



ABILITY INDIANA COMMITTEE

AIC Document (#03-635)

Ability Indiana Committee Minutes

August 8, 2023

Indiana Government Center South

10:00 am –11:30 am

PRESIDING:

Jim Hammond, Chair

ATTENDING:

Jim Hammond, Chair

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

Kristina Blankenship, Bureau of Rehabilitation Services

William Coleman, Member-at-Large

Lottie Hooyer, IDOA

ABSENT:

Sirilla Blackmon, DMHA

Lori Mendez, ISDH

Carole Surratt-Bradley, FSSA

Ability Indiana Staff:

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

Andrew Alvarez, Vice President Legislative Affairs

Brooke Brown, Ability Indiana - Account Executive

Mindy Duddy, Ability Indiana – Accounting Coordinator

Guest:

Heidi Adair, Deputy Attorney General

Ryan Revell, IN Governor’s Council for People with Disabilities

I. Call to Order

Jim Hammond called the meeting to order and welcomed attendees at 10:07 AM.

A. Welcome and Introductions

Jim Hammond welcomed everyone and asked those present to introduce themselves. Jim Hammond introduced Andrew Alvarez, INARF/Ability Indiana Vice President of Legislative Affairs. Andrew will be leading the Ability Indiana program moving forward.

B. Additions/Modifications to Agenda

There were no modifications to the agenda.

II. Approval of Minutes

Jim Hammond provided the Committee with time to review the June 26, 2023, minutes, asking for any additions, corrections or modifications to the minutes. William Coleman requested that his attendance at the June 26th meeting be corrected to show present.

Motion Number 2304

William Coleman moved to approve the minutes from June 26, 2023, with the correction. Kate Barrow 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 June of each FY unless noted).

A. Total Program Sales FY 2023 \$11,546,771 (note that a small number of Certified Ability Indiana Organizations (CAIO) reports are outstanding). The previous FY was \$11,210,190.

B. Products for FY 2023: \$1,832,549 compared to FY 2022: \$2,129,362. Services for FY 2023 were \$9,714,222 compared to FY 2022 of \$9,080,828.

C. Metrics: Product Wages for the FY2023 were \$116,819 compared to FY2022 at \$95,911. Service wages for FY2023 were \$1,332,749 compared to FY2022 at \$1,293,944. Total Wages for FY2023 at \$1,449,565 compared to FY2022 at \$1,389,855.

D. Product Hours: FY2023 were 10,249 compared to 8,477 hours for FY2022. Service Hours for FY2023 were 107,188 compared to FY2022 at 111,860. Total hours for FY2023 were 117,437 compared to FY2022 at 120,337.

E. Average Product Wage/Hour: FY2023 \$11.40 compared to FY2022 \$11.31.

F. Average Service Wage/Hour FY2023 \$12.43 compared to FY2022 \$11.57.

G. Average Overall Wage/Hour: FY2023 was \$12.34 compared to FY2022 \$11.55. Average individuals Employed per Month (Product): FY2023 at 69 compared to FY2022 at

76. Average Individuals Employed per month (Services): FY2023 69 compared to FY2022 at 79.

Jim Hammond inquired if the decline in product sales is attributed to the de-emphasis on facility based work services or is there less interest in developing products and more emphasis on services, because those jobs are easily created and sustained. Katy Stafford-Cunningham responded that fewer people are working in facility-based employment. From a product perspective, Indiana Department of Administration (IDOA) has done a good job of doing licensure contracts so that products can fall into Mega-contracts. COVID has taught people a lot and many have decided that they don't need to work in a building. They can work remotely. She expects growth to be on the service side – not on the product side. Kate Barrow added that the workforce is changing and there are movements nationwide to reduce the use of the Speciam Minimum Wage program known as Section 14(c) of the FLSA, which could increase movement

of staff into construction and other services industries. Jim Hammond noted that state use programs are moving from temporary to permanent employment. William Coleman asked about grants for re-training that he recalled being discussed last year. Katy Stafford-Cunningham mentioned grants for employment transformation collaboration from 14(c). William Coleman said that some employees needed the type of work and support that 14c provided. Katy Stafford-Cunningham said the Employment Transformation grant provides funding. Kristina Blankenship shared that Supported Employment Plus also provides funding and has a large timeline. Jim Hammond noted that transformation to Competitive Integrated Employment has grants and, that the Raise the Wage Act was just introduced and would increase wages from \$7.35 to \$17.00 per hour. Katy Stafford-Cunningham shared that just last week VR announced a concerted effort for a value-based payment structure.

IV. Contract Updates

- A. Carey Services – The RFP for Corrugated Boxes expired 3/31/2023. IDOA informed Carey Services that they did not win the most recent award. The winning company was awarded the contracts based on proposed price.
- B. Goodwill of Central and Southern Indiana – A Janitorial contract for Kokomo DWD was renewed for 24-months - through June of 2025 in the amount of \$26,484 per year.
- C. Tandem – The Print/Mail QPA expiration date was originally June 13, 2023. The contract was extended until December 31, 2023, by IDOA.

V. Rest Area & Welcome Center Update

Current contracts expire on 9/30/23. Ability Indiana is anticipating a possible a release of Requests for Proposals (RFP) for INDOT janitorial contracts at any time. The contract would likely run from 10/1/23 – 9/30/25. INDOT has advised Ability Indiana and 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.

VI. 2023 Opportunities Presented

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.

VI. Potential New Business & Updates

- A. IDOA Document Destruction RFP – Bids were due in October 2022; one CAIO bid on one Region. As of August 7, no updates from IDOA, but follow-up continues.
- B. Department of Natural Resources, Sugar Ridge – Outreach for Janitorial Services price proposal in March. Service would be for new fiscal year, pending spending approval.
- C. INDOT – Shadeland Office: Outreach to Goodwill of Central and Southern Indiana for quote. Revisiting possibility as of June 19.

- 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. University of Southern Indiana – Paper Products and Trash Liner RFP Due July 14. Fastenal and ADEC submitted proposal for Trash Liners.
- F. CAIO Q2 Webinar – July 19
- G. Upcoming Webinar for Towns/Cities - TPD
- H. Conference/Exhibit Opportunities – Association of Indiana Counties – September 25-27; IDOA B2B Showcase – October 13; IPRA Conference – November 14-16
- I. Bosma BlindSquare Tour – August 7. Jason Bailey gave a full informational tour to Andrew Alvarez, Brooke Brown, Lottie Hooyer, Lori Mende and William Coleman. Andrew Alvarez shared that BlindSquare takes over where GPS ends and has various options. It can provide the locations of restrooms, vending machines, etc. BlindSquare costs approximately \$18,000 to install and \$5,000 per year to maintain. It was suggested that BlindSquare be marketed to a wider audience, such as state agencies and other employers. Suggestions on paying for BlindSquare included grants, stipends, etc.
- J. Tandem Tour – August 14

VII. New Business

Jim Hammond suggested that the Committee discuss options for situations in which two CAIOs compete for the same contract.

VIII. Adjournment

Jim Hammond adjourned at 11:01 AM. The next meeting of the Ability Indiana Committee will take place on November 14, 2023, at 10:00 AM.