for any additions, corrections or modifications to the minutes.

Motion Number 2303

Erin Kellam moved to approve the minutes from February 2023 as presented. Kristina Blankenship seconded the motion. The motion was carried unanimously.

III. Central Coordinating Agency Report, Brooke Brown

(Please refer to the attachment for references to the following below, and note that all figures are for July through April of each FY unless noted).

- A. Total Program Sales FY 2023 \$9,475,540. The previous FY was \$9,277,890.
- B. Products for FY 2023: \$1,434,801 compared to FY 2022: \$1,526,468. Services for FY 2023 were \$8,040,739 compared to FY 2022 of \$7,751,422.
- C. Metrics: Product Wages for the FY2023 were \$98,637 compared to FY2022 at \$86,400. Service wages for FY2023 were \$1,128,634 compared to FY2022 at \$1,103,512. Total Wages for FY2023 at \$1,227,271 compared to FY2022 at \$1,189,912.
- D. Product Hours: FY2023 were 8,516 compared to 7,561 hours for FY2022. Service Hours for FY2023 were 91,508 compared to FY2022 at 95,932. Total hours for FY2023 were 100,024 compared to FY2022 at 103,493.
- E. Average Product Wage/Hour: FY2023 \$11.66 compared to FY2022 \$11.43.
- F. Average Service Wage/Hour FY2023 \$12.33 compared to FY2022 \$11.50.
- G. Average Overall Wage/Hour: FY2023 was \$12.23 compared to FY2022 \$11.50. Average individuals Employed per Month (Product): FY2023 at 67 compared to FY2022 at 79. Average Individuals Employed per month (Services): FY2023 139 compared to FY2022 at 167.

IV. Contract Updates

- A. ADEC has a new bag size and type offering. 1.3mm Clear Trash Liners are now available in 46"x40", in cases of 100. Biodegradable trash liners are now also available and will be marketed to parks departments and Department of Correction.
- B. Carey Services corrugated box contract expired on 3/31/23 and a new RFP was issued by IDOA, and is due on May 4th. Carey is still waiting on an award announcements.
- C. Goodwill Industries of Central and Southern Indiana's janitorial contract with Kokomo DWD was renewed for 24 months.
- D. Tandem (formerly Postmasters) expires on June 13th, and is currently waiting for a status update.

V. Rest Area & Welcome Center Update

- A. Ability Indiana is anticipating a possible July release for INDOT janitorial RFP. The contract would likely run from 10/1/23 – 9/30/25. INDOT has advised Ability Indiana and Certified Ability Indiana Organizations (CAIOs) of closures during the next contract period, which include Lebanon North and South (will become truck parking only), Clear

Creek Welcome Center and Black River Welcome Center (which will take two years to rebuild). CAIOs have submitted preliminary price summaries in anticipation of the RFP release and Ability Indiana staff have reviewed them.

- B. INDOT 2021-2022 Annual Incentive Bonus. INDOT has awarded Annual Incentive Bonuses based on INDOT monthly inspections from Sept. 2021-August 2022. As of March 16, 2023, INDOT confirmed that 15 of 16 locations earned the Incentive Bonus. On April 12, District Offices requested invoices for bonuses from CAIOs, and all invoices were paid by June 20. Jim Hammond asked what metrics were looked at by IDOT when determining bonuses. Brooke Brown noted that restroom cleanliness, lot and grounds status and attendant on site were some of the factors.

VI. 2023 Opportunities Presented/Potential New Business

The following opportunities were presented so far in 2023.

- A. Mowing Services (INDOT Seymour District)
- B. Janitorial Services (Marion County Sheriff's Office/Criminal Justice Center)
- C. Indiana State Fair Commission: RFP for Trash Liners due June 23. ADEC and Fastenal submitted a proposal.
- D. City of Indianapolis-Auditor's Office: Outreach in February for shredding services; Auditor's Office is reviewing all items and advised to check back in the fall.
- E. INDOT – Shadeland Office: Outreach to Goodwill Industries of Central and Southern Indiana for quote. Revisiting possibility as of June 19.

VI. Business Opportunities & Updates

- A. Bosma Enterprises- New Services/Product: Blind Square. Email approval by Committee was completed on March 9.
- B. IDOA Document Destruction RFP – Bids were due in October 2022; one CAIO bid on one Region. As of June 20, no updates from IDOA, but follow-up continues.
- C. Conference/Exhibit Opportunities – IPRA Maintenance Expo – Danville, IN on April 26.
- D. Indianapolis Airport Authority. The Disability Awareness Art Display at the Indianapolis Airport closed the first week of May, with the Grand Opening event held on March 29th. Guests included CAIOs, Committee and Board members, as well as the Lieutenant Governor. Talks continue for training opportunities for IAA staff.

VII. New Business

- A. New Product/Service Approval – Bosma Blind Square. Kate Barrow noted that her department would volunteer to be a demo group for the product if needed. Kristina Blankenship questioned if the product/service was proprietary and if other companies offered the service. There were additional questions regarding the effect of any glitches that the app might have; how the service can serve others, i.e. ASL/translation needs. Jim Hammond recommended having Bosma present more information at the next meeting. A formal motion was taken to approve the new product/service for Bosma.

Motion Number 2304

William Coleman moved to approve Bosma's Blind Square product/service. Serrilla Blackmon seconded the motion. IDOA abstained. The motion was carried unanimously.

- B. Legislative Update: Katy Stafford Cunningham noted that there were no new legislative matters that directly affected Ability Indiana , but would be watching issues such as tax credits that may be adjacent to Ability Indiana issues.
- C. Committee Vacancy: Katy Stafford Cunningham noted that the Committee submitted Steve Sacksteder's name to the Governor's Office for placement on the Committee as a Member-at-Large in August of 2021 and there has yet to be an update. Claire Dyer noted she would follow up on the Committee's behalf.

VIII. Adjournment

Jim Hammond adjourned at 2:00 PM. The next meeting of the Ability Indiana Committee will take place on August 8, 2023 at 10:00 AM.