

Bensey

**Committee for the
Purchase of Commodities and Services
from the Handicapped**

Room E-102
State Capitol Building
Charleston, West Virginia 25305-0139

MINUTES

June 30, 1994

**LARGE P & P CONFERENCE ROOM
WEST VIRGINIA REHABILITATION CENTER COMPLEX
INSTITUTE, WEST VIRGINIA**

The meeting of the Committee for the Purchase of Commodities and Services from the Handicapped was called to order by Craig Greening, Chairman. Other members in attendance were David L. Dickirson, Q. J. Humphreys, Tara Justice, John Parker, and Everette Sullivan. Ex officio members in attendance were Dick Estill, Executive Secretary of the Committee; John Faris, Executive Director of the CNA; and Debra Bensey, Director of Operations of the CNA.

The minutes of the meeting of June 2, 1994, were amended as follows: Contract approval 18 for janitorial services for Building 6 was amended as follows--monthly cost \$15,904.44, with an annualized cost of \$190,853.23; amended to \$12,455.10 with an annualized cost of \$149,461.23, as the agency chose to accept the basic package as presented. The remainder of the minutes was approved without modification.

John Parker gave the financial report which showed a beginning balance of \$1,228.78, disbursements of \$52.28, \$60.28, \$107.02, with an ending balance of \$1,009.20.

During the Chairman's report, Mr. Greening indicated that he had been contacted by Senator Martha Walker regarding the upcoming deadline for submission of Committee Rule changes to the Secretary of State's Office not later than July 15, 1994. In addition to the changes to be made in Series 4 of the Committee's Rules, Qualifications for Participation, a provision should be added to this section as moved by Q. J. Humphreys and seconded by Everette Sullivan, "When the current vendor is a West Virginia business, and the individual service or commodity contract in question comprises 33% or more of the sales of that business, the current vendor will not be displaced unless the agency requests a change in vendor or the vendor leaves the contract voluntarily." Motion passed unanimously. The Committee discussed at length the advisability of opening up its business meetings for grievances from any business operating in West Virginia. After thorough discussion, it was moved by Q. J. Humphreys, seconded by Everette Sullivan, that the

Chairman: **Craig A. Greening**

Members: **David L. Dickirson, Q.J. Humphreys, John L. Parker, Diana Stout, Everette Sullivan**

Ex Officio Members: **Dick Estill, Executive Secretary**

John P. Faris, Ph.D., Executive Director, West Virginia Association of Rehabilitation Facilities

grievance procedural rule be modified as follows: Section 3 should be modified in Section 6.1.5. to include "or other interested parties." Section 3 itself should be re-titled "Presentation of Grievances Regarding Actions of the Committee." Voting for the motion was Q. J. Humphreys, Everette Sullivan, and John Parker. Voting against the motion were David Dickirson and Tara Justice. Motion was adopted and the rules will be modified.

Before contract presentations, there were two items of business. The Colin Anderson janitorial contract will be vacated by SW Resources effective July 31, 1994. The entire former crew will be re-hired. The Committee recently learned that the Workers Compensation Commission approached Jackson County Developmental Center with a proposal that it take over all its data entry operations. Although we presently do not know how many new workers would be required to perform this contract, the Commission presently has 26 work stations that it would be willing to transfer to JCDC if these negotiations are finalized.

1. The first contract presentation was between the Department of Commerce and Shawnee Hills for warehousing and storage. This contract was previously tabled. Scott Bell of Shawnee Hills attended the meeting and discussed in detail the new contract proposal which was accepted by the Department of Commerce and the attached price list. After a detailed question and answer session, there was some feeling among Committee members that Shawnee Hills needed a price increase, but they were not completely able to arrive at their costs of the contract. Accordingly, the Committee voted to renew the contract at the new price list for 90 days pending receipt of additional cost information from Shawnee Hills and the CNA. MSP. The contract will be reviewed again at the October meeting of the Committee.

2. The next contract presentation is a statewide contract between the Department of Health and Human Resources and WVARF for janitorial services at various DHHR offices located throughout the state. The former state employees covered under this contract now total 20 at various locations. The remainder of the janitorial work is performed by workshops throughout the state. The total annual dollar value of this contract is \$887,789.28 which is the same as last year's price. The monthly invoice to DHHR is \$73,982.44. The highlight of the changes from last year's contract are as follows: There continue to be health insurance increases. Single coverage is now \$263.86 per month and family coverage is \$661.34. This insurance is provided only for those WVARF employees who were former state employees. All employees, both WVARF and workshop, have been given a ten cent hourly increase. Travel mileage has been increased to the state rate of \$.29 per mile for private automobiles. Two WVARF employees have been replaced by workshops at a substantial savings to the state. The contract will continue to have pass through cost increases related to health insurance increases which occur two times yearly. MSP.

3. The next contract presentation was for janitorial services between the Parkways Authority and the Mercer County Opportunity Workshop. This contract employs one supervisor and one worker full time and a relief supervisor and relief worker at .40 FTE each. The annual value of this contract is \$65,549.77 or a monthly amount of \$5,462.48. The contract includes a three percent cost of living raise to workers. An hourly billing rate has been added to cover heavy use times approved by the Parkways Authority. The Workshop will purchase a snow blower with funds already allocated. This is the third year of the equipment amortization. After the 94-95 contract, the equipment will be replaced by the Parkways Authority as needed. MSP.

4. The next contract presentation was for janitorial services at Building 3 at the Capitol Complex which includes the basement, first, and third floors with the janitorial services to be provided by Shawnee Hills. The square footage involved is 44,205. The contract employs one supervisor and one worker full time and a second worker at .50 FTE. The monthly amount of this contract is \$3,263.89 or an annualized amount of \$39,166.73, a rate of \$.89 per square foot. MSP.

5. The next contract presentation was for janitorial services for the Division of Personnel at 5790-A MacCorkle Avenue. The contract period is from April 1, 1994, through March 31, 1995. Shawnee Hills provides janitorial services to 8,968 square feet at a cost per square foot of \$.92. The contract employs one supervisor, one worker, approximately 10.8 hours each weekly. The monthly cost of the basic contract is \$660.70 or an annualized cost of \$7,928.35. Disposables are supplied by the State of West Virginia. MSP.

6. The next contract presentation was for janitorial services for the Cultural Center at the Capitol Complex from June 1, 1994, through May 31, 1995, with the work to be performed by Shawnee Hills. This contract consists of 186,868 square feet and employs one supervisor and nine workers full time with relief workers included. The square footage cost for the contract is \$.92. The monthly amount of the contract is \$14,389.79 or an annual total of \$172,677.52. The fringe benefits for workers are calculated at 20 percent, and relief workers at 12 percent. Relief work is based on five vacation, five sick days, and six holidays for a full-time worker. MSP.

7. The next contract was for janitorial services between the Department of Highways and Shawnee Hills Industries. The contract period is from July 1, 1994, through June 30, 1995. Shawnee Hills provides janitorial services to 41,215 square feet at a cost per square foot of \$1.27. The contract employs one supervisor, one worker, and one day worker full time and a second worker at .50 FTE. The monthly amount of the contract is ~~\$4,189.98~~ with an annualized amount of ~~\$50,279.76~~. MSP.

52,290.9576

4357.0876

8. The next contract presentation is for janitorial services between the Division of Rehabilitation Services' Weirton Office and the Hancock County Sheltered Workshop. The facility provides janitorial services to approximately 2,200 square feet, employing one supervisor and one worker three hours each per week. The contract runs from July 1, 1994, through June 30, 1995. The cost per square foot is \$1.28. The monthly invoice amount of this contract is \$228.17 for an annualized total of \$2,737.99. MSP.

9. The next contract presentation was between the Southern West Virginia Community College and the Wyoming County Workshop for janitorial services. The contract runs from July 1, 1994, through June 30, 1995. It involves cleaning 22,000 square feet and employs one supervisor and one worker 24 hours each per week. The cost per square foot is \$.76. The monthly cost to the agency is ~~\$1,341.80~~ for an annualized cost of ~~\$16,101.62~~. MSP.
127+5,694P 139547P

10. The next contract presentation was for janitorial services provided by Shawnee Hills to the West Virginia Air National Guard base at Charleston between July 1, 1994, and June 30, 1995. The services provided are at a variety of buildings and total 68,037 square feet. The contract employs one supervisor and three workers full time and a fourth worker at .50 FTE. The cost per square foot of the contract is \$1.18. The monthly cost of the contract to the agency is \$6,691.28 or an annualized amount of \$80,295.42. MSP.

11. This contract presentation is for janitorial services provided by the Eastern Panhandle Training Center to the West Virginia Air National Guard base at Martinsburg from July 1, 1994, to June 30, 1995. The janitorial services cover approximately 84,708 square feet and provide employment to one supervisor and four workers full time. The cost per square foot is \$1.12. The monthly cost to the agency is \$7,901.52 or an annualized cost of \$94,818.28. MSP.

12. This is a new contract between the Southeastern Regional Workshop and the Bureau of Employment Programs, Employment Security Office at Ronceverte, for janitorial services to approximately 6,000 square feet. The contract employs one supervisor and one worker each working six hours per week. The small business impact is that a local company had the contract previously and quit voluntarily. The cost per square foot is \$.93. The total monthly cost is \$462.98 or an annualized amount of \$5,555.78. MSP.

13. This is also a new contract between the Child Advocates Office and PACE Training and Evaluation Center for janitorial services to approximately 3,325 square feet. The dates of the contract are July 1, 1994, through June 30, 1995. The contract employs one supervisor and one worker, each working four hours per week. The cost per square foot is \$1.13. The monthly cost to the agency is \$311.76 or an annual total of \$3,741.16. MSP.

Under vendor complaints, the Committee was updated on the progress with the complaint made by the Tax Department. The CNA will revisit this location in six months.

There being no further business to be brought before the Committee, it was in adjournment with the time and place for the next meeting being Wednesday, July 13, 1994, at 9:30 a.m. at the Large P & P Conference Room at the West Virginia Rehabilitation Center Complex, Institute, West Virginia.

Craig A. Greening, Chairman

John L. Parker, Recorder

NEW TIME AND PLACE FOR NEXT MEETING--WEDNESDAY, AUGUST 17, 1994, SMALL P&P CONFERENCE ROOM, W. VA. REHABILITATION CENTER COMPLEX. THIS TIME ONLY, WE WILL START AT 9:00 A.M.

ENCLOSED IS NEW RULE #186-4 FILED WITH SECRETARY OF STATE'S OFFICE AND LEGISLATIVE RULES COMMITTEE BY TARA JUSTICE ON JULY 15, 1994.

ALSO ENCLOSED ARE FIRST TWO PAGES OF PROCEDURAL RULE 186-2 WHICH WE WILL SUBMIT AT A LATER DATE FOR APPROVAL. CHANGES ARE MINOR (3.1 AND 3.2).

COMMITTEE FOR THE PURCHASE OF COMMODITIES AND SERVICES
FROM THE HANDICAPPED

Small P & P Conference Room
W.V. Division of Rehabilitation Services Complex
Institute, West Virginia

JUNE 30, 1994

AGENDA

- I. 9:30 Roll Call
- II. Approval of Minutes of Previous Meeting
- III. Treasurer's Report
- IV. Report of Chairman
- V. Report of Executive Secretary
- VI. Old Business
A. Policy Changes
- VII. New Business
Data Entry.
- VIII. Contract Presentation from CNA
A. Renewals -
~~Commerce--Scott-Bell~~
DHHR
~~Parkway-Authority~~
~~DMV~~
Personell
~~DRS-Wellston~~
~~Cultural-Center~~
~~DOH-Smith-St.~~

~~SWVCC~~
~~Air-Guard--Charleston~~
~~Air-Guard--Martinsburg~~
B. New Contracts
~~ESC-Ronceverte~~
~~Child-Advocates~~
- X. Vendor Complaints

1. Update Tax Dept.

Colin Anderson

Previous
Check on Contract
Renewal for
Commerce.

Renegotiate price?

DEPARTMENT OF COMMERCE
JULY 1, 1994 - JUNE 30, 1995

| ACTIVITY | PREVIOUS RATE | PROPOSED RATE |
|-----------------------|---------------|-------------------------|
| Receiving Skids | \$ 8.84 | \$ 9.88 OK |
| Storage Skids (4x4x4) | \$ 6.24 | \$ 6.76 ^{6.50} |
| Storage Skids (4x6x6) | \$ 9.36 | \$ 9.88 ^{OK} |
| Retrieving Skids | \$ 5.20 | \$ 6.24 ^{OK} |
| Orders Processed | \$ 5.20 | \$ 5.98 ^{OK} |
| Bulk Orders Pickup | \$ 2.08 | \$ 3.12 ^{OK} |
| Bulk Order Mailing | \$ 1.30 | \$ 1.56 ^{OK} |
| Less Than A Case | \$ 2.08 | \$ 2.08 ^{OK} |
| Labels | \$.62 | \$.62 ^{OK} |
| Delivery Per Hour | \$20.80 | \$20.80 ^{OK} |
| Delivery Per Mile | \$ 1.04 | \$ 2.08 ^{OK} |

Annual Revenue
38000

SHIPPING
20,000

11,000 Labor 1/2

What storage places charge? in Kawawha Valley.

EXPENSE AND REVENUE TO WAIVER FOR WEST VIRGINIA DEPT. OF HEALTH AND HUMAN RESOURCES JANITORIAL PROGRAM

TABLE I

WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES, INC. COST OF JANITORIAL SERVICE FORMER STATE EMPLOYEES
FOR BUDGET PREPARATION FISCAL 1994-1995

| Employee Name | SS# | Pay Rate | Annual Pay | % Time | FICA | W.COMP. | Health Ins. Month | Health Ins. Annual | Life Ins. Annual | Retirement | Annual Total Employee |
|-------------------------|-------------|----------|--------------|--------|-------------|------------|-------------------|--------------------|------------------|-------------|-----------------------|
| 1 Adams, Goldie | 235-68-2030 | 5.06 | \$2,104.96 | 0.29 | \$161.03 | \$66.31 | | | \$131.40 | \$199.97 | 2,663.67 |
| 2 Bartles, Harold | 233-40-9695 | 5.42 | 8,455.20 | 0.75 | 546.82 | \$266.34 | | | 131.40 | 803.24 | 10,303.00 |
| 3 Bennett, Loyd | 232-62-1384 | 6.19 | 12,875.20 | 1.00 | 984.95 | \$405.57 | \$661.34 | \$7,936.08 | 131.40 | 1,223.14 | 23,556.34 |
| 4 Curry, Charles | 236-58-4802 | 5.06 | 10,524.80 | 1.00 | 805.15 | \$331.53 | \$661.34 | 7,936.08 | 131.40 | 999.86 | 20,728.82 |
| 5 Fisher, Linda | 236-96-9171 | 5.43 | 11,294.40 | 1.00 | 864.02 | \$355.77 | \$661.34 | 7,936.08 | 131.40 | 1,072.97 | 21,654.64 |
| 6 Foster, Sophia | 233-76-4317 | 5.43 | 11,294.40 | 1.00 | 864.02 | \$355.77 | \$661.34 | 7,936.08 | 131.40 | 1,072.97 | 21,654.64 |
| 7 Gallagher, Susan | 232-11-2779 | 5.06 | 10,524.80 | 1.00 | 805.15 | \$331.53 | \$661.34 | 7,936.08 | 131.40 | 999.86 | 20,728.82 |
| 8 Harrah, Roger | 535-50-5979 | 5.06 | 10,524.80 | 1.00 | 805.15 | \$331.53 | \$661.34 | 7,936.08 | 131.40 | 999.86 | 20,728.82 |
| 9 Light, William | 234-48-8246 | 6.19 | 12,875.20 | 1.00 | 984.95 | \$405.57 | \$263.86 | 3,166.32 | 131.40 | 1,223.14 | 18,786.58 |
| 10 McCallister, Richard | 232-62-4658 | 6.76 | 14,060.80 | 1.00 | 1,075.65 | \$442.92 | \$263.86 | 3,166.32 | 131.40 | 1,335.78 | 20,212.87 |
| 11 McCallister, Shirley | 232-62-4659 | 5.06 | 10,524.80 | 1.00 | 805.15 | \$331.53 | \$263.86 | 3,166.32 | 131.40 | 999.86 | 15,959.06 |
| 12 Minor, Clifford | 233-90-7662 | 5.06 | 10,524.80 | 1.00 | 805.15 | \$331.53 | \$661.34 | 7,936.08 | 131.40 | 999.86 | 20,728.82 |
| 13 Penetost, Gene | 226-40-0972 | 6.63 | 13,790.40 | 1.00 | 1,054.97 | \$434.40 | \$661.34 | 7,936.08 | 131.40 | 1,310.09 | 24,657.34 |
| 14 Rose, Everett | 235-04-2952 | 5.06 | 10,524.80 | 1.00 | 805.15 | \$331.53 | \$661.34 | 7,936.08 | 131.40 | 999.86 | 20,728.82 |
| 15 Rose, James | 232-78-0134 | 5.06 | 10,524.80 | 1.00 | 805.15 | \$331.53 | \$661.34 | 7,936.08 | 131.40 | 999.86 | 20,728.82 |
| 16 Rose, Kizzie | 232-34-0047 | 6.53 | 13,582.40 | 1.00 | 1,039.05 | \$427.85 | \$263.86 | 3,166.32 | 131.40 | 1,290.33 | 19,637.35 |
| 17 Shiflett, Ronald | 235-62-2226 | 5.98 | 12,438.40 | 1.00 | 951.54 | \$391.81 | \$661.34 | 7,936.08 | 131.40 | 1,181.65 | 23,030.88 |
| 18 Smith, Mamie | 234-02-5760 | 5.61 | 5,834.40 | 0.50 | 446.33 | \$183.78 | \$263.86 | 3,166.32 | 131.40 | 554.27 | 10,316.50 |
| 19 Smith, Wilma | 282-52-6272 | 6.4 | 13,312.00 | 1.00 | 1,018.37 | \$419.33 | \$661.34 | 7,936.08 | 131.40 | 1,264.64 | 24,081.82 |
| 20 Wright, David | 236-62-0977 | 5.68 | 8,860.80 | 0.75 | 677.85 | \$279.12 | \$661.34 | 7,936.08 | 131.40 | 841.78 | 18,727.03 |
| | | | | | | \$0.00 | | | | | |
| | | | | | | \$0.00 | | | | | |
| ANNUAL TOTALS | | | \$214,452.16 | | \$16,405.60 | \$6,755.25 | --- | \$119,000.64 | \$2,628.00 | \$20,372.99 | \$379,614.64 |

TABLE II (Includes Totals from Table I)

COST PER OFFICE OF JANITORIAL SERVICES PROVIDED BY WV ASSOCIATION OF REHAB. FACILITIES

| Office | Provider Type | Hours Week | Provider | Subtotal | Per Office Plus 10% | Monthly 1/12 Per Office | LAST YEAR |
|-----------------------------|-----------------|------------|---------------------------------|----------------------|---------------------|-------------------------|-----------|
| | | | | WVAF Cost Per Office | | | |
| Berkeley Springs | W. SHOP | 10 | EPTC | 3,253.32 | 3,578.65 | 298.22 | 292.81 |
| Buckhannon | W. SHOP | 20 | Buckhannon/Upshur | 6,963.84 | 7,660.22 | 638.35 | 624.62 |
| Charleston | W. SHOP | 140 | Shawnee Hills | 46,749.12 | 72,089.27 | 6,007.44 | 5,869.26 |
| Charleston | Ex. State | 40 | Light, William | 18,786.58 | | | |
| Charles Town | W. SHOP | 10 | EPTC | 3,253.32 | 3,578.65 | 298.22 | 292.81 |
| Clarksburg | W. SHOP | 76 | Harfison | 25,359.96 | 27,895.96 | 2,324.66 | 2,274.67 |
| Clay | W. SHOP | 20 | Shawnee Hills | 6,963.84 | 7,660.22 | 638.35 | 624.62 |
| Elkins | Ex. State | 40 | Shiflett, Ronald | 23,030.88 | 25,333.97 | 2,111.16 | 2,031.01 |
| Fayetteville | W. SHOP | 40 | Nicholas County | 15,739.31 | 17,313.24 | 1,442.77 | 1,416.46 |
| Franklin | W. SHOP | 8 | Special Services | 4,160.88 | 4,576.97 | 381.41 | 365.55 |
| Glenville | Ex. State | 20 | Smith, Mamie | 10,316.50 | 11,348.15 | 945.68 | 911.06 |
| Grafton | EX. State | 30 | Clifford Minor | 15,546.62 | 18,401.87 | 1,533.49 | 1,485.94 |
| Mileage | EX. State | | Clifford Minor | 1,182.36 | | | |
| Grantsville | Ex. State | 40 | Smith, Wilma | 24,081.82 | 26,490.00 | 2,207.50 | 2,126.84 |
| Hamlin | Ex. State | 40 | McCallister, Richard | 20,212.87 | 39,789.12 | 3,315.76 | 3,216.25 |
| Hamlin | Ex. State | 40 | McCallister, Shirley | 15,959.06 | | | |
| Harrisville | W. SHOP | 30 | SW Resources | 11,310.00 | 12,441.00 | 1,036.75 | 1,653.15 |
| Huntington | W. SHOP | 80 | Goodwill/KYOWVA | 26,694.72 | 29,364.19 | 2,447.02 | 2,394.39 |
| Keyser | W. SHOP | 20 | Developmental Center | 7,683.84 | 8,452.22 | 704.35 | 690.62 |
| Kingwood | W. SHOP | 22.5 | Preston | 7,834.44 | 8,617.88 | 718.16 | 702.71 |
| Lewisburg | W. SHOP | 40 | SRW | 12,916.80 | 40,120.45 | 3,343.37 | 3,262.93 |
| Lewisburg | Ex. State | 40 | Bennett, Loyd | 23,556.34 | | | |
| Logan | W. SHOP | 40 | Cooper/WVAF | 11,753.66 | 17,670.07 | 1,472.51 | 1,884.62 |
| Logan | Stripping Crews | | | 4,310.04 | | | |
| Marlinton | Ex. State | 8 | Adams, Goldie | 2,663.67 | 2,930.04 | 244.17 | 238.39 |

| Office | Provider Type | Hours Week | Provider | WVARE Cost Per Office | Total Cost Per Office Plus 10% | Monthly 1/12 Per Office | Last Year |
|---------------------------------------|--------------------|------------|------------------------------------|-----------------------------------|--------------------------------|-------------------------|-----------|
| Martinsburg Martinsburg | W.SHOP Ex.State | 30 30 | EPTC Bartles, Harold | 10,010.52 10,303.00 | 22,344.87 | 1,862.07 | 1,820.34 |
| Martinsburg, Detention | W.SHOP | 60 | EPTC | 19,590.48 | 21,549.53 | 1,795.79 | 1,756.33 |
| Middlebourne | W.SHOP | 3 | Adena/Wetzel | 3,088.80 | 3,397.68 | 283.14 | 279.18 |
| Moorefield | W.SHOP | 26 | Special-Services | 8,675.76 | 9,543.34 | 795.28 | 778.17 |
| Morgantown | W.SHOP | 40 | PaceTec | 13,347.36 | 14,682.10 | 1,223.51 | 1,197.20 |
| Moundsville | Ex.State | 30 | Wright, David | 18,727.03 | 20,599.73 | 1,716.64 | 1,661.34 |
| New Martinsville | Ex.State | 40 | Gallagher, Susan | 20,728.82 | 22,801.70 | 1,900.14 | 1,821.06 |
| Parkersburg, Detention | W.SHOP | 40 | Wood | 14,052.48 | 15,457.73 | 1,288.14 | 2,120.94 |
| Petersburg | W.SHOP | 12 | Special-Services | 4,906.08 | 5,396.69 | 449.72 | 435.41 |
| Philippi | Ex.State | 10 | Minor, Clifford | 5,182.21 | 5,700.43 | 475.04 | 443.50 |
| Pineville | Ex.State | 40 | Rose, James | 20,728.82 | 22,801.70 | 1,900.14 | 1,821.06 |
| Point Pleasant | Ex.State | 40 | Harrah, Roger | 20,728.82 | 22,801.70 | 1,900.14 | 1,821.06 |
| Princeton | W.SHOP | 80 | Mercer | 26,694.72 | 29,364.19 | 2,447.02 | 2,394.39 |
| Princeton, Detention | Ex.State | 40 | Penetost, Gene | 24,657.34 | 34,783.30 | 2,898.61 | 2,803.91 |
| Princeton, Detention | W.SHOP | 20 | Mercer | 6,963.84 | | | |
| Ripley | Ex.State | 40 | Fisher, Linda | 21,654.64 | 26,130.10 | 2,177.51 | 2,097.98 |
| Strip and Wax Sub Contract | Semi Annual | | | 1,500.00 | | | |
| Carpet Cleaning Sub Contract | Annual | | | 600.00 | | | |
| Romney | W.SHOP | 20 | Special-Services | 7,790.40 | 8,569.44 | 714.12 | 702.68 |
| Spencer | Ex.State | 30 | Manpower | 10,108.80 | 22,239.36 | 1,853.28 | 1,853.28 |
| Spencer | W.SHOP | 30 | Manpower | 10,108.80 | | | |
| Summersville | Ex.State | 40 | Foster, Sophia | 21,654.64 | 23,820.10 | 1,985.01 | 1,905.48 |
| Teays Valley | W.SHOP | 60 | Shawnee-Hills | 20,021.04 | 22,023.14 | 1,835.26 | 1,795.79 |
| Wayne | W.SHOP | 40 | Goodwill/KYOWVA | 15,739.31 | 17,313.24 | 1,442.77 | 1,416.46 |
| Wellton | W.SHOP | 20 | Hancock | 7,683.84 | 8,452.22 | 704.35 | 690.62 |

| Provider Type | Hours Week | Provider | Subtotal WVARF Cost Per Office | Total Cost Per Office Plus 10% | Monthly 1/12 Per Office |
|---|-------------|----------------|--------------------------------|--------------------------------|-------------------------|
| Rich | Ex.State 40 | Rose, Kizzie | 19,637.35 | 44,402.79 | 3,700.23 |
| | Ex.State 40 | Rose, Everett | 20,728.82 | | 3,570.65 |
| West Union | W.SHOP 4 | Harrison | 3,207.72 | 3,528.49 | 294.04 |
| Weston | W.SHOP 40 | Buck-Up | 13,347.36 | 14,682.10 | 1,223.51 |
| Wheeling | W.SHOP 80 | WATCH | 26,694.72 | 29,364.19 | 2,447.02 |
| Williamson | Ex.State 40 | Curry, Charles | 20,728.82 | 22,801.70 | 1,900.14 |
| Various | W.SHOP | Relief | 7,205.25 | 7,925.78 | 660.48 |
| Adjustment to make monthly 1/12 of annual | | | | (0.20) | |

\$807,081.37 COST \$887,789.28 DHHR ANNUAL \$73,982.44 DHHR MONTH

\$73,922.67 Last Year Total
 59.86 Sutton office that we no longer have
 \$73,982.44 Current Invoicing 93-94
 \$887,789.28 93-94 Annual Total

CHANGES FROM LAST YEAR:

- The new contract is at the same monthly rate as last year.
- Health Insurance continues to increase. Single coverage is now \$263.86 per month and family coverage is \$661.34 per month. Health is only provided for those WVARF employees who were former State employees. Future increases will be passed through as they occur rather than projected in advance.
- Note: All employees both WVARF and workshop have been given a .10 cents an hour increase. (No increase was given last year.) This amounts for an increase of \$208.00 per year per worker.
- Mileage has been increased to the State rate .29 a mile instead of .23.
- Two WVARF employees (former State employees) have been replaced by workshops at a substantial savings to the State. One resigned for another job and one was convicted of a crime. (Ritchie County and Wood Co. Detention Center)
- WVARF Workers Compensation rate has increased from .0250 to .0315.

285

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: BUILDING #3 (DMV)
3 FLOORS (BASEMENT, 1ST, AND 3RD FLOORS)
CAPITOL COMPLEX

DATES OF CONTRACT: July 1, 1994 - June 30, 1995

CONTACT: BILL ELSWICK
PHONE#: 558-1494

SQ. FT. 44,205 BASIC DELUXE
COST PER SQ. FT. \$0.89 \$1.09
% OF DISABLED:

NOTE: SMALL BUSINESS IMPACTS - NONE. SHAWNEE HILLS CURRENTLY CLEANING.

ANALYSIS:

| | Per Hour | Per Hour | Per Month | |
|------------|----------|------------|------------|------------------|
| Labor | | 20% Fringe | | |
| Supervisor | \$5.00 | \$1.00 | \$1,040.00 | 40 hrs. per week |
| RELIEF | 5.00 | \$0.60 | \$59.73 | |
| Worker #1 | 4.25 | \$0.85 | \$884.00 | 40 hrs. per week |
| RELIEF | 4.25 | \$0.51 | \$50.77 | |
| Worker #2 | 4.25 | \$0.85 | \$442.00 | 20 hrs. per week |
| RELIEF | 4.25 | \$0.51 | \$25.39 | |

BASIC

| | | | | |
|-----------|------|---------------|------------|--|
| | | DIRECT LABOR | \$2,501.89 | |
| | | CHEMICALS | 150.11 | 6% of direct labor |
| | | EQUIPMENT | 100.08 | 4% of direct labor |
| Worker #3 | 4.50 | \$0.90 | \$117.00 | *Special Request |
| RELIEF | 4.50 | \$0.54 | \$6.72 | (5 hrs. per week) |
| | | OVERHEAD | 262.56 | 10% of direct labor & special request |
| | | WVARF | 125.53 | 4% of total |
| | | MONTHLY TOTAL | \$3,263.89 | |
| | | ANNUAL TOTAL | 39,166.73 | |

DELUXE

| | | | | |
|-----------|------|---------------|------------|--|
| | | DIRECT LABOR | \$2,501.89 | |
| | | CHEMICALS | 150.11 | 6% of direct labor |
| | | EQUIPMENT | 100.08 | 4% of direct labor |
| Worker #3 | 4.50 | \$0.90 | \$117.00 | *Special Request |
| RELIEF | 4.50 | \$0.54 | \$6.72 | |
| | | OVERHEAD | 262.56 | 10% of direct labor & special request |
| | | FLOOR CARE | 736.75 | |
| | | WVARF | 125.53 | 4% of total |
| | | MONTHLY TOTAL | \$4,000.64 | |
| | | ANNUAL TOTAL | 48,007.73 | |

VENDOR: SHAWNEE HILLS

| | BASIC | DELUXE |
|---------|-------------|-------------|
| MONTHLY | \$3,138.36 | \$3,875.11 |
| ANNUAL | \$37,660.32 | \$46,501.32 |

NOTES:

Disposables supplied by the State of WV.

Vendor may use a crew to provide labor.

Fringe benefits for workers based on 20%, on relief workers based on 12%. Relief based on 5 vacation days, 5 sick days and 6 holidays for a 40 hrs. a week worker.

*SPECIAL REQUEST: This represents a person or crew who come to the job site from another location before 7:00 a.m. each morning to take trash carts from inside loading docks to the dumpsters. This is something that can not be done at night. Time spent on this is 5 man hours per week.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: DIVISION OF PERSONELL
5790A MACCORKLE

DATES OF CONTRACT: April 1, 1994 - March 31, 1995

CONTACT:
PHONE #:

SQ. FT.: 8,968
COST PER SQ. FT. BASIC DELUXE
\$0.92 \$1.12

| | Per Hour | Per Hour 20% Fringe | Per Month |
|------------|----------|------------------------|-----------|
| Labor | | | |
| Supervisor | \$5.00 | \$1.00 | \$260.00 |
| | \$5.00 | \$0.60 | \$37.61 |
| Worker #1 | \$4.25 | \$0.85 | \$221.00 |
| | \$4.25 | \$0.51 | \$31.97 |

| | | |
|-------|--------------|------------|
| BASIC | | |
| | DIRECT LABOR | \$550.58 |
| | CHEMICALS | 33.03 |
| | EQUIPMENT | 22.02 |
| | OVERHEAD | 55.06 |
| | WVARF FEE | 26.43 |
| | MONTH TOTAL | \$687.12 |
| | ANNUAL TOTAL | \$8,245.49 |

| | | |
|--------|--------------|-------------|
| DELUXE | | |
| | DIRECT LABOR | \$550.58 |
| | CHEMICALS | 33.03 |
| | EQUIPMENT | 22.02 |
| | OVERHEAD | 55.06 |
| | FLOOR CARE | 149.47 |
| | WVARF FEE | 26.43 |
| | MONTH TOTAL | \$836.59 |
| | ANNUAL TOTAL | \$10,039.09 |

VENDOR: SHAWNEE HILLS

| | | |
|----------|------------|------------|
| | BASIC | DELUXE |
| MONTHLY: | \$660.70 | \$810.16 |
| ANNUAL: | \$7,928.35 | \$9,721.95 |

NOTES: Disposables are supplied by the State of West Virginia. Vendor may use a crew to provide labor. Relief is based on 5 vacation days, 5 sick days, and 6 holidays per year. Fringe benefits are based on 20% for workers and 12% for relief.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: CULTURAL CENTER
CAPITOL COMPLEX

DATES OF CONTRACT: JUNE 1, 1994 - MAY 31, 1995

CONTACT: DAN GILCHRIST
PHONE#: 558-1494

SQ. FT. - 186,868
COST PER SQ. FT. - \$0.92

% OF DISABLED:

SMALL BUSINESS IMPACT: NONE, SHAWNEE HILLS CURRENTLY HAS CONTRACT.

ANALYSIS:

| Labor | Per Hour | Per Hour 20% Fringe | Per Month |
|------------|----------|------------------------|------------|
| Supervisor | \$5.75 | \$1.15 | \$1,196.00 |
| Relief | \$5.75 | \$0.69 | \$68.69 |
| Worker #1 | 5.00 | \$1.00 | \$1,040.00 |
| Relief | 5.00 | \$0.60 | \$59.73 |
| Worker #2 | 4.50 | \$0.90 | \$936.00 |
| Relief | 4.50 | \$0.54 | \$53.76 |
| Worker #3 | 4.50 | \$0.90 | \$936.00 |
| Relief | 4.50 | \$0.54 | \$53.76 |
| Worker #4 | 4.50 | \$0.90 | \$936.00 |
| Relief | 4.50 | \$0.54 | \$53.76 |
| Worker #5 | 4.50 | \$0.90 | \$936.00 |
| Relief | 4.50 | \$0.54 | \$53.76 |
| Worker #6 | 4.50 | \$0.90 | \$936.00 |
| Relief | 4.50 | \$0.54 | \$53.76 |
| Worker #7 | 4.50 | \$0.90 | \$936.00 |
| Relief | 4.50 | \$0.54 | \$53.76 |
| Worker #8 | 4.50 | \$0.90 | \$936.00 |
| Relief | 4.50 | \$0.54 | \$53.76 |
| Worker #9 | 4.50 | \$0.90 | \$936.00 |
| Relief | 4.50 | \$0.54 | \$53.76 |

| | |
|--------------|------------------------------|
| DIRECT LABOR | \$10,282.50 |
| CHEMICALS | 616.95 6% of direct labor |
| EQUIPMENT | 411.30 4% of direct labor |
| OVERHEAD | 1,028.25 10% of direct labor |
| FLOOR CARE | 1,557.23 |
| WVAFEE FEE | 493.56 04% of total |

=====

MONTHLY TOTAL \$14,389.79
ANNUAL TOTAL \$172,677.52

VENDOR: SHAWNEE HILLS

MONTHLY \$13,896.23
ANNUAL \$166,754.80

NOTES:

Disposables supplied by the State of WV.
Vendor may use crews to provide labor.
Fringe benefits for workers based on 20%, on relief workers based on 12%.
Relief based on 5 vacation days, 5 sick days and 6 holidays for a 40 hrs.
a week worker.

WVARE agrees to provide services for the above amount pending approval
by the Governor's Committee for the Purchase of Commodities and Services
from the Handicapped.

Debra M. Bensey
Director of Operations

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 COMMITTEE FOR THE PURCHASE OF COMMODITIES
 AND SERVICES FROM THE HANDICAPPED
 PRICING WORKSHEET

LOCATION: DEPT. OF HIGHWAYS
 CHARLESTON, WV

DATES OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995

CONTACT: MIKE JONES
 PHONE #: 558-7836
 FAX #: 558-6391

SQ. FT. 41,215 BASIC
 COST PER SQ. FT. \$1.27
 % OF DISABLED:

 NOTES: SAMLL BUSINESS IMPACT - NONE, GOODWILL CURRENTLY HAS CONTRACT.

ANALYSIS:

| | Per Hour | Per Hour 20% Fringe | Per Month | |
|------------|----------|------------------------|------------|-----------------|
| Labor | | | | |
| Supervisor | \$5.25 | \$1.05 | \$1,092.00 | 40 hrs. per wk. |
| | 5.25 | 0.63 | \$62.72 | |
| Worker #1 | 4.25 | 0.85 | \$884.00 | 40 hrs. per wk. |
| | 4.25 | 0.51 | \$50.77 | |
| Worker #2 | 4.25 | 0.85 | \$442.00 | 20 hrs. per wk. |
| | 4.25 | 0.51 | \$25.39 | |
| Day Worker | 4.25 | 0.85 | \$884.00 | 40 hrs. per wk. |
| | 4.25 | 0.51 | \$50.77 | |

| | | |
|-------|--------------|-------------|
| BASIC | DIRECT LABOR | \$3,491.65 |
| | CHEMICALS | 209.50 |
| | EQUIPMENT | 139.67 |
| | OVERHEAD | 349.17 |
| | WVARF FEE | 167.60 |
| | MONTH TOTAL | \$4,357.58 |
| | ANNUAL TOTAL | \$52,290.95 |

VENDOR: SHAWNEE HILLS
 BASIC
 MONTHLY \$4,189.98
 ANNUAL: \$50,279.76

NOTES: Disposables and chemicals are supplied by the State of West Virginia.
 Vendor may use a crew to provide labor. Relief is baed on 5 vacation
 days, 5 sick days, and 6 holidays per year. Fringe benefits are based on
 20% for workers and 12% for relief.

WVARF agrees to provide services for the above amount pending final
 determination of the "fair market price" by the Governor's Committee
 for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
 Director of Operations

 COMMITTEE FOR THE PURCHASE OF COMMODITIES AND
 SERVICES FROM THE HANDICAPPED
 PRICING WORKSHEET

LOCATION: DIVISION OF REHABILITATION
 WEIRTON, WV

DATES OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995
 CONTACT: DAVID GARDNER
 PHONE: 766-4621

SQ. FT. 2200
 COST PER SQ. FT. \$1.28

% OF DISABLED:
 ***** *Hancock County* *****

NOTE: SMALL BUSINESS IMPACT - NONE, DEVELOPMENTAL CENTER HAS BEEN DOING THIS CONTRACT.

Analysis:

| | Per Hour | Per Hour | Per Month |
|------------|----------|------------|-------------------------|
| Labor | | 20% Fringe | |
| Supervisor | 5.00 | \$1.00 | \$78.00 3 hrs. per week |
| Relief | 5.00 | \$0.60 | \$0.49 |
| Worker #2 | 4.50 | \$0.90 | \$70.20 3 hrs. per week |
| Relief | 4.50 | \$0.54 | \$0.44 |

| | |
|--------------|--------------------|
| Direct Labor | \$149.13 |
| Chemicals | 10.00 minimum |
| Equipment | 10.00 minimum |
| Overhead | 22.37 15% overhead |
| Floor Care | 36.67 |
| WVARE | 6.77 4% of total |

 Monthly Totaltotal \$234.94
 Annual Total \$2,819.23

VENDOR: HANCOCK COUNTY SHELTERED WORKSHOP

MONTHLY: \$228.17
 ANNUAL: \$2,737.99

NOTES: Disposables supplied by the State of West Virginia.
 Vendor may use a crew to provide labor. Relief is based on 5 vacation days, 5 sick days, and 6 holidays per year. Fringe benefits are based on 20% for workers and 12% for relief.

WVARE agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

 Debra M. Sensey
 Director of Operations

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
COST ANALYSIS WORKSHEET

LOCATION: SOUTHERN WEST VIRGINIA COMMUNITY COLLEGE
PINEVILLE, WV

DATES OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995
CONTACT: RON THOMPSON
PHONE: 792-4300
FAX: 792-4399

SQ. FT.: 22,000
COST PER SQ. FT. \$0.76

NOTE: NO SMALL BUSINESS IMPACT, WYOMING CO. HAS CONTRACT

ANALYSIS:

| | Per Hour | Per Hour 20% Fringe | Per Month |
|------------|----------|------------------------|------------------------|
| Supervisor | \$5.40 | 1.08 | \$673.92 24 hours week |
| | 5.40 | 0.65 | 8.68 |
| Worker #1 | 4.25 | 0.85 | \$530.40 24 hours week |
| | 4.25 | 0.51 | 6.82 |

| | |
|-------------------|----------------------------|
| DIRECT LABOR | \$1,219.82 |
| CHEMICALS | 0.00 College supplies |
| EQUIPMENT | 0.00 College supplies |
| FACILITY OVERHEAD | 121.98 10% of direct labor |
| WVWAF FEE | 53.67 04% of total |

| | |
|--------------|-------------|
| MONTH TOTAL | \$1,395.47 |
| ANNUAL TOTAL | \$16,745.69 |

VENDOR: Wyoming County Sheltered Workshop
MONTHLY: \$1,341.80
ANNUAL: \$16,101.62

WVWAF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

 COMMITTEE FOR THE PURCHASE OF COMMODITIES AND
 SERVICES FROM THE HANDICAPPED
 PRICING WORKSHEET

LOCATION: W. V. Air National Guard, Charleston WV.

DATES OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995

CONTACT: EVELYN HAPRER

PHONE: 341-6371 68037 3.5808947368

SQ. FT.: 68,037

COST PER SQ. FT. \$1.18

ANALYSIS:

| | Per Hour | Per Hour 20% Fringe | Per Month |
|------------|----------|------------------------|------------|
| Labor | | | |
| Supervisor | \$5.00 | \$1.00 | \$1,040.00 |
| Relief | 5.00 | 0.60 | 59.73 |
| Worker #1 | 4.25 | 0.85 | 884.00 |
| Relief | 4.25 | 0.51 | 50.77 |
| Worker #2 | 4.25 | 0.85 | 884.00 |
| Relief | 4.25 | 0.51 | 50.77 |
| Worker #3 | 4.25 | 0.85 | 884.00 |
| Relief | 4.25 | 0.51 | 50.77 |
| Worker #4 | 4.25 | 0.85 | 442.00 |
| Relief | 4.25 | 0.51 | 25.39 |

| | |
|--------------|----------------------------|
| DIRECT LABOR | \$4,371.44 |
| CHEMICALS | 262.29 06% of direct labor |
| EQUIPMENT | 174.86 04% of direct labor |
| OVERHEAD | 491.39 11% of direct labor |
| FLOOR CARE | 1133.95 |
| WVAF FEE | 257.36 04% of total |

 Total Monthly \$6,691.28
 Total Annual \$80,295.42

VENDOR: SHAWNEE HILLS

MONTHLY: \$6,433.93

ANNUAL: \$77,207.13

NOTES: Disposables supplied by the State of West Virginia.
 Vendor may use a crew to provide labor. Relief is based on 5 vacation days, 5 sick days, and 6 holidays per year. Fringe benefits are based on 20% for workers and 12% for relief.

WVAF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

 Debra M. Bensey
 Director of Operations

 COMMITTEE FOR THE PURCHASE OF COMMODITIES AND
 SERVICES FROM THE HANDICAPPED
 PRICING WORKSHEET

LOCATION: W. V. Air National Guard, Martinsburg

DATES OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995

CONTACT: EVELYN HAPRER

PHONE: 341-6371

SQ. FT.: 84,708

COST PER SQ. FT. \$1.12

ANALYSIS:

| | Per Hour | Per Hour 20% Fringe | Per Month | 4.458 |
|------------|----------|------------------------|------------|------------------|
| Labor | | | | |
| Supervisor | \$5.75 | \$1.15 | \$1,196.00 | 40 hrs. per week |
| | \$5.75 | \$0.69 | \$68.69 | |
| Worker #1 | 4.55 | \$0.91 | \$946.40 | 40 hrs. per week |
| | 4.55 | \$0.55 | \$54.40 | |
| Worker #2 | 4.55 | \$0.91 | \$946.40 | 40 hrs. per week |
| | 4.55 | \$0.55 | \$54.40 | |
| Worker #3 | 4.55 | \$0.91 | \$946.40 | 40 hrs. per week |
| | 4.55 | \$0.55 | \$54.40 | |
| Worker #4 | 4.55 | \$0.91 | \$946.40 | 40 hrs. per week |
| | 4.55 | \$0.55 | \$54.40 | |

| | | |
|---------------|-------------|---------------------|
| DIRECT LABOR | \$5,267.89 | |
| CHEMICALS | \$316.07 | 06% of direct labor |
| EQUIPMENT | \$210.72 | 04% of direct labor |
| OVERHEAD | \$638.20 | 12% of direct labor |
| FLOOR CARE | 1164.735 | |
| WVAFR FEE | 303.90 | 04% of total |
| ===== | | |
| MONTHLY TOTAL | \$7,901.52 | |
| ANNUAL TOTAL | \$94,818.28 | |

VENDOR: EPTC
 MONTHLY: \$7,597.62
 ANNUAL: \$91,171.43

NOTES: Disposables supplied by the State of West Virginia.
 Vendor may use a crew to provide labor. Relief is based on 5 vacation days, 5 sick days, and 6 holidays per year. Fringe benefits are based on 20% for workers and 12% for relief.

WVAFR agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
 Director of Operations

CONTRACT CHANGES

PRESENT CONTRACT: 1993 - 1994
(based on 7,300 man hours)

| | |
|----------------------------|-------------|
| DIRECT LABOR | 52,142.80 |
| SUPPLIES & EQUIPMENT | 3,607.00 |
| UNIFORMS & HEPATITUS SHOTS | 1,250.00 |
| ADMINISTRATION & OVERHEAD | 8,549.97 |
| | <hr/> |
| ANNUAL TOTAL | \$65,549.77 |
| MONTHLY TOTAL | \$5,462.48 |

CHANGES TO 1994 - 1995 CONTRACT

- 1.) THREE PERCENT COST OF LIVING RAISE TO WORKERS.
- 2.) LINE ITEM FOR UNIFORMS AND HEPATITUS SHOTS DECREASED BY \$50. ORIGINALLY HAD \$150 FOR SHOTS AND \$100 FOR UNIFORMS. CHANGED TO \$150 FOR UNIFORMS, (JACKETS BEING PURCHASED FOR WINTER) AND DROPPED TO \$50 FOR HEPATITUS SHOTS. EMPLOYEES SHOULD HAVE SHOTS NOW, \$50 LEFT IN TO COVER TURN OVER.
- 3.) OIL ABSORBER, STAINLESS STEEL CLEANER, WINDOW CLEANER, AND WALK DE-ICER REMOVED FROM SUPPLY LIST. PARKWAY AUTHORITY WILL FURNISH ALL CHEMICALS.
- 4.) AN HOURLY BILLING RATE HAS BEEN ADDED TO COVER EXTRA COVERAGE APPROVED BY PARKWAY AUTHORITY. THE REST AREA SUPERVISOR WILL COORDINATE WITH THE LOCAL PARKWAY AUTHORITY SUPERVISOR TO DETERMINE THE NEED FOR EXTRA COVERAGE.
- 5.) THE MERCER COUNTY OPPORTUNITY WORKSHOP WILL PURCHASE A SNOW BLOWER WITH FUNDS ALREADY ALLOCATED TO THEM. THE PURCHASE WILL BE MADE AS SOON AS STORAGE BUILDING IS PROVIDED BY THE PARKWAY AUTHORITY.
- 6.) THIS IS THE THIRD YEAR OF THE EQUIPMENT AMORTIZATION, AFTER 94-95 CONTRACT EQUIPMENT WILL BE REPLACED BY THE PARKWAY AUTHORITY AS NEEDED.

NEW CONTRACT: 1994 - 1995
(based on 7,300 man hours)

| | |
|----------------------------|---------------------------|
| DIRECT LABOR | 53,707.09 |
| SUPPLIES & EQUIPMENT | 3,028.00 |
| UNIFORMS & HEPATITUS SHOTS | 1,000.00 |
| | <hr/> |
| SUB-TOTAL | \$57,735.09 |
| ADMINISTRATION & OVERHEAD | 8,660.26 15% of sub-total |
| | <hr/> |
| ANNUAL TOTAL | \$66,395.35 |
| MONTHLY TOTAL | \$5,532.95 |

EXTRA COVERAGE BILLING RATE: \$9.10 per hour

Princeton I-77 North (Welcome Center)

Single rest area with working supervisor

| LABOR | HOURS PER YEAR | HOURLY PAYRATE | COST PER 365 DAYS | 22% FRINGE BENEFITS | HEPATITIS & UNIFORMS |
|-----------------|-------------------|-------------------|----------------------|------------------------|-------------------------|
| Supervisor | 2080 | 7.21 | \$14,996.80 | 3,299.30 | 200.00 |
| Super/relief | 840 | 7.21 | 6,056.40 | 1,332.41 | 200.00 |
| Worker #1 | 2080 | 5.15 | 10,712.00 | 2,356.64 | 200.00 |
| Worker#1/relief | 840 | 5.15 | 4,326.00 | 951.72 | 200.00 |
| Worker #1/2 | 1460 | 5.15 | 7,519.00 | 1,654.18 | 200.00 |
| Extra 10 days | 80 | 5.15 | 412.00 | 90.64 | --- |
| Sub. Labor | 7380 | | \$44,022.20 | \$9,684.89 | \$1,000.00 |
| F.T.E. | 3.55 | TOTAL LABOR-----> | | \$53,707.09 | |

EQUIPMENT AND SUPPLY ANALYSIS PRINCETON WELCOME CENTER

| DESCRIPTION | SINGLE RESTAREA TOTAL COST | SINGLE ANNUAL AMORTIZED |
|---------------------------|----------------------------------|-------------------------------|
| Janitor Caddies | \$98 | \$33 |
| Mop Press Bucket/Wring | 80 | 27 |
| Buckets | 40 | 13 |
| Ladder(s) | 199 | 66 |
| Buffers 1 side by side | 550 | 183 |
| Wet Dry Vacuum | 400 | 133 |
| Snow Blower | 1,250 | 417 |
| Hose reel | 48 | 16 |
| Sprayer (for walls) | 60 | 20 |
| EQUIPMENT SUBTOTAL | \$2,725 | \$908 |

| DESCRIPTION | SINGLE AREA ANNUAL COST |
|---------------------------------------|-------------------------------|
| Squeegee blades | \$25 |
| Wet Mop Heads | 75 |
| Porter Set(s) | 33 |
| Doodle Bugs | 20 |
| Rubber/Disp. Gloves | 30 |
| Work Gloves | 25 |
| Spray Bottles | 5 |
| Spongies | 17 |
| Buff Pads/Scrub Pads | 95 |
| Saftey Gear | Inc. in Uniforms |
| Hard Hats | Inc. in Uniforms |
| Ammonia | 10 |
| Putty Knives | 8 |
| Hoses | 120 |
| Lime Away | 52 |
| Brooms (Corn/Push) | 40 |
| Mop Handles | 28 |
| Heavy Duty Dust Pans | 18 |
| Long/Short Squeegies | 20 |
| Scrub Brushes | 20 |
| Snow Shovels | 40 |
| Plunger | 10 |
| Drain Snake | 29 |
| Beeper Service Charges | 900 |
| Supervisor Mileage | 500 |
| SUPPLIES SUBTOTAL | \$2,120 |
| TOTAL EQUIPMENT AND SUPPLIES | \$3,028 |
| MONTHLY EQUIPMENT AND SUPPLIES | \$252.33 |

Note: Any items not specifically listed will be supplied by the Parkway Authority i.e.:

COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: CHILD ADVOCATES OFFICE

CONTACT: Trevor Pease

PHONE: 558-0904

DATES OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995

VENDOR: PACE TEC

SQ. FT.: 3,325

COST PER SQ. FT. \$1.13

NOTE: SMALL BUSINESS IMPACT - NONE, THIS IS A NEW OFFICE.

ANALYSIS

| | | | |
|------------|---------------|-------|------------------------|
| SUPERVISOR | 5.00 | 1.00 | 104.00 4 hrs. per week |
| RELIEF | 5.00 | 0.60 | 6.07 |
| WORKER #1 | 4.25 | 0.85 | 88.40 4 hrs. per week |
| RELIEF | 4.25 | 0.51 | 5.16 |
| | | | ----- |
| | DIRECT LABOR | | \$203.63 |
| | CHRNICALS | 12.22 | 6% of direct labor |
| | EQUIPMENT | 8.15 | 4% of direct labor |
| | OVERHEAD | 20.36 | 10% of direct labo |
| | FLOOR CARE | 55.42 | |
| | WVAFEE | 11.99 | 4% of total |
| | | | ----- |
| | MONTHLY TOTAL | | \$311.76 |
| | ANNUAL TOTAL | | \$3,741.16 |

VENDOR: Pace Tec
MONTHLY: \$299.77
ANNUAL \$3,597.27

NOTES: Disposables are supplied by the State of West Virginia.
Vendor may use a crew to provide labor. Relief is based on 5 vac days, 5 sick days, and 6 holidays per year. Fringe benefits are 20% for workers and 12% for relief.

WVAFEE agrees to provide services for the above amount pending fin determination of the "fair market price" by the Governor's Commit for the Purchase of Commodities and Services from the Handicapped

Debra M. Bensey
Director of Operations

COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: EMPLOYMENT SECURITY
RONCEVERTE

DATES OF CONTRACT: July 1, 1994 - June 30, 1995

CONTACT: Eve Hardman
PHONE # 558-2634

SQ. FT. 6,000 DELUXE
COST PER SQ. FT. \$0.93
%OF DISABLED

SMALL BUSINESS IMPACT: A local company had the contract and quit.

ANALYSIS:

| Labor | Per Hour | Per Hour 20% Fringe | Per Month |
|------------|----------|------------------------|------------------------|
| Supervisor | \$5.00 | \$1.00 | \$156.00 6 hrs. a week |
| Relief | \$5.00 | \$0.60 | \$8.49 |
| Worker #1 | \$4.25 | \$0.85 | \$132.60 6 hrs. a week |
| Relief | \$4.25 | \$0.51 | \$7.22 |

BASIC

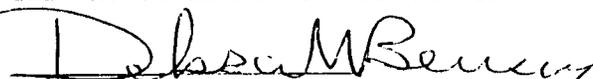
| | |
|--------------|---------------------------|
| DIRECT LABOR | \$304.31 |
| CHEMICALS | 18.26 6% of direct labor |
| EQUIPMENT | 12.17 4% of direct labor |
| OVERHEAD | 30.43 10% of direct labor |
| WVARE | 14.61 4% of total |
| Total | \$379.78 |
| ANNUAL | \$4,557.38 |

DELUXE

| | |
|--------------|---------------------------|
| DIRECT LABOR | \$304.31 |
| CHEMICALS | 18.26 6% of direct labor |
| EQUIPMENT | 12.17 4% of direct labor |
| OVERHEAD | 30.43 10% of direct labor |
| FLOOR CARE | 80.00 |
| WVARE | 17.81 4% of total |
| Total | \$462.98 |
| ANNUAL | \$5,555.78 |

NOTES: Disposables supplied by the State of WV. Vendor may use a crew to provide labor. Fringe benefits for workers based on 20%, on relief workers based on 12%. Relief based on 5 vacation days, 5 sick days and 6 holidays for a 40 hr. a week worker.

WVARE agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.


Debra M. Bensey
Director of Operations

Bensey

**Committee for the
Purchase of Commodities and Services
from the Handicapped**

Room E-102
State Capitol Building
Charleston, West Virginia 25305-0139

**MINUTES
JUNE 2, 1994
SMALL P & P CONFERENCE ROOM
WEST VIRGINIA REHABILITATION CENTER COMPLEX
INSTITUTE, WEST VIRGINIA**

The meeting of the Committee for the Purchase of Commodities and Services from the Handicapped was called to order by Craig Greening, Chairman. Other members in attendance were Q. J. Humphreys, Tara Justice, John Parker, and Everette Sullivan. Ex officio members in attendance were Dick Estill, Executive Secretary of the Committee; John Faris, Executive Director of the CNA; and Debra Bensey, Director of Operations of the CNA.

The minutes of the meeting of April 26, 1994, were accepted as presented without modification. John Parker gave the financial report which showed a beginning balance of \$1,589.55, disbursements of \$59.70, \$61.17, \$107.90, and \$132.00, with an ending balance of \$1,228.78.

There were no reports from either the Chairman or the Executive Secretary.

Since there was a large volume of contracts requiring renewal, the Committee moved directly to contract presentations. Contract numbers one through 21 are in-place renewals with no change in the work center performing the work; therefore, there is no small business impact. Unless otherwise indicated, all contract periods run from July 1, 1994, through June 30, 1995. These 22 contract presentations are as follows:

1. Fixed-wing Detachment, West Virginia National Guard, Fairmont. This contract involves janitorial service to approximately 3,000 square feet by The Op Shop and employs one supervisor and one worker at 4.5 hours each per week. The cost per square foot is \$1.39. The monthly cost to the organization is \$347.35 with an annualized cost of \$4,168.20. MSP

Chairman: Craig A. Greening
Members: David L. Dickerson, Q.J. Humphreys, John L. Parker, Diana Stout, Everette Sullivan
Ex Officio Members: Dick Estill, Executive Secretary
John P. Faris, Ph.D., Executive Director, West Virginia Association of Rehabilitation Facilities

2. This contract is for janitorial services to the Developmental Disabilities Planning Council by Shawnee Hills, cleaning 950 square feet at a cost per square foot of \$1.95. It employs one supervisor, one worker, 1.5 hours weekly each. The total monthly cost is \$154.04, with an annualized cost of \$1,848.45. MSP
3. This contract is for janitorial services at the State Office Building at Fairmont. This service is provided by The Op Shop. The contract employs one supervisor, and two workers full time with relief supervision and workers based on five vacation days, five sick days, and six holidays annually. The organization provides janitorial service to approximately 51,621 square feet at a cost per square foot of \$1.01. Monthly cost to the Building Commission is \$4,359.51 or an annualized cost of \$52,314.12. MSP
4. This contract is to provide lawn care to the Division of Environmental Protection at 116 Industrial Drive, Oak Hill, with the work to be performed by the FMRS MH/MR Center. The contract employs one supervisor, one worker, approximately 2.5 hours each per week and is for eight months' duration. The monthly cost of the contract is eight months at \$189.52 each for a total of \$1,516.16. MSP
5. This contract is to provide janitorial services to the Department of Administration Revolving Fund at the old Thomas Jefferson Junior High Building. The contract involves cleaning approximately 35,000 square feet, employs one supervisor and one worker 38 hours each per week. The cost per square foot is \$.91 with the work to be performed by Shawnee Hills. The monthly cost to the Department is \$2,646.53, with an annualized cost of \$31,758.41. MSP
6. This contract is for the Eastern Panhandle Training Center to provide ~~janitorial services to the Department of Motor Vehicles~~ located at Martinsburg and involves cleaning approximately 4,000 square feet. This contract employs one supervisor, one worker each working 5.5 hours weekly. The monthly cost to the Department is \$492.08, or an annual total of \$5,904.96. The cost per square foot is \$1.48. MSP
7. This contract is for janitorial services provided by the Developmental Center and Workshop to the Division of Rehabilitation Services offices at Keyser, cleaning approximately 1,800 square feet at a cost per square foot of \$1.89. The contract employs one supervisor, one worker each working 2.5 hours per week. The monthly cost to the Division is \$282.78 with an annualized cost of \$3,393.31. MSP

8. The next contract is for janitorial services for the Division of Rehabilitation Services Weirton Office. It was necessary to table this contract as there was some confusion regarding supervision at this worksite.
9. This contract involves the Sheltered Workshop of Nicholas County providing janitorial services to the Division of Rehabilitation Services offices located at Summersville. The contract involves cleaning 1,636 square feet at a cost of \$.81 per square foot. It employs one supervisor, one worker each working approximately two hours per week. The cost to the Division is \$110.36 with an annualized total of \$1,324.34. MSP
10. This contract is for janitorial services to be performed by the Wyoming County Workshop at the offices of the Division of Rehabilitation Services at Logan. The contract employs one supervisor, one worker each working 3.7 hours weekly. The space to be cleaned is 1,750 square feet, the cost per square foot is \$1.89. The monthly cost to the agency is \$275.54, with an annual total of \$3,306.51. MSP
11. This contract is for janitorial services at the Division of Rehabilitation Services offices at Mullens, the work to be performed by the Wyoming County Workshop. The space to be cleaned is 1,512 square feet at a cost per square foot of \$.86. The contract employs one supervisor and one worker each working approximately 1.6 hours weekly. The monthly cost to the agency is \$108.57. The annualized total is \$1,302.79. MSP
12. This contract is an open-ended janitorial services contract performed by the Eastern Panhandle Training Center, cleaning approximately 4,100 square feet at the DRS Martinsburg office. It employs one supervisor, one worker, approximately four hours each per week. The monthly cost of the contract is \$300.09. The renewal is to be for a few months' duration beginning July 1, 1994, as this department is relocating to other office space, and a new janitorial contract will be submitted at that time. MSP
13. This janitorial services contract is for the Department of Health and Human Resources, Medical Services Offices located at 7012 MacCorkle Avenue, with the work to be performed by Shawnee Hills. The contract employs one supervisor, one worker full-time. The space to be cleaned is approximately 20,000 square feet at a cost per square foot of \$1.48. The monthly cost to the agency is \$2,469.78 or an annualized total of \$29,637.35. MSP

14. It was necessary to table this contract between Shawnee Hills and the Department of Commerce which involves storage and retrieval of various printed materials. The contract involves an increase, and additional information was needed.
15. This contract is for janitorial services for the Department of Highways performed by Goodwill Industries KYOWVA. The overall space involved is 127,289 square feet with not all space receiving daily cleaning. This contract employs one supervisor, two workers full-time. The monthly contract cost to the Department is \$6,958.41 or an annualized cost of \$83,500.92. MSP
16. This contract is for janitorial services for IS&C, Kanawha City location, with the work to be performed by Shawnee Hills. The space to be cleaned is 11,200 square feet. The contract is for the period April 1, 1994, through March 30, 1995. It employs one supervisor, one worker at approximately 2.5 hours each daily. The monthly cost to the agency is \$790.02 or an annualized cost of \$9,480.26. The cost per square foot is \$.85. The contract additionally involves stripping/waxing and carpet cleaning at \$.10 per square foot twice yearly. MSP
17. This janitorial contract is between the Holly Grove Mansion (Department of Aging) and Shawnee Hills. The space to be cleaned is approximately 7,400 square feet at a cost per square foot of \$.82. The contract employs one supervisor and one worker at eight hours each per week. The monthly cost to the Department is \$507.81 with an annualized cost of \$6,093.73. The annual cost of this contract is reduced. MSP
18. This janitorial contract is for Building 6 containing approximately 199,000 square feet. The contract employs one supervisor and nine workers full time, a tenth worker at one-half time, and relief workers to cover five vacation days, five sick days, and six holidays per year. Chemicals are to be provided by the work-center. The monthly cost to the Department is \$15,904.44 with an annualized cost of \$190,853.23. The cost per square foot is \$.75. MSP
19. This janitorial services contract between Goodwill Industries KYOWVA and the Job Service Division of the Bureau of Employment Programs for its offices at 914 Fifth Avenue, Huntington. This contract involves cleaning approximately 7,685 square feet. The contract employs one supervisor, one worker, with each performing eight hours per week. The Committee voted to approve two separate contracts at this location, one a basic contract, the other a deluxe contract with the agency choosing which service it prefers at a later date. The basic contract involves a cost to the agency of

\$.96 per square foot for an annualized total of \$7,409.98. The deluxe contract involves approximately \$1.16 per square foot or an annualized cost of \$8,946.98. MSP

20. This contract is also with the Bureau of Employment Programs, the Employment Security Division location at 734 Fourth Avenue in Huntington, with Goodwill Industries KYOWVA being the work center. The contract employs one supervisor, one worker each performing six hours per week, cleaning 6,160 square feet at a cost per square foot of \$1.10. The total monthly cost to the agency is \$566.49 or an annualized cost of \$6,797.84. MSP
21. This contract involves purchase and assembly of personal care kits primarily for the Department of Corrections with the producing work center to be Adena Industries--Marshall County Division located at Moundsville. A long and very exhaustive price list was submitted on each item contained in the personal care kits. Unit prices were provided in addition to material costs, direct labor, manufacturing cost, packaging cost per unit, shipping, Adena--Marshall overhead, Northwood Health Systems overhead, profit, and finally total manufactured cost, and cost per piece. After reviewing this contract and discussing its detail thoroughly, Committee members voted to renew the contract as submitted with one stipulation. This stipulation is that no overhead or administrative fee is permitted with the Northwood Health Systems column in this contract, and that this amount (approximately 24 percent) be removed as per the attached price list. MSP
22. This is a janitorial services contract between WATCH (Wheeling Area Training Center for the Handicapped) and the Air Quality Control Commission, Wheeling, for janitorial services for approximately 1,734 square feet. The contracting period is May 1, 1994, to April 30, 1995. The overall cost per square foot is \$1.29 with employment being provided for one supervisor, one worker two hours each per week. This is a new contract opportunity; however, there is no small business impact as this office had no prior janitorial service as the staff were cleaning offices on their own. The monthly cost to the department is \$186.48 with an annualized cost of \$2,237.76. MSP

The final item of business involved a discussion of vendor complaints. The first involved the Tax and Revenue Building (Coyle Building) on Lee Street. At this site, there were problems of dust accumulation that were felt to be secondary to a paper shredding operation located on premises. In addition, there were two somewhat conflicting statements of work. Meetings have taken place among Shawnee Hills, WVARF staff and a representative of the Tax and Revenue Department, and deficiencies were being eliminated. However, for the long term it was felt that the furnace and other

air handling equipment need to be checked out as the dust residue is white and powdery indicating the possibility that it is passing through the air handling system. WVARF will continue to monitor this situation.

There were, in addition, a few complaints to be resolved at the Colin Anderson Center with most being of a minor nature and many beginning during the time period when the janitorial crew was placing a majority of its effort into snow removal activities. There will be an on-going review of this activity also.

There being no further business to be brought before the Committee, it was in adjournment with the time and place for the next meeting being Thursday, June 30, 1994, at 9:30 a.m. at the Large P & P Conference Room at the West Virginia Rehabilitation Center Complex, Institute, West Virginia.

Craig A. Greening, Chairman



John L. Parker, Recorder

COMMITTEE FOR THE PURCHASE OF COMMODITIES AND SERVICES
FROM THE HANDICAPPED

Small P & P Conference Room
W.V. Division of Rehabilitation Services Complex
Institute, West Virginia

~~JUNE 1, 1994~~

AGENDA

- I. 9:30 Roll Call
- II. Approval of Minutes of Previous Meeting
- III. Treasurer's Report
- IV. Report of Chairman
- V. Report of Executive Secretary
- VI. Old Business
- VII. New Business
 - A. Development of Commodities Contracts
- VIII. Contract Presentation from CNA
 - A. Renewals -
 - ~~Fixed Wing Detachment~~ ✓
 - ~~DD-Planning Council~~ ✓
 - ~~Bldg. Comm. - Fairmont~~ ✓
 - ~~Environmental Protection~~ ✓
 - ~~Revolving Fund~~ ✓
 - ~~DMV - Martinsburg~~ ✓
 - ~~DRS - Keyser~~ ✓
 - Weirton ✓ Held over
 - Summersville ✓
 - Logan ✓
 - Mullins ✓
 - Martinsburg ✓
 - Medical Services ✓
 - Commerce ✓ Held over
 - DOH - Huntington ✓
 - IS & C
 - Holly Grove ✓
 - Bldg. - 6 ✓
 - ESC - Huntington ✓
 - Job Service ✓
 - Personnel Care Kits ✓ OK

B. New Contracts

~~Air Quality Control~~

X. Vendor Complaints

1. Tax Dept.

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: Fixed Wing Detachment

DATES OF CONTRACT: ~~JULY 1, 1994~~ - JUNE 30, 1995

CONTACT: Col. Southern
PHONE #:

SQ. FT.: 3000
COST PER SQ. FT. \$1.39

% OF DISABLED:

NOTES: SMALL BUSINESS IMPACT - NONE, MARION COUNTY CURRENTLY HAS CONTRACT.

ANALYSIS:

| | Per Hour | Per Hour | Per Month | |
|------------|----------|------------|--------------|---------------------------|
| Labor | | 20% Fringe | | |
| Supervisor | \$6.00 | \$1.20 | \$140.40 | 4.5 hrs. per week |
| Relief | 6.00 | 0.72 | 8.04 | |
| Worker #1 | 4.80 | 0.96 | \$112.32 | 4.5 hrs. per week |
| Relief | 4.80 | 0.58 | 6.43 | |
| | | | ----- | |
| | | | DIRECT LABOR | \$267.19 |
| | | | CHEMICALS | 16.03 6% of direct labor |
| | | | EQUIPMENT | 10.69 4% of direct labor |
| | | | OVERHEAD | 40.08 15% of direct labor |
| | | | WVAF FEE | 13.36 4% of total |
| | | | ----- | |
| | | | TOTAL MONTH | \$347.35 |
| | | | TOTAL ANNUAL | \$4,168.20 |

VENDOR: MARION COUNTY OPPORTUNITY WORKSHOP

MONTHLY: \$333.99
ANNUAL: \$4,007.88

NOTES:

Disposables are supplied by the State of West Virginia.
Vendor may use a crew to provide labor.
Relief is based on 5 vacation days, 5 sick days, and 6 holidays per year.
Fringe benefits are based on 20% for workers and 12 % for relief.

WVAF agrees to provide services for the above amount. Subject to approval by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

DIRECT COST ANALYSIS

Fixed Wing Detachment

Work to be Done by Marion County Opportunity Workshop

~~Starting August 1, 1993-Ending June 30, 1994~~

Approximate square footage 3000

Contact Col. Southern Fax 341-6466

6.4

| Labor | Per Hour | Per Hour 20% Fringe | Per Month | Hours Per WK | |
|-------------------------|----------|------------------------|------------|--------------|-----------------|
| | | | | | |
| Supervisor | \$5.50 | \$1.10 | \$128.70 | 4.5 | 100% Productive |
| Worker #1 | \$2.25 | \$0.45 | \$52.65 | 4.5 | 50% Productive |
| Worker #2 | \$2.25 | \$0.45 | \$52.65 | 4.5 | 50% Productive |
| sub total | | | \$234.00 | | |
| Management Expense | | | 50.00 | | |
| Equipment /Travel | | | 50.00 | | |
| Administrative overhead | | | 13.36 | | |
| | | | ----- | | |
| Total Monthly | | | \$347.36 | | |
| Annual | | | \$4,168.32 | | |

Note that a private vendor bid \$4368 for the same service. (\$28 a visit 3 times a week for a year).

1 Supervisor and 2 (50% Productive Workers) working 9 man hours a week

WVARF agrees to provide services for the above amount. Subject to approval by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

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COMMITTEE FOR THE PURCHASE OF COMMODITIES AND
SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: DD PLANNING COUNCIL
CHARLESTON, WV

DATES OF CONTRACT: ~~JULY 1, 1994~~ - JUNE 30, 1995
CONTACT: DAVID GARDNER
PHONE: 766-4621

SQ. FT. 950
COST PER SQ. FT. \$1.95

% OF DISABLED:

NOTE: SMALL BUSINESS IMPACT - NONE, DEVELOPMENTAL CENTER HAS BEEN DOING THIS CONTRACT.

Analysis:

| Labor | Per Hour | Per Hour 20% Fringe | Per Month | |
|---------------|----------|------------------------|------------|-----------------|
| Supervisor | \$5.75 | \$1.15 | \$44.85 | 1.5 hrs. a week |
| Relief | 5.75 | \$0.69 | \$11.16 | |
| Worker #1 | 4.75 | \$0.95 | \$37.05 | 1.5 hrs. a week |
| Relief | 4.75 | \$0.57 | \$9.22 | |
| | | | ----- | |
| Direct Labor | | | \$102.28 | |
| Chemicals | | | 10.00 | minimum |
| Equipment | | | 10.00 | minimum |
| Overhead | | | 10.00 | minimum |
| Floor Care | | | 15.83 | |
| WVARF | | | 5.92 | 4% of total |
| | | | ----- | |
| Monthly Total | | | \$154.04 | |
| Annual Total | | | \$1,848.45 | |

VENDOR: SHAWNEE HILLS

MONTHLY: \$148.11
ANNUAL: \$1,777.36

NOTES: Disposables supplied by the State of West Virginia.
Vendor may use a crew to provide labor. Relief is based on 5 vacation days, 5 sick days, and 6 holidays per year. Fringe benefits are based on 20% for workers and 12% for relief.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

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DIRECT COST ANALYSIS
 DD PLANNING COUNCIL
 Work to be Done by SHAWNEE HILLS
~~July 1, 1993~~ June 30, 1994
 Approximate sq. ft.

950

| Labor | Per Hour | Per Hour 20% Fringe | Per Month |
|-------------------------|----------|------------------------|------------|
| Supervisor | \$5.50 | \$1.10 | \$66.00 |
| Worker #1 | 4.50 | \$0.90 | \$54.00 |
| | | | ----- |
| sub total | | | \$120.00 |
| Chemicals | | | 30.00 |
| Administrative Overhead | | | 6.00 |
| | | | ----- |
| Monthly Total | | | \$156.00 |
| Annual Total | | | \$1,872.00 |

Disposables supplied by State of WV. This quote is based on 20 man hrs. day per month. Services includes light cleaning two times a week and thorough cleaning once a month. WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

 Debra M. Bensey
 Director of Operations

Cost Per Sq. Ft. 1.9705

| | |
|----------|------------|
| Facility | Facility |
| Monthly | Annual |
| \$150.00 | \$1,800.00 |

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: STATE OFFICE BUILDING
FAIRMONT, WV

DATES OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995

CONTACT: DAN GILCHRIST
PHONE #: 558-1494

SQ. FT. - 51,621

COST PER SQ.FT. - \$1.01

% OF DISABLED:

NOTE: SMALL BUSINESS IMPACT - NONE, MARION COUNTY OPPORTUNITY WORKSHOP
HAS BEEN DOING THIS CONTRACT.

ANALYSIS:

| | Per Hour | Per Hour | Per Month | |
|------------|----------|------------|-----------|-------|
| Labor | | 20% Fringe | | |
| Supervisor | \$5.00 | \$1.00 | 1,040.00 | |
| Relief | 5.00 | \$0.60 | 59.73 | |
| Worker #1 | 4.25 | \$0.85 | 884.00 | |
| Relief | 4.25 | \$0.51 | 50.77 | |
| Worker #2 | 4.25 | \$0.85 | 884.00 | |
| Relief | 4.25 | \$0.51 | 50.77 | 92.16 |

| | | |
|--------------|-------------|---------------------|
| DIRECT LABOR | \$2,969.27 | |
| CHEMICALS | 178.16 | 6% of direct labor |
| EQUIPMENT | 118.77 | 4% of direct labor |
| OVERHEAD | 296.93 | 10% of direct labor |
| FLOOR CARE | 653.87 | |
| WVARF | 142.52 | 4% of total |
| ===== | | |
| MONTH TOTAL | \$4,359.51 | |
| ANNUAL TOTAL | \$52,314.12 | |

VENDOR: OP SHOP - MARION COUNTY

MONTHLY \$4,216.99
\$50,603.88

NOTES:

Disposables supplied by the State of WV.
Vendor may use a crew to provide labor.
Fringe benefits for workers based on 20%, on relief workers based on 12%. Relief based on 5 vacation days, 5 sick days and 6 holidays for a 40 hrs. a week worker.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

DIRECT COST ANALYSIS

State Office Building Fairmont

Work to be done by Marion Co.

~~July 1, 1993 - June 30, 1994~~

Approximate sq. feet 51,621

Contact Dan Gilcrest

| | Per Hour | Per Hour 20% Fringe | Per Month |
|----------------------------------|----------|------------------------|-------------|
| Labor | | | |
| Supervisor | \$5.00 | \$1.00 | 1,040.00 |
| Worker #1 | 4.25 | \$0.85 | 884.00 |
| Worker #2 | 4.25 | \$0.85 | 884.00 |
| Worker #3 | 4.25 | \$0.85 | 884.00 |
| | | | ----- |
| sub total | | | \$3,692.00 |
| Chemicals | | | 300.00 |
| Facility Equipment/Overhead | | | 200.00 |
| Administrative Overhead | | | 167.68 |
| | | | ===== |
| Month Total | | | \$4,359.68 |
| Annual Total | | | \$52,316.16 |
| Approximate Cost per square foot | | | \$1.0135 |

Disposables supplied by State of WV. This quote is based on 32 man hours per day X 5 days. Vendor may use a crew to provide labor.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

| | |
|------------|-------------|
| Facility | Facility |
| Monthly | Annual |
| \$4,192.00 | \$50,304.00 |

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LAWN MAINTENANCE
DIRECT COST ANALYSIS

Division of Environmental Protection
116 Industrial Drive

Work to be done by FMRS

Start Date May 15, 1994

Aproximate Sq. Foot. 65,982

Contact Ed Griffith 465-1911, Susie Roberts Teel 759-0505

| | Per Hour | Per Hour | Per Month | |
|------------|----------|------------|-----------|------------------|
| Labor | | 20% Fringe | | |
| Supervisor | \$5.75 | \$1.15 | 74.18 | 2.5 hours a week |
| Worker #1 | 4.50 | \$0.90 | 58.05 | 2.5 hours a week |

| | |
|-----------|----------|
| sub total | \$132.23 |
|-----------|----------|

| | |
|-------------------------|-------|
| Gasoline | 10.00 |
| Facility Overhead | 40.00 |
| Administrative Overhead | 7.29 |

| | |
|--------------|------------------------------|
| Month Total | \$189.52 |
| Annual Total | \$1,516.16 Based on 8 Months |

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

\$0.02 Cost Per Square Foot

| | |
|----------|------------|
| Facility | Facility |
| Monthly | Annual |
| \$182.23 | \$1,457.84 |

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: REVOLVING FUND

DATES OF CONTRACT: ~~July 1, 1994~~ June 30, 1995

CONTACT: DAN GILCHRIST
PHONE #: 558-1494

SQ. FT.: 35,000
COST PER SQ. FT.: \$0.91

% OF DISABLED:

SMALL BUSINESS IMPACT: NONE, SHAWNEE HILLS CURRENTLY HAS CONTRACT.

ANALYSIS:

| | Per Hour | Per Hour | Per Month | |
|------------|----------|--------------|-------------|---------------------|
| Labor | | 20% Fringe | | |
| Supervisor | \$5.00 | \$1.00 | \$988.00 | 38 hrs. per week |
| Relief | 5.00 | \$0.60 | \$56.93 | |
| Worker #1 | 4.25 | \$0.85 | \$839.80 | 38 hrs. per week |
| Relief | 4.25 | \$0.51 | \$48.39 | |
| | | | ----- | |
| | | DIRECT LABOR | \$1,933.12 | |
| | | CHEMICALS | 115.99 | 6% of direct labor |
| | | DISPOSABLES | 225.00 | |
| | | EQUIPMENT | 77.32 | 4% of direct labor |
| | | OVERHEAD | 193.31 | 10% of direct labor |
| | | WVAF FEE | 101.79 | 4% of total |
| | | | ===== | |
| | | MONTH TOTAL | \$2,646.53 | |
| | | ANNUAL TOTAL | \$31,758.41 | |

VENDOR: SHAWNEE HILLS
MONTHLY: \$2,544.74
ANNUAL: \$30,536.93

NOTES: Disposables are supplied by Shawnee Hills in this contract. This includes paper towells, toilet paper, and trash can liners.

Vendor may use a crew to supply labor.

Fringe benefits for workers based on 20%, on relief workers based on 12%.
Relief based on 5 vacation days, 5 sick days and 6 holidays for a 40 hr. a week worker.

WVAF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

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DIRECT COST ANALYSIS
 REVOLVING FUND T.J. HIGH SCHOOL
 July 1, 1993 - June 30, 1994

| | Per Hour | Per Hour 20% Fringe | Per Month |
|------------|----------|------------------------|------------|
| Labor | | | |
| Supervisor | \$5.00 | \$1.00 | \$1,040.00 |
| Worker #1 | 4.25 | \$0.85 | \$884.00 |

| | | | |
|-----------------------------|--------------|-------|-------------|
| | sub total | ----- | \$1,924.00 |
| Chemicals | sub total | | 250.00 |
| Paper and Disposables | | | 375.00 |
| Facility Equipment/Overhead | | | 62.50 |
| Administrative Overhead | | | 104.46 |
| | | ===== | |
| | Month Total | | \$2,715.96 |
| | Annual Total | | \$32,591.52 |

Sq. Ft. Aproximate Cost per square foot
 35,000 \$0.9312

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

 Debra M. Bensey
 Director of Operations
 THIS BID INCLUDES PAPER SUPPLIES AND DISPOSABLES

| | |
|------------|--------------------|
| Facility | Facility |
| Less WVARF | Payment |
| \$0.8939 | \$2,611.50 Monthly |
| | \$31,338.00 Annual |

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: DEPT. OF MOTOR VEHICLES
MARTINSBURG, WV

DATES OF CONTRACT: ~~JULY 1, 1994~~ - JUNE 30, 1995

CONTACT: NANCY DUNCAN
PHONE #: 558-0001

SQ. FT. 4,000
COST PER SQ. FT. \$1.48
% OF DISABLED:

NOTES: SAMLL BUSINESS IMPACT - NONE, EPTC CURRENTLY HAS CONTRACT.

ANALYSIS:

| | Per Hour | Per Hour | Per Month |
|------------|----------|--------------|----------------------------|
| Labor | | 20% Fringe | |
| Supervisor | \$6.00 | \$1.20 | \$171.60 5.5 hrs. per week |
| | \$6.00 | \$0.72 | \$9.90 |
| Worker #1 | \$4.75 | \$0.95 | \$135.85 5.5 hrs. per week |
| | \$4.75 | \$0.57 | \$7.84 |
| | | | ----- |
| | | DIRECT LABOR | \$325.19 |
| | | CHEMICALS | 19.51 6% of direct labor |
| | | EQUIPMENT | 13.01 4% of direct labor |
| | | OVERHEAD | 48.78 15% of direct labo |
| | | FLOOR CARE | 66.67 |
| | | WVARF | 18.93 4% of total |
| | | | ----- |
| | | MONTH TOTAL | \$492.08 |
| | | ANNUAL TOTAL | \$5,904.96 |

VENDOR: EPTC

MONTHLY \$473.15
ANNUAL: \$5,677.85

NOTES: Disposables and chemicals are supplied by the State of West Virginia. Vendor may use a crew to provide labor. Relief is baed on 5 vacation days, 5 sick days, and 6 holidays per year. Fringe benefits are based on 20% for workers and 12% for relief.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

DIRECT COST ANALYSIS
 DMV Martinsburg
 Work to be Done by EPTC
 Starting July 1 1993 - Ending June 30, 1994
 Approximate square footage 4000

| Labor | Per Hour | Per Hour 20% Fringe | Per Month | |
|-------------------------|----------|------------------------|------------|------------------|
| Supervisor | \$5.50 | \$1.10 | \$214.50 | 1.5 hr. X 5 days |
| Worker #1 | 4.25 | \$0.85 | \$165.75 | 1.5 hr. X 5 days |
| | | | ----- | |
| sub total | | | \$380.25 | |
| Chemicals | | | 30.00 | |
| Equipment /Travel | | | 60.00 | |
| Administrative overhead | | | 18.81 | |
| | | | ----- | |
| | | Total Monthly | \$489.06 | |
| | | Annual | \$5,868.72 | |

Based on 5 times a week (1.5 hr. day for supervisor 1.5 hr for worker)

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

 Debra M. Bensey
 Director of Operations

Approximate cost per square foot 1.47

| | |
|------------|----------|
| Facility | Facility |
| Annual | Monthly |
| \$5,643.00 | \$470.25 |

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: DEPT. OF HIGHWAYS
HUNTINGTON, WV

DATES OF CONTRACT: ~~JULY 1, 1994~~ - JUNE 30, 1995

CONTACT: KEITH CHAPMAN
PHONE #:

SQ. FT. 127,289
COST PER SQ. FT. \$0.66
% OF DISABLED:

NOTES: SAMLL BUSINESS IMPACT - NONE, GOODWILL CURRENTLY HAS CONTRACT.

ANALYSIS:

| | Per Hour | Per Hour 20% Fringe | Per Month |
|--------------|----------|------------------------|---------------------------|
| Labor | | | |
| Supervisor | \$7.61 | \$1.52 | \$1,582.53 |
| Relief | 7.61 | 0.91 | 90.88 |
| Worker #1 | 5.25 | 1.05 | 1092.00 |
| Relief | 5.25 | 0.63 | 62.72 |
| Worker #2 | 5.25 | 1.05 | 1092.00 |
| Relief | 5.25 | 0.63 | 62.72 |
| | | | ----- |
| DIRECT LABOR | | | \$3,982.85 |
| CHEMICALS | | | customer supplied |
| EQUIPMENT | | | 159.31 4% of direct labor |
| OVERHEAD | | | 398.29 10% of direct labo |
| FLOOR CARE | | | 2121.48 |
| WVARF | | | 266.48 4% of total |
| BEEPER | | | 30.00 actual cost |
| | | | ----- |
| MONTH TOTAL | | | \$6,958.41 |
| ANNUAL TOTAL | | | \$83,500.92 |

VENDOR: GOODWILL KYOHVW

MONTHLY \$4,570.45 *6691.93*
ANNUAL: \$54,845.39 *80,303.14*

NOTES: Disposables and chemicals are supplied by the State of West Virginia. Vendor may use a crew to provide labor. Relief is baed on 5 vacation days, 5 sick days, and 6 holidays per year. Fringe benefits are based on 20% for workers and 12% for relief.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

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DIRECT COST ANALYSIS
 Hutington D.O.H. District Office
 P.O. Box 880
 Huntington 25701
 Phone 528-5630
 July 1, 1993 - June 30, 1994
 Contact Ivan Browning

| | Per Hour | Per Hour 20% Fringe | Per Month |
|------------|----------|------------------------|------------|
| Labor | | | |
| Supervisor | \$7.25 | \$1.45 | \$1,508.00 |
| Worker #1 | 5.00 | \$1.00 | \$1,040.00 |
| Worker #2 | 5.00 | \$1.00 | \$1,040.00 |
| Worker #3 | 5.00 | \$1.00 | \$1,040.00 |
| Worker #4 | 5.00 | \$1.00 | \$1,040.00 |

| | Included |
|-----------------------------|----------------|
| Stripping Crew | |
| | ----- |
| sub total | \$5,668.00 |
| Chemicals | D.O.H Supplied |
| Facility Equipment/Overhead | \$700.00 |
| 566.8 | |
| Supervisor Beeper | \$30.00 |
| Administrative Overhead | \$255.92 |
| | ----- |
| Month Total | \$6,653.92 |
| Annual Total | \$79,847.04 |

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

 Debra M. Bensey
 Director of Operations

Square footage 127289
 Cost per sq. ft. \$0.63

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: BUILDING 6
CAPITOL COMPLEX

DATES OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995
CONTACT: BILL ELSWICK
PHONE #: 558-1494

SQ. FT.: 199,000
COST PER SQ. FT.: BASIC \$0.75 DELUXE \$0.96

% OF DISABLED:

NOTE: SMALL BUSINESS IMPACT - NONE, SHAWNEE HILLS CURRENTLY DOING CONTRACT.

ANALYSIS:

| | Per Hour | Per Hour 20% Fringe | Per Month | |
|------------|----------|------------------------|------------|-----------------|
| Labor | | | | |
| Supervisor | \$5.00 | \$1.00 | \$1,040.00 | 40 hrs. per wk. |
| Relief | \$5.00 | \$0.60 | \$59.73 | |
| Worker #1 | 4.25 | \$0.85 | \$884.00 | 40 hrs. per wk. |
| Relief | \$4.25 | \$0.51 | \$50.77 | |
| Worker #2 | 4.25 | \$0.85 | \$884.00 | 40 hrs. per wk. |
| Relief | \$4.25 | \$0.51 | \$50.77 | |
| Worker #3 | 4.25 | \$0.85 | \$884.00 | 40 hrs. per wk. |
| Relief | \$4.25 | \$0.51 | \$50.77 | |
| Worker #4 | 4.25 | \$0.85 | \$884.00 | 40 hrs. per wk. |
| Relief | \$4.25 | \$0.51 | \$50.77 | |
| Worker #5 | 4.25 | \$0.85 | \$884.00 | 40 hrs. per wk. |
| Relief | \$4.25 | \$0.51 | \$50.77 | |
| Worker #6 | 4.25 | \$0.85 | \$884.00 | 40 hrs. per wk. |
| Relief | \$4.25 | \$0.51 | \$50.77 | |
| Worker #7 | 4.25 | \$0.85 | \$884.00 | 40 hrs. per wk. |
| Relief | \$4.25 | \$0.51 | \$50.77 | |
| Worker #8 | 4.25 | \$0.85 | \$884.00 | 40 hrs. per wk. |
| Relief | \$4.25 | \$0.51 | \$50.77 | |
| Worker #9 | 4.25 | \$0.85 | \$884.00 | 40 hrs. per wk. |
| Relief | \$4.25 | \$0.51 | \$50.77 | |
| Worker #10 | 4.25 | \$0.85 | \$442.00 | 20 hrs. per wk. |
| Relief | \$4.25 | \$0.51 | \$25.39 | |

BASIC

| | | |
|--------------|------------|---------------------|
| DIRECT LABOR | \$9,980.05 | |
| CHEMICALS | \$598.80 | 6% of direct labor |
| EQUIPMENT | \$399.20 | 4% of direct labor |
| OVERHEAD | \$998.01 | 10% of direct labor |
| WVAF | \$479.04 | 4% of total |

MONTHLY TOTAL \$12,455.10
ANNUAL TOTAL \$149,461.23

DELUXE

| | | |
|--------------|------------|---------------------|
| DIRECT LABOR | \$9,980.05 | |
| CHEMICALS | \$598.80 | 6% of direct labor |
| EQUIPMENT | \$399.20 | 4% of direct labor |
| OVERHEAD | \$998.01 | 10% of direct labor |
| FLOOR CARE | \$3,316.67 | |
| WVAF | \$611.71 | 4% of total |

MONTHLY TOTAL \$15,904.44
ANNUAL TOTAL \$190,853.23

*2/18/95
15%*

15%

VENDOR: SHAWNEE HILLS

| | BASIC | DELUXE |
|----------|--------------|--------------|
| MONTHLY: | \$11,976.06 | \$15,292.73 |
| ANNUAL: | \$143,712.72 | \$183,512.72 |

NOTES:

Disposables supplied by the State of WV.

Vendor may use a crew to provide labor.

Fringe benefits for workers based on 20%, on relief workers based on 12%. Relief based on 5 vacation days, 5 sick days and 6 holidays for a 40 hrs. a week worker.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

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DIRECT COST ANALYSIS

Building 6 Complex

Work to be Done by Shawnee Hills

~~July 1, 1993 - June 31, 1994~~

Approximate square footage

199000

Contact Miller/Gilchrist

| Labor | Per Hour | Per Hour 20% Fringe | Per Month |
|------------|----------|------------------------|------------|
| Supervisor | \$5.00 | \$1.00 | \$1,040.00 |
| Worker #1 | 4.25 | \$0.85 | \$884.00 |
| Worker #2 | 4.25 | \$0.85 | \$884.00 |
| Worker #3 | 4.25 | \$0.85 | \$884.00 |
| Worker #4 | 4.25 | \$0.85 | \$884.00 |
| Worker #5 | 4.25 | \$0.85 | \$884.00 |
| Worker #6 | 4.25 | \$0.85 | \$884.00 |
| Worker #7 | 4.25 | \$0.85 | \$884.00 |
| Worker #8 | 4.25 | \$0.85 | \$884.00 |
| Worker #9 | 4.25 | \$0.85 | \$884.00 |
| Worker #10 | 4.25 | \$0.85 | \$884.00 |
| Worker #11 | 4.25 | \$0.85 | \$884.00 |
| Worker #12 | 4.25 | \$0.85 | \$884.00 |

| | | |
|----------------------------------|-----------|--------------|
| Labor | sub total | \$11,648.00 |
| Chemicals | | \$750.00 |
| Facility Equipment/Overhead | | \$400.00 |
| Administrative Overhead | | \$511.92 |
| Monthly Total | | \$13,309.92 |
| Annual Total | | \$159,719.04 |
| Approximate Cost per square foot | | \$0.8026 |

CONSUMABLE SUPPLIES I.E. (TISSUE, SOAP ETC) NOT INCLUDED.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee

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for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

| | |
|-------------|--------------|
| Facility | Facility |
| Monthly | Annual |
| \$12,798.00 | \$153,576.00 |

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DIRECT COST ANALYSIS
 DHHR 7012 McCorkle (Medical Services)
 Work to be Done by Shawnee Hills
 Starting July 1, 1994 - June 30, 1995

| Labor | Per Hour | Per Hour 20% Fringe | Per Month | Annual |
|------------|----------|------------------------|------------|------------------|
| Supervisor | \$5.25 | \$1.05 | \$1,092.00 | 40 hrs. per week |
| Relief | 5.25 | 0.63 | 62.72 | |
| Worker #1 | 4.25 | 0.85 | 773.50 | 40 hrs. per week |
| Relief | 4.25 | 0.51 | 50.77 | |

1 worker to wash windows, mow, and trim shrubery.

| | | | |
|---------------|-------|-------------|--------|
| | ----- | 1978.99 | |
| CHEMICALS | | 118.74 | |
| EQUIPMENT | | 79.16 | |
| OVERHEAD | | 197.90 | |
| WVARF FEE | | 94.99 | |
| | ----- | | |
| MONTHLY TOTAL | | \$2,469.78 | |
| ANNUAL TOTAL | | \$29,637.35 | \$1.48 |

Chairman:
CRAIG A. GREENING
Members:
G. J. HUMPHREYS
DENNIS C. MILLER
JOHN L. PARKER
DIANA STOUT
EVERETTE SULLIVAN

**Committee for the
Purchase of Commodities and Services
from the Handicapped**

ROOM E-108
STATE CAPITOL BUILDING
CHARLESTON, WEST VIRGINIA 25305-0139

Ex Officio Members:
DICK ESTILL
Executive Secretary
DANNY MYERS
Executive Director
West Virginia Association
Rehabilitation
Facilities

PURCHASING AGENCY
NOTIFICATION OF FAIR MARKET PRICE DETERMINATION

TO: Dan Miller, WV Dept. of Finance and Administration
Buck Satterfield, DHHR

RE: Committee Establishment of Fair Market Price
DHHR 7012 MacCorkle Avenue

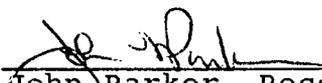
DATE: 4/28/92

The Committee met on 4/21/92 and upon majority vote established the following fair market price for the above contract.

The Committee hereby approves an agreement between the State of West Virginia and the West Virginia Association of Rehabilitation Facilities, Inc. (Central Non Profit Agency) to provide janitorial services at the above location at the fair market prices of \$30,883.68 annually or \$2,573.64 monthly. The Central Non Profit Agency will subcontract with a work center provider (Sheltered Workshop) approved by the Committee to perform the services required by the contract.

This fair market rate is established for the period of one year commencing upon July 1, 1992 and ending upon June 30, 1993.

If you have any questions feel free to call WVARF (the Central Non Profit Agency) at 766-4894 or me at 766-4670. Thank you for utilizing the services of West Virginia's disabled citizens.


John Parker, Recorder



West Virginia Association of Rehabilitation Facilities, Inc.

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DIRECT COST ANALYSIS

DHHR 7012 McCorkle
Work to be Done by Shawnee Hills
Starting July 1, 1992

| Labor | Per Hour | Per Hour 20% Fringe | Per Month | Annual | Time |
|---|----------|------------------------|------------|--------|------------------|
| Supervisor | \$5.00 | \$1.00 | \$1,040.00 | | (40 hours week) |
| Worker #1 | \$4.25 | \$0.85 | \$884.00 | | (40 hours week) |
| Worker #2 | \$4.25 | \$0.85 | \$110.50 | | (10 hours week) |
| # 2 worker to wash windows, mow, and trim shrubery. | | | | | 26 Weeks a year) |
| sub total | | | \$2,034.50 | | |

Facility Overhead @ 15% \$305.18

| | |
|----------------|-------------|
| WVARE COSTS | \$2,339.68 |
| With WVARF Fee | \$2,573.64 |
| Annual Charge | \$30,883.68 |

All Chemicals Supplies and Equipment supplied by DHHR
This statement is based on service for 5 days a week, supervisor 8 hours
and 1 worker 8 hours for 52 weeks, 1 yard worker 2 hours for 26 weeks).

Debra M. Bensey

Debra M. Bensey
Director of Operations

Chairman:
CRAIG A. GREENING
Members:
G. J. HUMPHREYS
DENNIS C. MILLER
JOHN L. PARKER
DIANA STOUT
EVERETTE SULLIVAN

**Committee for the
Purchase of Commodities and Services
from the Handicapped**

ROOM E-108
STATE CAPITOL BUILDING
CHARLESTON, WEST VIRGINIA 25305-0139

Ex Officio Members:
DICK ESTILL
Executive Secretary
DANNY MYERS
Executive Director
West Virginia Association
Rehabilitation
Facilities

PURCHASING AGENCY
NOTIFICATION OF FAIR MARKET PRICE DETERMINATION

TO: Dan Miller, WV Dept. of Finance and Administration
Buck Satterfield, DHHR

RE: Committee Establishment of Fair Market Price
DHHR 7012 MacCorkle Avenue

DATE: 4/28/92

The Committee met on 4/21/92 and upon majority vote established the following fair market price for the above contract.

The Committee hereby approves an agreement between the State of West Virginia and the West Virginia Association of Rehabilitation Facilities, Inc. (Central Non Profit Agency) to provide janitorial services at the above location at the fair market prices of \$30,883.68 annually or \$2,573.64 monthly. The Central Non Profit Agency will subcontract with a work center provider (Sheltered Workshop) approved by the Committee to perform the services required by the contract.

This fair market rate is established for the period of one year commencing upon July 1, 1992 and ending upon June 30, 1993.

If you have any questions feel free to call WVARF (the Central Non Profit Agency) at 766-4894 or me at 766-4670. Thank you for utilizing the services of West Virginia's disabled citizens.


John Parker, Recorder

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DIRECT COST ANALYSIS
 DHHR 7012 McCorkle
 Work to be Done by Shawnee Hills
 Starting July 1, 1992

| Labor | Per Hour | Per Hour 20% Fringe | Per Month | Annual | Time |
|---|----------|------------------------|------------|--------|------------------|
| Supervisor | \$5.00 | \$1.00 | \$1,040.00 | | (40 hours week) |
| Worker #1 | 4.25 | \$0.85 | \$884.00 | | (40 hours week) |
| Worker #2 | 4.25 | \$0.85 | \$110.50 | | (10 hours week) |
| # 2 worker to wash windows, mow, and trim shrubery. | | | | | 26 Weeks a year) |
| | | | ----- | | |
| sub total | | | \$2,034.50 | | |

Facility Overhead @ 15% 305.18

WVAF COSTS \$2,339.68
 With WVAF Fee \$2,573.64
 Annual Charge \$30,883.68

All Chemicals Supplies and Equipment supplied by DHHR
 This statement is based on service for 5 days a week, supervisor 8 hours
 and 1 worker 8 hours for 52 weeks, 1 yard worker 2 hours for 26 weeks).

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William M. Busey

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: Air Quality Control

 Wheeling, WV

DATES OF CONTRACT:

CONTRACT: Nadine
PHONE: 558-4022

SQ. FT.: 1,734.00
COST PER SQ. FT.: \$1.29

% OF DISABLED ON CONTRACT:

SMALL BUSINESS IMPACT: None, They had no service before contacting
WVARF.

ANALYSIS:

| | Per Hour | Per Hour | Per Month | |
|------------|--------------|------------|------------|---------------------|
| Labor | | 20% Fringe | | |
| Supervisor | \$5.00 | \$1.00 | 52.00 | 2 hrs. per week |
| Supervisor | \$5.00 | \$0.60 | 2.91 | |
| Worker #1 | 4.50 | \$0.90 | 46.80 | 2 hrs. per week |
| Worker #1 | 4.50 | \$0.54 | 2.62 | |
| | | | ----- | |
| | DIRECT LABOR | | \$104.33 | |
| | CHEMICALS | | 10.00 | minimum |
| | EQUIPMENT | | 10.00 | minimum |
| | OVERHEAD | | 26.08 | 25% of direct labor |
| | FLOOR CARE | | 28.90 | |
| | WVARF FEE | | 7.17 | 4% of total |
| | | | ===== | |
| | MONTH TOTAL | | \$186.48 | |
| | ANNUAL TOTAL | | \$2,237.76 | |

VENDOR: WATCH
MONTHLY: \$179.31
ANNUAL: \$2,151.75

NOTES: Disposables supplied by the State of WV.
Vendor may use a crew to provide labor.
Fringe benefits for workers based on '20%, on relief workers based on 12%. Relief based on 5 vacation days, 5 sick days and 6 holidays for a 40 hr. a week worker.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: HOLLY GROVE MANSION
CAPITOL COMPLEX

DATES OF CONTRACT: ~~JULY 1, 1994~~ - ~~JUNE 30, 1995~~
CONTACT: BILL ELSWICK
PHONE# 558-1494

SQ. FT. - 7,400
COST PER SQ. FT. - \$0.82

%OF DISABLED:

NOTE: SMALL BUSINESS IMPACT - NONE. SHAWNEE HILLS CURRENTLY DOING CONTRACT.

ANALYSIS:

| | Per Hour | Per Hour | Per Month |
|------------|----------|---------------|---------------------------|
| Labor | | | |
| Supervisor | \$5.00 | \$1.00 | \$208.00 8 hrs. per wk. |
| | 5.00 | \$0.60 | \$11.95 |
| Worker #1 | 4.25 | \$0.85 | \$176.80 8 hrs. per wk. |
| | 4.25 | \$0.51 | \$10.15 |
| | | | ----- |
| | | DIRECT LABOR | \$406.90 |
| | | CHEMICALS | 24.41 6% of direct labor |
| | | EQUIPMENT | 16.28 4% of direct labor |
| | | OVERHEAD | 40.69 10% of direct labor |
| | | WVAF FEE | \$19.53 4% of total |
| | | | ----- |
| | | MONTHLY TOTAL | \$507.81 |
| | | ANNUAL TOTAL | \$6,093.73 |

VENDOR: SHAWNEE HILLS

MONTHLY: \$488.28
ANNUAL: \$5,859.36

NOTES:

Disposables supplied by the State of WV.
Vendor may use a crew to provide labor.
Fringe benefits for workers based on 20%, on relief workers based on 12%. Relief based on 5 vacation days, 5 sick days and 6 holidays for a 40 hr. a week worker.

WVAF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

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DIRECT COST ANALYSIS

Old Holly Grove Mansion

Work to be Done by Shawnee Hills

~~7/17/93~~ = 6/30/94

Approximate square footage

7400

Contact Dan Gilchrist

| Labor | Per Hour | Per Hour 15.5% Fringe | Per Month | |
|--------------------|----------|--------------------------|-------------|-----------------|
| Supervisor | \$5.00 | \$0.78 | \$375.70 | 3 hours per day |
| Worker #1 | 4.25 | \$0.66 | \$319.15 | 3 hours per day |
| sub total | | | \$694.85 | |
| Chemicals | | | 40.00 | |
| Equipment | | | 100.00 | |
| Administration | | | \$33.39 | |
| Total per Mo Month | | | \$868.24 | |
| Total Per Year | | | \$10,418.93 | |

This Contract is Bid at cost i.e. without Profit.

Disposables supplied by State of WV. This quote is based on 6 man hours per day X 5 days. Vendor may use a crew to provide labor.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

\$1.41 Cost per sq. ft.

| | |
|----------|-------------|
| Facility | Facility |
| Monthly | Annual |
| \$834.85 | \$10,018.20 |

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COMMITTEE FOR THE PURCHASE OF COMMODITIES AND
SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: DIVISION OF REHABILITATION
SUMMERSVILLE, WV

DATES OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995
CONTACT: DAVID GARDNER
PHONE: 766-4621

SQ. FT. 1636
COST PER SQ. FT. \$0.81

% OF DISABLED: *****

NOTE: SMALL BUSINESS IMPACT - NONE, DEVELOPMENTAL CENTER HAS BEEN DOING THIS CONTRACT.

Analysis:

| Labor | Per Hour | Per Hour 20% Fringe | Per Month |
|------------|----------|------------------------|-----------|
| Supervisor | \$5.50 | \$1.10 | \$51.48 |
| Relief | \$5.50 | \$0.66 | \$2.94 |
| Worker #1 | 4.25 | \$0.85 | \$39.78 |
| Relief | 4.25 | \$0.51 | \$2.27 |

| | | |
|--------------|---------|---------------------|
| | ----- | |
| DIRECT LABOR | \$96.47 | |
| CHEMICALS | | customer supplied |
| EQUIPMENT | | customer supplied |
| OVERHEAD | 9.65 | 10% of direct labor |
| FLOOR CARE | | customer supplied |
| WVARF | 4.24 | 4% of total |
| | ----- | |

| | |
|---------------|------------|
| Monthly Total | \$110.36 |
| Annual Total | \$1,324.34 |

VENDOR: NICHOLAS COUNTY SHELTERED WORKSHOP

MONTHLY: \$106.12
ANNUAL: \$1,273.40

NOTES: Disposables and chemicals supplied by the State of West Virginia. Vendor may use a crew to provide labor. Relief is based on 5 vacation days, 5 sick days, and 6 holidays per year. Fringe benefits are based on 20% for workers and 12% for relief.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

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DIRECT COST ANALYSIS
 DRS Summersville
 Work to be Done by Nicholas County Sheltered Workshop
 July 1, 1993 - June 30, 1994
 Approximate sq. ft. 1636

| Labor | Per Hour | Per Hour 20% Fringe | Per Month |
|-------------------------|----------|------------------------|------------|
| Supervisor | \$5.50 | \$1.10 | \$57.20 |
| Worker #1 | 4.50 | \$0.90 | \$46.80 |
| | | | ----- |
| sub total | | | \$104.00 |
| Administrative Overhead | | | 4.16 |
| | | | ----- |
| Monthly Total | | | \$108.16 |
| Annual Total | | | \$1,297.92 |

Chemicals and Equipment will be supplied by Division of Rehabilitation
 Disposables supplied by State of WV. This quote is based on 2 man hrs.
 per day X 2 days. Vendor may use a crew to provide labor.

WVRF agrees to provide services for the above amount pending final
 determination of the "fair market price" by the Governor's Committee
 for the Purchase of Commodities and Services from the Handicapped.

 Debra M. Bensey
 Director of Operations

Cost Per Sq. Ft. 0.7933

| | |
|----------|------------|
| Facility | Facility |
| Monthly | Annual |
| \$104.00 | \$1,248.00 |

=====

COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: DIVISION OF REHABILITATION
KEYSER, WV

DATES OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995
CONTACT: DAVID GARDNER
PHONE: 766-4621

SQ. FT. 1800
COST PER SQ. FT. \$1.89

% OF DISABLED:

NOTE: SMALL BUSINESS IMPACT - NONE, DEVELOPMENTAL CENTER HAS BEEN DOING
THIS CONTRACT.

ANALYSIS:

| | Per Hour | Per Hour 20% Fringe | Per Month | |
|-------------------------|----------|------------------------|------------|---------------------|
| Labor | | | | |
| Supervisor | \$5.85 | \$1.17 | \$76.05 | 2.5 hrs. per week |
| Relief | \$5.85 | \$0.70 | \$4.26 | |
| Worker #1 | \$4.75 | \$0.95 | \$61.75 | 2.5 hrs. per week |
| Relief | \$4.75 | \$0.57 | \$3.46 | |
| | | | ----- | |
| Direct labor | | | \$145.52 | |
| Chemicals | | | 10.00 | minimum |
| Equipment | | | 10.00 | minimum |
| Overhead | | | 36.38 | 25% of direct labor |
| Outside Windows 2x12 | | | 20.00 | |
| Clean Carpet 2x12 | | | 30.00 | |
| Wash outside walls 1x12 | | | 20.00 | |
| WVARF | | | 10.88 | 4% of total |
| | | | ----- | |
| Monthly Total | | | \$282.78 | |
| Annual Total | | | \$3,393.31 | |

VENDOR: DEVELOPMENTAL CENTER

MONTHLY: \$271.90
ANNUAL: \$3,262.80

NOTES: Disposables supplied by the State of West Virginia.
Vendor may use a crew to provide labor. Relief is based on 5 vacation days, 5 sick days, and 6 holidays per year. Fringe benefits are based on 20% for workers and 12% for relief.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

DIRECT COST ANALYSIS

DRS Keyser
 Work to be Done by Developmental Center
 July 1, 1993 - June 30, 1994
 Approximate sq. ft. 1800

| Labor | Per Hour | Per Hour 20% Fringe | Per Month |
|----------------------------|----------|------------------------|------------|
| Supervisor | \$5.50 | \$1.10 | \$71.50 |
| Worker #1 | 4.25 | \$0.85 | \$66.30 |
| sub total | | | \$137.80 |
| Chemicals | | | 41.75 |
| Equipment | | | 33.00 |
| Outside Windows 2xyr /12 | | | 12.15 |
| Clean Carpet 2xyr /12 | | | 32.66 |
| Wash outside walls 1xyr/12 | | | 15.46 |
| Administrative Overhead | | | 10.78 |
| Monthly Tootal | | | \$283.60 |
| Annual Total | | | \$3,403.20 |

Disposables supplied by State of WV. This quote is based on 1.1 man hrs. per day X 5 days. Vendor may use a crew to provide labor.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
 Director of Operations

| | |
|------------------|------------|
| Cost per sq. ft. | 1.89 |
| Facility Monthly | \$272.82 |
| Facility Annual | \$3,273.84 |

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DIRECT COST ANALYSIS

DRS Martinsburg
 Work to be Done by EPTC
 July 1, 1994 - ~~June 30, 1994~~
 Approximate sq. ft.

4100

| Labor | Per Hour | Per Hour 20% Fringe | Per Month | |
|-------------------------|----------|------------------------|----------------|----------------|
| Supervisor | \$5.50 | \$1.10 | \$114.40 | 4 HOURS PR. WK |
| Worker #1 | 4.25 | \$0.85 | \$88.40 | 4 HOURS PR. WK |
| | | | ----- | |
| | | | sub total | \$202.80 |
| Chemicals | | | | 31.75 |
| Equipment | | | | 54.00 |
| | | | | ----- |
| Administrative Overhead | | | | 11.54 |
| | | | | ----- |
| | | | Monthly Tootal | \$300.09 |
| | | | Annual Total | \$3,601.08 |

Disposables supplied by State of WV. This quote is based on 4 man hrs. per day X 2 days. Vendor may use a crew to provide labor.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

 Debra M. Bensey
 Director of Operations

| | | | |
|------------------|--------|----------|------------|
| Cost Per Sq. Ft. | 0.8783 | | |
| | | Facility | Facility |
| | | Monthly | Annual |
| | | \$288.55 | \$3,462.60 |

=====

COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: DIVISION OF REHABILITATION
MULLINS, WV

DATES OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995
CONTACT: DAVID GARDNER
PHONE: 766-4621

SQ. FT. 1512
COST PER SQ. FT. \$0.86
% OF DISABLED:

NOTE: SMALL BUSINESS IMPACT - NONE, WYOMING COUNTY HAS BEEN DOING
THIS CONTRACT.

ANALYSIS:

| | Per Hour | Per Hour 20% Fringe | Per Month |
|------------|----------|------------------------|---------------|
| Labor | | | |
| Supervisor | \$5.00 | \$1.00 | \$39.00 |
| Relief | 5.00 | 0.60 | 2.24 |
| Worker #1 | 4.25 | 0.85 | 33.15 |
| Relief | 4.25 | 0.51 | 1.90 |
| | | | ----- |
| | | DIRECT LABOR | \$74.39 |
| | | CHEMICALS | 10.00 minimum |
| | | EQUIPMENT | 10.00 minimum |
| | | OVERHEAD | 10.00 minimum |
| | | WVARF FEE | 4.18 |
| | | | ----- |
| | | MONTH TOTAL | \$108.57 |
| | | ANNUAL TOTAL | \$1,302.79 |

VENDOR: WYOMING COUNTY SHELTERED WORKSHOP

MONTHLY: \$104.39
ANNUAL: \$1,252.68

NOTES: Disposables supplied by the State of West Virginia.
Vendor may use a crew to provide labor. Relief is based on 5 vacation days, 5 sick days, and 6 holidays per year. Fringe benefits are based on 20% for workers and 12% for relief.

It is required that trash be picked up on Wednesday along with general clean up. Work has to be done after 4:45 p.m.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

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VENDOR: SHAWNEE HILLS

| | | | |
|----------|------------|----------|-------------|
| | BASIC | | DELUXE |
| MONTHLY: | \$759.64 | MONTHLY: | \$946.30 |
| ANNUAL: | \$9,115.63 | ANNUAL: | \$11,355.63 |

NOTES:

Disposables supplied by State of WV.
 Vendor may use a crew to provide labor.
 Stripping/Waxing and Carpet Cleaning figure is derived by square footage times .10 cents twice a year, then divided by twelve.
 Fringe benefits for workers based on 20%, on relief workers based on 12%. Relief based on 5 vacation days, 5 sick days and 6 holidays for a 40 hr. a week worker.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

 Debra M. Bensey
 Director of Operations

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DIRECT COST ANALYSIS

DRS Mullins
 Work to be Done by Wyoming County Sheltered Workshop
 August 1, 1993 - June 30, 1994
 Approximate sq. ft. 1512

| Labor | Per Hour | Per Hour 20% Fringe | Per Month |
|-------------------------|----------|------------------------|-----------|
| Supervisor | \$5.50 | \$1.10 | \$28.60 |
| Worker #1 | 4.50 | \$0.90 | \$23.40 |
| | | | ----- |
| sub total | | | \$52.00 |
| Chemicals/Equip | | | 25.92 |
| Administrative Overhead | | | 2.08 |
| | | | ----- |
| Monthly Totaltotal | | | \$80.00 |
| Annual Total | | | \$960.00 |

3.2

Disposables supplied by State of WV. This quote is based on 1 man hr. times 2 days per week. It is required that trashed be picked up on Wednesdays along with a general clean up. Work is to be done after 4:45 p.m.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

 Debra M. Bensey
 Director of Operations

Cost Per Sq. Ft. 0.6349

Facility Facility

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: DIVISION OF REHABILITATION
LOGAN

DATES OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995
CONTACT: DAVID GARDNER
PHONE: 766-4621

SQ. FT. 1750
COST PER SQ. FT. \$1.89
% OF DISABLED:

NOTE: SMALL BUSINESS IMPACT - NONE, WYOMING COUNTY HAS BEEN DOING
THIS CONTRACT.

ANALYSIS:

| Labor | Per Hour | Per Hour 20% Fringe | Per Month | |
|------------|----------|------------------------|------------|---------------------|
| Supervisor | \$5.50 | \$1.10 | \$107.25 | 3.75 hrs. per week |
| | 5.50 | \$0.66 | \$5.13 | |
| Worker #1 | 4.25 | \$0.85 | \$82.88 | 3.75 hrs. per week |
| | 4.25 | \$0.51 | \$3.97 | |
| | | | ----- | |
| | | DIRECT LABOR | 199.23 | |
| | | CHEMICALS | 11.95 | 6% of direct labor |
| | | EQUIPMENT | 10.00 | minimum |
| | | OVERHEAD | 19.92 | 10% of direct labor |
| | | FLOOR CARE | 24.79 | |
| | | WVARF FEE | 9.64 | 4% of total |
| | | | ----- | |
| | | MONTH TOTAL | \$275.54 | |
| | | ANNUAL TOTAL | \$3,306.51 | |

VENDOR: WYOMING COUNTY SHELTERED WORKSHOP

MONTHLY: \$265.90
ANNUAL: \$3,190.78

NOTES: Disposables supplied by the State of West Virginia.
Vendor may use a crew to provide labor. Relief is based on 5 vacation days, 5 sick days, and 6 holidays per year. Fringe benefits are based on 20% for workers and 12% for relief.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

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DIRECT COST ANALYSIS

DRS Logan

Work to be Done by Wyoming County Sheltered Workshop

August 1, 1993 - June 30, 1994

Approximate sq. ft. 1750

| Labor | Per Hour | Per Hour 20% Fringe | Per Month |
|-------------------------|----------|------------------------|------------|
| Supervisor | \$5.50 | \$1.10 | \$107.25 |
| Worker #1 | 4.25 | \$0.85 | \$82.88 |
| | | | ----- |
| sub total | | | \$190.13 |
| Chemicals | | | 41.75 |
| Equipment | | | 33.00 |
| Administrative Overhead | | | 10.5952 |
| | | | ----- |
| Monthly Totaltotal | | | \$275.48 |
| Annual Total | | | \$3,305.70 |

Disposables supplied by State of WV. This quote is based on 1.5 man hrs. per day X 5 days. Vendor may use a crew to provide labor.

WVAREF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

Cost per sq. ft. 1.89

| | |
|----------|------------|
| Facility | Facility |
| Monthly | Annual |
| \$231.88 | \$2,782.56 |

=====

**Committee for the
Purchase of Commodities and Services
from the Handicapped**

Room E-102
State Capitol Building
Charleston, West Virginia 25305-0139

PURCHASING AGENCY
NOTIFICATION OF FAIR MARKET PRICE DETERMINATION

TO: Dave Gardner
DRS

RE: Committee Establishment of Fair Market Price
Janitorial Services at: Keyser, Logan, Martinsburg,
Mullins, and Summersville

DATE: 6/7/94

The Committee met on 6/02/94 and upon majority vote established the following fair market prices for the above contracts.

The Committee hereby approves an agreement between the State of West Virginia and the West Virginia Association of Rehabilitation Facilities, Inc. (Central Non Profit Agency) to provide janitorial services at the above locations at the fair market prices of:

| OFFICE | MONTHLY | ANNUAL |
|--------------|----------|-------------|
| Keyser | \$282.78 | \$3,393.31 |
| Logan | \$275.54 | \$3,306.51 |
| Martinsburg | \$300.09 | \$3,601.08. |
| Mullins | \$108.57 | \$1,302.79 |
| Summersville | \$110.36 | \$1,324.34 |

The CNA (Central Non Profit Agency) will subcontract with a work center provider (Sheltered Workshop) approved by the Committee to perform the services required by the contracts.

This fair market rate is established to begin on July 1, 1994 and ending on June 30, 1995.

If you have any questions feel free to call WVARF (the Central Non Profit Agency) at 766-4894 or me at 766-4670. Thank you for utilizing the services of West Virginia's disabled citizens.

John Parker, Recorder

Chairman: Craig A. Greening
Members: David L. Dickirson, Q.J. Humphreys, John L. Parker, Diana Stout, Everette Sullivan
Ex Officio Members: Dick Estill, Executive Secretary
Danny Myers, Executive Director, West Virginia Association of Rehabilitation Facilities

WEST VIRGINIA ASSOCIATION OF

WVAREF

REHABILITATION FACILITIES, INC.

P.O. Box 745
Institute, WV 25112
304-766-4894 (Phone)
304 766-4607 (Fax)

JANITORIAL SERVICE AGREEMENT

VENDOR: WVARF
WORK PERFORMED BY: DEVELOPMENTAL CENTER

CONTRACT SITE: DIVISION OF REHABILITATION
KEYSER

CUSTOMER CONTACT: DAVID GARDNER
PHONE #: 766-4621

PERIOD OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995

SQ. FT. SERVICED: 1,800
MONTHLY COST: \$282.78
ANNUAL COST: \$3,393.36

COST PER SQ. FT. \$1.89

NOTES:

Disposables supplied by the State of West Virginia.
Vendor may use a crew to provide labor.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Accepted by:

Debra M. Bensey
Director of Operations
June 3, 1994

Name

Agency

Title

Date

WEST VIRGINIA ASSOCIATION OF

WVAREF

REHABILITATION FACILITIES, INC.

P.O. Box 745
Institute, WV 25112
304-766-4894 (Phone)
304 766-4607 (Fax)

JANITORIAL SERVICE AGREEMENT

VENDOR: WVARF
WORK PERFORMED BY: WYOMING COUNTY SHELTERED WORKSHOP

CONTRACT SITE: DIVISION OF REHABILITATION
LOGAN

CUSTOMER CONTACT: DAVID GARDNER
PHONE #: 766-4621

PERIOD OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995

SQ. FT. SERVICED: 1,750
MONTHLY COST: \$275.54
ANNUAL COST: \$3,306.48

COST PER SQ. FT. \$1.89

NOTES:

Disposables supplied by the State of West Virginia.
Vendor may use a crew to provide labor.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Accepted by: _____
Name

Agency

Title

Date

Debra M. Rensley
Director of Operations
June 3, 1994

WEST VIRGINIA ASSOCIATION OF

WVARE

REHABILITATION FACILITIES, INC.

P.O. Box 745
Institute, WV 25112
304-766-4894 (Phone)
304 766-4607 (Fax)

JANITORIAL SERVICE AGREEMENT

VENDOR: WWARE
WORK PERFORMED BY: EPTC

CONTRACT SITE: DIVISION OF REHABILITATION
MARTINSBURG
CUSTOMER CONTACT: DAVID GARDNER
PHONE #: 766-4621

PERIOD OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995

SQ. FT. SERVICED: 4,100
MONTHLY COST: \$300.09
ANNUAL COST: \$3,601.08

COST PER SQ. FT. \$0.88

NOTES:

Disposables supplied by the State of West Virginia.
Vendor may use a crew to provide labor.

WVARE agrees to provide services for the above amount pending final
determination of the "fair market price" by the Governor's
Committee for the Purchase of Commodities and Services from the
Handicapped.

Accepted by:

Debra M. Bensey
Director of Operations
June 3, 1994

Name

Agency

Title

Date

WEST VIRGINIA ASSOCIATION OF

WVAREF

REHABILITATION FACILITIES, INC.

P.O. Box 745
Institute, WV 25112
304-766-4894 (Phone)
304 766-4607 (Fax)

JANITORIAL SERVICE AGREEMENT

VENDOR: WVARF
WORK PERFORMED BY: WYOMING COUNTY SHELTERED WORKSHOP

CONTRACT SITE: DIVISION OF REHABILITATION
MULLINS

CUSTOMER CONTACT: DAVID GARDNER
PHONE #: 766-4621

PERIOD OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995

SQ. FT. SERVICED: 1,512

MONTHLY COST: \$108.57

ANNUAL COST: \$1,302.84

COST PER SQ. FT. \$0.86

NOTES:

Disposables supplied by the State of West Virginia.
Vendor may use a crew to provide labor.

WVAREF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Accepted by:

Debra M. Fensey
Director of Operations
June 3, 1994

Name

Agency

Title

Date

WEST VIRGINIA ASSOCIATION OF

WVAREF

REHABILITATION FACILITIES, INC.

P.O. Box 745
Institute, WV 25112
304-766-4894 (Phone)
304 766-4607 (Fax)

JANITORIAL SERVICE AGREEMENT

VENDOR: WVARF
WORK PERFORMED BY: NICHOLAS COUNTY SHELTERED WORKSHOP

CONTRACT SITE: DIVISION OF REHABILITATION
SUMMERSVILLE

CUSTOMER CONTACT: DAVID GARDNER
PHONE #: 766-4621

PERIOD OF CONTRACT: JULY 1, 1994 - JUNE 30, 1995

SQ. FT. SERVICED: 1,636
MONTHLY COST: \$110.36
ANNUAL COST: \$1,324.32

COST PER SQ. FT. \$0.81

NOTES:

Disposables supplied by the State of West Virginia.
Vendor may use a crew to provide labor.

WVAREF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Accepted by:

Debra H. Bensey
Director of Operations
June 3, 1994

Name

Agency

Title

Date

**Committee for the
Purchase of Commodities and Services
from the Handicapped**

Room E-102
State Capitol Building
Charleston, West Virginia 25305-0139

WORK CENTER SUBCONTRACTOR
NOTIFICATION OF FAIR MARKET PRICE DETERMINATION

TO: David Fritsch
Developmental Center

RE: Committee Establishment of Fair Market Price
Janitorial Services
DRS

DATE: 6/07/94

Congratulations, the Governor's Committee met on 6/2/94 and approved a contract between the Central Non Profit Agency (WVARF) and the State of West Virginia to provide janitorial services at the above named locations. WVARF has named you as the sub-contracting work center provider. The State agency has agreed for you to begin services at the date below.

The fair market price approved by the committee includes payments of \$271.90 per month or \$3,262.80 annually for the above named contract.

This fair market rate is established for the period beginning July 1, 1994 and ending June 30, 1995.

If you have any questions feel free to call WVARF (the Central Non Profit Agency) at 766-4894 or me at 766-4670. Thank you for utilizing the services of West Virginia's disabled citizens.

John Parker, Recorder

Chairman: **Craig A. Greening**
Members: **David L. Dickirson, Q.J. Humphreys, John L. Parker, Diana Stout, Everette Sullivan**
Ex Officio Members: **Dick Estill**, Executive Secretary
Danny Myers, Executive Director, West Virginia Association of Rehabilitation Facilities

**Committee for the
Purchase of Commodities and Services
from the Handicapped**

Room E-102
State Capitol Building
Charleston, West Virginia 25305-0139

WORK CENTER SUBCONTRACTOR
NOTIFICATION OF FAIR MARKET PRICE DETERMINATION

TO: Earl Smith
Wyoming County Sheltered Workshop

RE: Committee Establishment of Fair Market Price
Janitorial Services
DRS - Logan and Mullins

DATE: 6/07/94

Congratulations, the Governor's Committee met on 6/2/94 and approved contracts between the Central Non Profit Agency (WVARF) and the State of West Virginia to provide janitorial services at the above named locations. WVARF has named you as the sub-contracting work center provider. The State agency has agreed for you to begin services at the date below.

The fair market price approved by the committee includes payments of \$265.90 per month or \$3,190.78 annually for the DRS office in Logan. Also, included is \$104.39 per month or \$1,252.68 annually for the DRS office in Mullins.

This fair market rate is established for the period beginning July 1, 1994 and ending June 30, 1995.

If you have any questions feel free to call WVARF (the Central Non Profit Agency) at 766-4894 or me at 766-4670. Thank you for utilizing the services of West Virginia's disabled citizens.

John Parker, Recorder

Chairman: **Craig A. Greening**
Members: **David L. Dickirson, Q.J. Humphreys, John L. Parker, Diana Stout, Everette Sullivan**
Ex Officio Members: **Dick Estill**, Executive Secretary
Danny Myers, Executive Director, West Virginia Association of Rehabilitation Facilities

**Committee for the
Purchase of Commodities and Services
from the Handicapped**

Room E-102
State Capitol Building
Charleston, West Virginia 25305-0139

WORK CENTER SUBCONTRACTOR
NOTIFICATION OF FAIR MARKET PRICE DETERMINATION

TO: Zane Kesecker
EPTC

RE: Committee Establishment of Fair Market Price
Janitorial Services
DRS

DATE: 6/07/94

Congratulations, the Governor's Committee met on 6/2/94 and approved a contract between the Central Non Profit Agency (WVARF) and the State of West Virginia to provide janitorial services at the above named locations. WVARF has named you as the sub-contracting work center provider. The State agency has agreed for you to begin services at the date below.

The fair market price approved by the committee includes payments of \$288.55 per month or \$3,462.60 annually for the above named contract.

This fair market rate is established for the period beginning July 1, 1994 and ending June 30, 1995.

If you have any questions feel free to call WVARF (the Central Non Profit Agency) at 766-4894 or me at 766-4670. Thank you for utilizing the services of West Virginia's disabled citizens.

John Parker, Recorder

Chairman: **Craig A. Greening**
Members: **David L. Dickirson, Q.J. Humphreys, John L. Parker, Diana Stout, Everette Sullivan**
Ex Officio Members: **Dick Estill, Executive Secretary**
Danny Myers, Executive Director, West Virginia Association of Rehabilitation Facilities

**Committee for the
Purchase of Commodities and Services
from the Handicapped**

Room E-102
State Capitol Building
Charleston, West Virginia 25305-0139

WORK CENTER SUBCONTRACTOR
NOTIFICATION OF FAIR MARKET PRICE DETERMINATION

TO: Jim Gamble
Sheltered Workshop of Nicholas County

RE: Committee Establishment of Fair Market Price
Janitorial Services
DRS

DATE: 6/07/94

Congratulations, the Governor's Committee met on 6/2/94 and approved a contract between the Central Non Profit Agency (WVARF) and the State of West Virginia to provide janitorial services at the above named locations. WVARF has named you as the sub-contracting work center provider. The State agency has agreed for you to begin services at the date below.

The fair market price approved by the committee includes payments of \$106.12 per month or \$1,273.40 annually for the above named contract.

This fair market rate is established for the period beginning July 1, 1994 and ending June 30, 1995.

If you have any questions feel free to call WVARF (the Central Non Profit Agency) at 766-4894 or me at 766-4670. Thank you for utilizing the services of West Virginia's disabled citizens.

John Parker, Recorder

Chairman: **Craig A. Greening**
Members: **David L. Dickirson, Q.J. Humphreys, John L. Parker, Diana Stout, Everette Sullivan**
Ex Officio Members: **Dick Estill**, Executive Secretary
Danny Myers, Executive Director, West Virginia Association of Rehabilitation Facilities

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: EMPLOYMENT SECURITY
734 4th Avenue
Huntington, WV

DATES OF CONTRACT: July 1, 1994 - June 30, 1995

CONTACT: Eve Hardman
PHONE #

SQ. FT. 6,160 BASIC DELUXE
COST PER SQ. FT. \$0.90 \$1.10
%OF DISABLED

=====

SMALL BUSINESS IMPACT: GOODWILL CURRENTLY HAS CONTRACT.

=====

ANALYSIS:

| Labor | Per Hour | Per Hour 20% Fringe | Per Month |
|------------|----------|------------------------|--------------------------|
| Supervisor | \$5.00 | \$1.00 | \$156.00 6 hrs. per week |
| Relief | \$5.00 | \$0.60 | \$44.89 |
| Worker #1 | 4.25 | \$0.85 | \$132.60 6 hrs. per week |
| Relief | 4.25 | \$0.51 | \$38.16 |

| | |
|--------------|---------------------------|
| DIRECT LABOR | \$371.65 |
| CHEMICALS | 22.30 6% of direct labor |
| EQUIPMENT | 14.87 4% of direct labor |
| OVERHEAD | 37.17 10% of direct labor |
| WVARF | 17.84 4% of total |
| ----- | |
| Total | \$463.82 |
| ANNUAL | \$5,565.84 |

| | |
|--------------|---------------------------|
| DIRECT LABOR | \$371.65 |
| CHEMICALS | 22.30 6% of direct labor |
| EQUIPMENT | 14.87 4% of direct labor |
| OVERHEAD | 37.17 10% of direct labor |
| FLOOR CARE | 102.67 |
| WVARF | 17.84 4% of total |
| ----- | |
| Total | \$566.49 |
| ANNUAL | \$6,797.84 |

NOTES: Disposables supplied by the State of WV. Vendor may use a crew to provide labor. Fringe benefits for workers based on 20%, on relief workers based on 12%. Relief based on 5 vacation days, 5 sick days and 6 holidays for a 40 hr. a week worker.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

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COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
PRICING WORKSHEET

LOCATION: JOB SERVICE
 914 5th Street
 Huntington, WV

DATES OF CONTRACT: July 1, 1994 - June 30, 1995

CONTACT: Eve Hardman
PHONE #

SQ. FT. 7,685 BASIC DELUXE
COST PER SQ. FT. \$0.96 \$1.16
%OF DISABLED

=====

SMALL BUSINESS IMPACT: GOODWILL CURRENTLY HAS CONTRACT.

=====

ANALYSIS:

| Labor | Per Hour | Per Hour 20% Fringe | Per Month | |
|------------|----------|------------------------|-----------|-----------------|
| Supervisor | \$5.00 | \$1.00 | \$208.00 | 8 hrs. per week |
| Relief | \$5.00 | \$0.60 | \$59.45 | |
| Worker #1 | 4.25 | \$0.85 | \$176.80 | 8 hrs. per week |
| Relief | 4.25 | \$0.51 | \$50.54 | |

| | | | |
|--|---------------|-------------------|---------------------|
| | DIRECT LABOR | \$494.79 | |
| | CHEMICALS | 29.69 | 6% of direct labor |
| | EQUIPMENT | 19.79 | 4% of direct labor |
| | OVERHEAD | 49.48 | 10% of direct labor |
| | WVARF | 23.75 | 4% of total |
| | Total | \$617.50 | |
| | ANNUAL | \$7,409.98 | |

| | | | |
|--|---------------|-------------------|---------------------|
| | DIRECT LABOR | \$494.79 | |
| | CHEMICALS | 29.69 | 6% of direct labor |
| | EQUIPMENT | 19.79 | 4% of direct labor |
| | OVERHEAD | 49.48 | 10% of direct labor |
| | FLOOR CARE | 128.08 | |
| | WVARF | 23.75 | 4% of total |
| | Total | \$745.58 | |
| | ANNUAL | \$8,946.98 | |

NOTES: Disposables supplied by the State of WV. Vendor may use a crew to provide labor. Fringe benefits for workers based on 20%, on relief workers based on 12%. Relief based on 5 vacation days, 5 sick days and 6 holidays for a 40 hr. a week worker.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

CAUTION

DUE TO THE CONDITION OF THE ORIGINAL DOCUMENT(S), THE FOLLOWING IMAGE(S) MAY BE OF POOR QUALITY.

| Item | MATERIAL COSTS | | | | | | | | | | |
|-------------------------------------|----------------|-----------------|------------|-------------|-----------|-----------------|---------------------|-----------------|--------------------------|--------------------|--|
| | Annual Unit | | Price per | | | Subtotal Dir | | DIRECT LABOR | | COSTS | |
| | Quantitv | Purchasing Unit | Purch Unit | Units Purch | Mat Costs | Production Unit | Price per Prod Unit | Units Purchased | Subtotal Dir Labor Costs | Manufacturing Cost | |
| Disposable Razors | 67000 | 720 | 72.00 | 94 | 6768.00 | 6 | 0.0304 | 11166 | 339.45 | 7107.45 | |
| Colgate Shave Cream, 1oz | 2800 | 43 | 37.44 | 59 | 2208.96 | 6 | 0.0387 | 467 | 18.07 | 2227.03 | |
| Colgate Shave Cream 2.25 oz. | 3400 | 72 | 38.88 | 48 | 1866.24 | 6 | 0.0387 | 567 | 21.94 | 1888.18 | |
| After Shave Lotion Alcohol Free 5oz | 400 | 12 | 11.70 | 34 | 397.80 | 6 | 0.0638 | 67 | 4.27 | 402.07 | |
| 5.0oz Speed Stick Deodorant | 720 | 72 | 28.80 | 10 | 288.00 | 6 | 0.0638 | 120 | 7.66 | 295.66 | |
| 1.75oz Speed Stick Deodorant | 1300 | 24 | 23.76 | 55 | 1306.80 | 6 | 0.0638 | 217 | 13.84 | 1320.64 | |
| 1.5oz Lady Speed Stick | 1400 | 12 | 15.60 | 117 | 1825.20 | 6 | 0.0638 | 234 | 14.93 | 1840.13 | |
| 1.5oz McRays roll-on deodorant | 4800 | 60 | 24.75 | 80 | 1980.00 | 6 | 0.0638 | 800 | 51.04 | 2031.04 | |
| 4oz Dial Spray Deodorant | 144 | 24 | 22.94 | 6 | 137.64 | 4 | 0.0638 | 36 | 2.30 | 139.94 | |
| 3oz Speed Stick Spray Deodorant | 288 | 24 | 32.16 | 12 | 385.92 | 4 | 0.0638 | 72 | 4.59 | 390.51 | |
| 4oz Balsam & Protein Shampoo | 23000 | 48 | 15.12 | 480 | 7257.60 | 6 | 0.0638 | 3834 | 244.61 | 7502.21 | |
| 3.5oz Elizabeth Rae Baby Shampoo | 4100 | 4 | 24.25 | 49 | 1188.25 | 6 | 0.0638 | 684 | 43.64 | 1231.89 | |
| 3.5oz TLC Hair/Body Shampoo | 700 | 26 | 41.76 | 8 | 334.08 | 6 | 0.0638 | 117 | 7.46 | 341.54 | |
| 2oz Shampoo | 14600 | 144 | 21.00 | 102 | 2142.00 | 6 | 0.0638 | 2434 | 155.29 | 2297.29 | |
| 2oz Conditioner | 1000 | 144 | 22.00 | 7 | 154.00 | 6 | 0.0638 | 167 | 10.63 | 164.63 | |
| 35oz Toothpaste | 21000 | 240 | 50.40 | 89 | 4485.60 | 12 | 0.0541 | 1750 | 94.68 | 4580.28 | |
| 1.5oz Toothpaste | 26000 | 36 | 14.40 | 723 | 10411.20 | 12 | 0.0541 | 2167 | 117.23 | 10528.43 | |
| 2.5oz Refreshment Toothpaste | 2500 | 144 | 46.50 | 18 | 837.00 | 6 | 0.0638 | 217 | 13.84 | 850.84 | |
| Toothbrush, adult, soft | 16000 | 144 | 25.92 | 112 | 2903.04 | 12 | 1.3634 | 1334 | 1818.78 | 4721.82 | |
| 3.5oz Cameo Mouthwash, non-alc. | 8300 | 60 | 10.14 | 139 | 1409.46 | 6 | 0.0638 | 1384 | 88.30 | 1497.76 | |
| 4oz Medi Kool Mouthwash | 6000 | 48 | 13.84 | 125 | 1730.00 | 6 | 0.0638 | 1000 | 63.80 | 1793.80 | |
| 3.5oz Dial Deodorant Soap | 240 | 72 | 26.73 | 4 | 106.92 | 6 | 0.0864 | 40 | 3.46 | 110.38 | |
| 4.75oz Pure & Natural Soap | 24500 | 72 | 23.77 | 341 | 8905.57 | 6 | 0.0864 | 4084 | 352.86 | 8458.43 | |
| 2.25oz Soap (Safeguard or Dial) | 580 | 200 | 32.50 | 3 | 97.50 | 6 | 0.0864 | 97 | 8.38 | 105.88 | |
| 4.5oz Mt. Fresh Dial | 720 | 72 | 30.91 | 10 | 309.10 | 6 | 0.0864 | 120 | 10.37 | 319.47 | |
| 4oz Medi Creme Lotion | 5150 | 48 | 16.21 | 108 | 1750.68 | 6 | 0.0638 | 859 | 54.80 | 1805.48 | |
| 4oz Cornstarch Body Powder | 300 | 48 | 23.69 | 7 | 165.83 | 6 | 0.0638 | 50 | 3.19 | 169.02 | |
| 3.5oz Elizabeth Rae Baby Powder | 500 | 48 | 15.67 | 11 | 172.37 | 6 | 0.0638 | 84 | 5.36 | 177.73 | |
| 4oz Baby Oil | 800 | 48 | 23.40 | 17 | 397.80 | 6 | 0.0638 | 134 | 8.55 | 406.35 | |
| Hairliff Pocket Pick | 50 | 576 | 31.00 | 1 | 31.00 | 6 | 0.0304 | 9 | 0.27 | 31.27 | |
| 8" Comb | 2280 | 1000 | 90.00 | 3 | 270.00 | 6 | 0.0304 | 380 | 11.55 | 281.55 | |
| 7" Comb | 2750 | 1000 | 35.00 | 3 | 105.00 | 6 | 0.0304 | 459 | 13.95 | 118.95 | |
| 5" Comb | 3025 | 1000 | 35.00 | 4 | 140.00 | 6 | 0.0304 | 505 | 15.35 | 155.35 | |
| Hairbrush, asst. colors | 2250 | 1250 | 700.00 | 2 | 1400.00 | 6 | 0.0452 | 375 | 16.95 | 1416.95 | |
| Emery Board, 7" | 1150 | 4800 | 84.50 | 1 | 84.50 | 6 | 0.0545 | 192 | 10.46 | 94.96 | |
| Facial Tissues, 50ct | 8000 | 200 | 32.95 | 40 | 1318.00 | 3 | 0.05 | 2667 | 133.35 | 1451.35 | |
| Toothbrush case | 2600 | 144 | 23.04 | 19 | 437.76 | 6 | 0.0387 | 434 | 16.80 | 454.56 | |
| Soap Dish with hinged lid | 1900 | 72 | 19.98 | 27 | 539.46 | 4 | 0.0214 | 475 | 10.17 | 549.63 | |
| Tumbler, 8oz, gold or aqua | 3400 | 500 | 32.86 | 7 | 230.02 | 6 | 0.0638 | 567 | 36.17 | 266.19 | |
| Denture cups, aqua | 100 | 250 | 32.84 | 1 | 32.84 | 6 | 0.05 | 17 | 0.85 | 33.69 | |
| Carafe w/lid, 32oz, gold or aqua | 2000 | 100 | 32.80 | 20 | 656.00 | 6 | 0.0638 | 334 | 21.31 | 677.31 | |
| Foam jacket for carafe, white | 1700 | 200 | 18.85 | 9 | 169.65 | 6 | 0.0638 | 284 | 18.12 | 187.77 | |
| Carafe tray, 6x10, gold or aqua | 100 | 100 | 23.00 | 1 | 23.00 | 6 | 0.0638 | 17 | 1.08 | 24.08 | |
| Plastic liner for Carafe | 500 | 500 | 42.65 | 1 | 42.65 | 6 | 0.0638 | 84 | 5.36 | 48.01 | |
| Foam liner for Carafe | 1800 | 500 | 42.65 | 4 | 170.60 | 6 | 0.0638 | 300 | 19.14 | 189.74 | |
| Washbasin, 7qt, gold or aqua | 1900 | 10 | 24.75 | 38 | 940.50 | 6 | 0.0638 | 317 | 20.22 | 960.72 | |
| Emesis Basin, 9", gold or aqua | 1800 | 200 | 23.48 | 8 | 187.84 | 6 | 0.0638 | 300 | 19.14 | 206.98 | |
| Clearing wipes | 2160 | 1000 | 28.97 | 3 | 86.91 | 72 | 0.0376 | 30 | 1.13 | 88.04 | |
| Maternity length pads | 2160 | 288 | 42.00 | 8 | 336.00 | 72 | 0.0353 | 30 | 1.06 | 337.06 | |
| Beltless Feminine Pads | 11000 | 576 | 37.95 | 20 | 759.00 | 72 | 0.0353 | 153 | 5.40 | 764.40 | |
| Denture Cleaning Tablets | 7000 | 500 | 33.20 | 13 | 451.60 | 72 | 0.1015 | 98 | 9.95 | 441.55 | |
| Tampax Tampons | 1200 | 500 | 55.95 | 3 | 167.85 | 12 | 0.0541 | 100 | 5.41 | 173.26 | |
| TOTAL | | 18260.00 | | | 6962.74 | | | | | | |

| | | PACKAGING AND | | | SHIPPING | | CONTAINER | | COSTS | | |
|--------------------------------------|-----------------|----------------------|-------------|--------------------|-------------------|---------------------|---------------------|-----------|--------------------------|---------------------------------|--|
| Item | Type | Items per Packing | U Cost/Unit | Packaging Costs | Type | Units per Carton | Cartons per Year | Cost/Unit | Shipping Carton Costs | Subtotal Pack & Carton Costs | |
| Disposable Razors | bag & heat seal | 6 | 0.0124 | 137.91 | small carton/tape | 120 | 93 | 0.68692 | 63.88 | 201.79 | |
| Colgate Shave Cream, 1oz | bag | 6 | 0.0182 | 8.47 | small carton/tape | 42 | 11 | 0.68692 | 7.56 | 16.03 | |
| Colgate Shave Cream 2.25 oz. | bag | 6 | 0.0264 | 14.93 | small carton/tape | 36 | 16 | 0.68692 | 10.99 | 25.92 | |
| After Shave Lotion Alcohol Free 5oz. | bag and tape | 6 | 0.0231 | 1.54 | small carton/tape | 14 | 5 | 0.68692 | 3.43 | 4.97 | |
| .50oz Speed Stick Deodorant | bag/tape | 6 | 0.0191 | 2.30 | small carton/tape | 40 | 3 | 0.68692 | 2.06 | 4.36 | |
| 1.75oz Speed Stick Deodorant | bag/tape | 6 | 0.0273 | 5.92 | small carton/tape | 36 | 6 | 0.68692 | 4.12 | 10.05 | |
| 1.5oz Lady Speed Stick | bag/tape | 6 | 0.0273 | 6.38 | small carton/tape | 36 | 7 | 0.68692 | 4.81 | 11.19 | |
| 1.5oz McRays roll-on deodorant | bag/tape | 6 | 0.0191 | 15.32 | small carton/tape | 36 | 22 | 0.68692 | 15.11 | 30.43 | |
| 4oz Dial Spray Deodorant | bag/tape | 4 | 0.0231 | 0.83 | small carton/tape | 20 | 1 | 0.68692 | 0.69 | 1.52 | |
| 3oz Speed Stick Spray Deodorant | bag/tape | 4 | 0.0231 | 1.66 | small carton/tape | 20 | 2 | 0.68692 | 1.37 | 3.04 | |
| 4oz Balsam & Protein Shampoo | bag/tape | 6 | 0.0231 | 88.53 | small carton/tape | 20 | 192 | 0.68692 | 131.89 | 220.42 | |
| 3.5oz Elizabeth Rae Baby Shampoo | bag/tape | 6 | 0.0231 | 15.78 | small carton/tape | 20 | 34 | 0.68692 | 23.36 | 39.14 | |
| 3.5oz TLC Hair/Body Shampoo | bag/tape | 6 | 0.0231 | 2.69 | small carton/tape | 20 | 6 | 0.68692 | 4.12 | 6.82 | |
| 2oz Shampoo | bag/tape | 6 | 0.0191 | 46.59 | small carton/tape | 36 | 68 | 0.68692 | 46.71 | 93.30 | |
| 2oz Conditioner | bag/tape | 6 | 0.0191 | 3.19 | small carton/tape | 36 | 5 | 0.68692 | 3.43 | 6.63 | |
| .85oz Toothpaste | bag/tape | 12 | 0.0153 | 26.77 | small carton/tape | 66 | 27 | 0.68692 | 18.55 | 45.31 | |
| 1.5oz Toothpaste | bag/tape | 12 | 0.0231 | 50.04 | small carton/tape | 24 | 90 | 0.68692 | 61.82 | 111.86 | |
| 2.5oz Refreshment Toothpaste | bag/tape | 6 | 0.0231 | 9.62 | small carton/tape | 50 | 8 | 0.68692 | 5.50 | 15.12 | |
| Toothbrush, adult, soft | bag/bag | 12 | 0.0293 | 39.07 | small carton/tape | 50 | 27 | 0.68692 | 18.55 | 57.61 | |
| 3.5oz Cameo Mouthwash, non-alc. | bag/tape | 6 | 0.0231 | 31.95 | small carton/tape | 20 | 69 | 0.68692 | 47.40 | 79.35 | |
| 4oz Medi Kool Mouthwash | bag/tape | 6 | 0.0231 | 23.10 | small carton/tape | 20 | 50 | 0.68692 | 34.35 | 57.44 | |
| 3.5oz Dial Deodorant Soap | bag/tape | 6 | 0.0191 | 0.77 | small carton/tape | 36 | 1 | 0.68692 | 0.69 | 1.45 | |
| 4.75oz Pure & Natural Soap | bag/tape | 6 | 0.0231 | 94.30 | small carton/tape | 36 | 113 | 0.68692 | 77.62 | 171.93 | |
| 2.25oz Soap (Safeguard or Dial) | bag/tape | 6 | 0.0191 | 1.85 | small carton/tape | 60 | 2 | 0.68692 | 1.37 | 3.22 | |
| 4.5oz Mt. Fresh Dial | bag/tape | 6 | 0.0231 | 2.77 | small carton/tape | 36 | 3 | 0.68692 | 2.06 | 4.83 | |
| 4oz Medi Creme Lotion | bag/tape | 6 | 0.0231 | 19.82 | small carton/tape | 20 | 43 | 0.68692 | 29.54 | 49.36 | |
| 4oz Cornstarch Body Powder | bag/tape | 6 | 0.0231 | 1.15 | small carton/tape | 20 | 3 | 0.68692 | 2.06 | 3.22 | |
| 3.5oz Elizabeth Rae Baby Powder | bag/tape | 6 | 0.0231 | 1.92 | small carton/tape | 14 | 36 | 0.68692 | 24.73 | 26.65 | |
| 4oz Baby Oil | bag/tape | 6 | 0.0191 | 2.55 | small carton/tape | 40 | 3 | 0.68692 | 2.06 | 4.61 | |
| Hairlift Pocket Pick | bag/tape | 6 | 0.0124 | 0.10 | small carton/tape | 160 | 1 | 0.68692 | 0.69 | 0.79 | |
| 8" Comb | bag | 6 | 0.0182 | 6.92 | small carton/tape | 120 | 3 | 0.68692 | 2.06 | 8.98 | |
| 7" Comb | bag | 6 | 0.0142 | 6.49 | small carton/tape | 180 | 3 | 0.68692 | 2.06 | 8.55 | |
| 5" Comb | bag | 6 | 0.0124 | 6.23 | small carton/tape | 200 | 3 | 0.68692 | 2.06 | 8.29 | |
| Hairbrush, asst. colors | bag | 6 | 0.0231 | 8.66 | small carton/tape | 36 | 10 | 0.68692 | 6.87 | 15.53 | |
| Emery Board, 7" | bag/tape | 6 | 0.0111 | 2.13 | small carton/tape | 390 | 1 | 0.68692 | 0.69 | 2.81 | |
| Facial Tissues, 50ct | bag | 3 | 0.0221 | 58.93 | small carton/tape | 65 | 41 | 0.68692 | 28.16 | 87.10 | |
| Toothbrush case | bag | 6 | 0.0182 | 7.89 | small carton/tape | 24 | 18 | 1.39172 | 25.05 | 32.94 | |
| Soap Dish with hinged lid | bag | 4 | 0.0221 | 10.50 | small carton/tape | 18 | 26 | 0.68692 | 17.86 | 28.36 | |
| Tumbler, 8oz, gold or aqua | bag | 6 | 0.0191 | 10.85 | small carton/tape | 36 | 16 | 0.68692 | 10.99 | 21.84 | |
| Denture cups, aqua | bag/tape | 6 | 0.0143 | 0.24 | small carton/tape | 90 | 1 | 0.68692 | 0.69 | 0.93 | |
| Carafe w/lid, 32oz, gold or aqua | bag | 6 | 0.0674 | 22.48 | small carton/tape | 12 | 28 | 0.68692 | 19.23 | 41.72 | |
| Foam jacket for carafe, white | bag/tape | 6 | 0.0674 | 19.11 | small carton/tape | 6 | 47 | 0.68692 | 32.29 | 51.39 | |
| Carafe tray, 6x10, gold or aqua | bag/tape | 6 | 0.0221 | 0.37 | small carton/tape | 36 | 1 | 1.09003 | 1.09 | 1.46 | |
| Plastic liner for Carafe | bag/tape | 6 | 0.0674 | 5.62 | small carton/tape | 6 | 13 | 0.68692 | 8.93 | 14.55 | |
| Foam liner for Carafe | bag/tape | 6 | 0.0674 | 20.23 | small carton/tape | 6 | 50 | 1.09003 | 54.50 | 74.74 | |
| Washbasin, 7qt., gold or aqua | bag/tape | 6 | 0.0674 | 21.36 | small carton/tape | 8 | 40 | 1.09003 | 43.60 | 64.96 | |
| Emesis Basin, 9", gold or aqua | bag/tape | 6 | 0.0674 | 20.23 | small carton/tape | 80 | 4 | 0.68692 | 2.75 | 22.98 | |
| Cleansing wipes | bag/tape | 6 | 0.0124 | 4.45 | small carton/tape | 300 | 1 | 0.68692 | 0.69 | 5.13 | |
| Maternity length pads | bag/tape | 6 | 0.0221 | 7.96 | small carton/tape | 100 | 4 | 0.68692 | 2.75 | 10.70 | |
| Belless Feminine Pads | bag | 6 | 0.0182 | 35.37 | small carton/tape | 100 | 18 | 1.39172 | 25.05 | 58.42 | |
| Denture Cleaning Tablets | bag | 6 | 0.1962 | 228.84 | small carton/tape | 300 | 4 | 1.39172 | 5.57 | 234.41 | |
| Tampax Tampons | bag | 12 | 0.0192 | 1.92 | small carton/tape | 60 | 2 | 0.68692 | 1.37 | 3.29 | |

| Item | Storage Costs | Inventory Carrying | Subtotal Manuf Costs | Adena-Mar. Overhead | NWHS Admin Fee | Subtotal Manuf Costs | Adena Profi. 5.0% | Total Manuf Price | Per Piece |
|--------------------------------------|---------------|--------------------|----------------------|---------------------|----------------|----------------------|-------------------|-------------------|-----------|
| Disposable Razors | 43.51 | 109.98 | 7462.73 | 1353.60 | 2115.92 | 10932.25 | 546.61 | 11478.86 | 0.17 |
| Colgate Shave Cream, 1oz | 14.20 | 35.90 | 2293.16 | 441.79 | 656.39 | 3391.34 | 169.57 | 3560.90 | 1.27 |
| Colgate Shave Cream 2.25 oz. | 12.00 | 30.33 | 1956.43 | 373.25 | 559.12 | 2888.80 | 144.44 | 3033.24 | 0.89 |
| After Shave Lotion Alcohol Free 5oz. | 2.56 | 6.46 | 416.07 | 79.56 | 118.95 | 614.58 | 30.73 | 645.31 | 1.61 |
| 5.0oz Speed Stick Deodorant | 1.85 | 4.68 | 306.55 | 57.60 | 87.39 | 451.54 | 22.58 | 474.12 | 0.66 |
| 1.75oz Speed Stick Deodorant | 8.40 | 21.24 | 1360.33 | 261.36 | 389.21 | 2010.89 | 100.54 | 2111.44 | 1.62 |
| 1.5oz Lady Speed Stick | 11.73 | 29.66 | 1892.71 | 365.04 | 541.86 | 2799.61 | 139.98 | 2939.59 | 2.10 |
| 1.5oz McRays roll-on deodorant | 12.73 | 32.18 | 2106.37 | 396.00 | 600.37 | 3102.94 | 155.15 | 3258.09 | 0.68 |
| 4oz Dial Spray Deodorant | 0.88 | 2.24 | 144.58 | 27.53 | 41.31 | 213.41 | 10.67 | 224.08 | 1.56 |
| 3oz Speed Stick Spray Deodorant | 2.48 | 6.27 | 402.30 | 77.18 | 115.08 | 594.56 | 29.73 | 624.29 | 2.17 |
| 4oz Balsam & Protein Shampoo | 46.66 | 117.94 | 7887.22 | 1451.52 | 2241.30 | 11580.04 | 578.00 | 12159.05 | 0.53 |
| 3.5oz Elizabeth Rae Baby Shampoo | 7.64 | 19.31 | 1297.97 | 237.65 | 368.55 | 1904.17 | 95.21 | 1999.38 | 0.49 |
| 3.5oz TLC Hair/Body Shampoo | 2.15 | 5.43 | 355.94 | 66.82 | 101.46 | 524.21 | 26.21 | 550.42 | 0.79 |
| 2oz Shampoo | 13.77 | 34.81 | 2439.16 | 428.40 | 688.22 | 3555.78 | 177.79 | 3733.57 | 0.26 |
| 2oz Conditioner | 0.99 | 2.50 | 174.77 | 30.80 | 49.34 | 254.91 | 12.75 | 267.66 | 0.27 |
| 8.5oz Toothpaste | 28.84 | 72.89 | 4727.32 | 897.12 | 1349.87 | 6974.30 | 341.72 | 7223.02 | 0.35 |
| 1.5oz Toothpaste | 66.94 | 169.18 | 10876.41 | 2082.24 | 3110.08 | 16068.73 | 803.44 | 16872.17 | 0.65 |
| 2.5oz Refreshment Toothpaste | 5.38 | 13.60 | 884.95 | 167.40 | 252.56 | 1304.91 | 61.25 | 1370.15 | 0.55 |
| Toothbrush, adult, soft | 18.66 | 47.17 | 4845.27 | 580.61 | 1302.21 | 6728.09 | 336.40 | 7064.49 | 0.44 |
| 3.5oz Cameo Mouthwash, non-alc. | 9.06 | 22.90 | 1609.07 | 281.89 | 453.83 | 2344.79 | 117.24 | 2462.03 | 0.30 |
| 4oz Medi Kool Mouthwash | 11.12 | 28.11 | 1890.48 | 346.00 | 536.75 | 2773.23 | 138.66 | 2911.89 | 0.49 |
| 3.5oz Dial Deodorant Soap | 0.69 | 1.74 | 114.25 | 21.38 | 32.55 | 168.19 | 8.41 | 176.60 | 0.74 |
| 4.75oz Pure & Natural Soap | 52.11 | 131.72 | 8814.18 | 1621.11 | 2504.47 | 12939.77 | 646.99 | 13586.75 | 0.55 |
| 2.25oz Soap (Safeguard or Dial) | 0.63 | 1.58 | 111.32 | 19.50 | 31.40 | 162.21 | 8.11 | 170.32 | 0.29 |
| 4.5oz Mt. Fresh Dial | 1.99 | 5.02 | 331.31 | 61.82 | 94.35 | 487.48 | 24.37 | 511.86 | 0.71 |
| 4oz Medi Creme Lotion | 11.26 | 28.45 | 1894.55 | 350.14 | 538.72 | 2783.41 | 139.17 | 2922.58 | 0.57 |
| 4oz Cornstarch Body Powder | 1.07 | 2.69 | 176.00 | 33.17 | 50.20 | 259.36 | 12.97 | 272.33 | 0.91 |
| 3.5oz Elizabeth Ras Baby Powder | 1.11 | 2.89 | 208.29 | 34.47 | 58.26 | 301.03 | 15.05 | 316.08 | 0.63 |
| 4oz Baby Oil | 2.56 | 6.46 | 419.98 | 79.56 | 119.89 | 619.44 | 30.97 | 650.41 | 0.81 |
| Hairlift Pocket Pick | 0.20 | 0.50 | 32.77 | 6.20 | 9.35 | 48.32 | 2.42 | 50.73 | 1.01 |
| 8" Comb | 1.74 | 4.39 | 296.65 | 54.00 | 84.16 | 434.81 | 21.74 | 456.55 | 0.20 |
| 7" Comb | 0.68 | 1.71 | 129.88 | 21.00 | 36.21 | 187.09 | 9.35 | 196.45 | 0.07 |
| 5" Comb | 0.90 | 2.28 | 166.81 | 28.00 | 46.76 | 241.57 | 12.08 | 253.65 | 0.08 |
| Hairbrush, asst. colors | 9.00 | 22.75 | 1464.23 | 280.00 | 418.62 | 2162.85 | 108.14 | 2270.99 | 1.01 |
| Emery Board, 7" | 0.54 | 1.37 | 99.69 | 16.90 | 27.98 | 144.58 | 7.23 | 151.81 | 0.13 |
| Facial Tissues, 50ct | 8.47 | 21.42 | 1568.34 | 263.60 | 439.67 | 2271.60 | 113.58 | 2385.18 | 0.30 |
| Toothbrush case | 2.81 | 7.11 | 497.42 | 87.55 | 140.39 | 725.37 | 36.27 | 761.64 | 0.29 |
| Soap Dish with hinged lid | 3.47 | 8.77 | 590.22 | 107.89 | 167.55 | 865.66 | 43.28 | 908.94 | 0.48 |
| Tumbler, 8oz, gold or aqua | 1.48 | 3.74 | 293.25 | 46.00 | 81.42 | 420.68 | 21.03 | 441.71 | 0.13 |
| Denture cups, aqua | 0.21 | 0.53 | 35.36 | 6.57 | 10.06 | 51.99 | 2.60 | 54.59 | 0.55 |
| Carafe w/lid, 32oz, gold or aqua | 4.22 | 10.66 | 733.90 | 131.20 | 207.62 | 1072.73 | 53.64 | 1126.36 | 0.56 |
| Foam jacket for carafe, white | 1.09 | 2.76 | 243.01 | 33.93 | 66.47 | 343.41 | 17.17 | 360.58 | 0.21 |
| Carafe tray, 6x10, gold or aqua | 0.15 | 0.37 | 26.06 | 4.60 | 7.36 | 38.02 | 1.90 | 39.93 | 0.40 |
| Plastic liner for Carafe | 0.27 | 0.69 | 63.53 | 8.53 | 17.29 | 89.35 | 4.47 | 93.82 | 0.19 |
| Foam liner for Carafe | 1.10 | 2.77 | 268.34 | 34.12 | 72.59 | 375.06 | 18.75 | 393.81 | 0.22 |
| Washbasin, 7qt., gold or aqua | 6.05 | 15.28 | 1047.01 | 188.10 | 296.43 | 1531.54 | 76.58 | 1608.12 | 0.85 |
| Emesis Basin, 9", gold or aqua | 1.21 | 3.05 | 234.22 | 37.57 | 65.23 | 337.02 | 16.85 | 353.87 | 0.20 |
| Cleansing wipes | 0.56 | 1.41 | 95.14 | 17.38 | 27.01 | 139.53 | 6.98 | 146.51 | 0.07 |
| Maternity length pads | 2.16 | 5.46 | 355.38 | 67.20 | 101.42 | 524.00 | 26.20 | 550.20 | 0.25 |
| Beitless Feminine Pads | 4.88 | 12.33 | 840.03 | 151.80 | 238.04 | 1229.87 | 61.49 | 1291.37 | 0.12 |
| Denture Cleaning Tablets | 2.77 | 7.01 | 685.74 | 86.32 | 185.30 | 957.36 | 47.87 | 1005.23 | 0.14 |
| Tampax Tampons | 1.08 | 2.73 | 180.36 | 33.57 | 51.34 | 265.27 | 13.26 | 278.54 | 0.23 |
| TOTAL | 448.00 | 1132.34 | 77347.04 | 13936.55 | 21908.06 | 113191.65 | 755927.15 | 118851.24 | |

| Item | W/VARF FEE | Final Cust. Price | Per Piece | price/doz | 1994 Price doz | Percent Increase | Per Unit (Mat) Costs of Dir Mat | Price as a % for dir mat | doz price | Explanation of Increase |
|--------------------------------------|---------------|----------------------|-----------|-----------|-------------------|---------------------|------------------------------------|-----------------------------|-----------|---------------------------------------|
| Disposable Razors | 459.35 | 11938.02 | 0.18 | 2.33 | 2.33 | 0.00% | 0.1000 | 78.18% | 1.20 | price remained the same |
| Colgate Shave Cream 1oz | 142.44 | 3703.34 | 1.32 | 15.87 | 9.20 | 72.52% | 0.7800 | 69.57% | 9.36 | manufacture increase in unit cost |
| Colgate Shave Cream 2.25 oz. | 121.33 | 3154.57 | 0.93 | 11.13 | 8.93 | 24.68% | 0.5400 | 71.82% | 6.48 | our price too low |
| After Shave Lotion Alcohol Free 5oz. | 25.81 | 671.12 | 1.68 | 20.13 | 9.74 | 106.71% | 0.9750 | 72.08% | 11.70 | new product/larger size |
| 5.0oz Speed Stick Deodorant | 18.96 | 493.08 | 0.68 | 8.22 | 6.37 | 29.01% | 0.4000 | 71.21% | 4.80 | our price too low |
| 1.75oz Speed Stick Deodorant | 84.46 | 2195.90 | 1.69 | 20.27 | 14.19 | 42.85% | 0.9900 | 70.62% | 11.88 | our price too low |
| 1.5oz Lady Speed Stick | 117.58 | 3057.18 | 2.18 | 24.20 | 18.37 | 31.74% | 1.3000 | 67.98% | 15.60 | our price too low |
| 1.5oz McRays roll-on deodorant | 130.32 | 3388.41 | 0.71 | 8.47 | 6.37 | 32.98% | 0.4125 | 71.13% | 4.95 | our price too low |
| 4oz Dial Spray Deodorant | 8.96 | 233.04 | 1.62 | 21.42 | 30.90 | -30.68% | 0.9558 | 69.31% | 11.47 | new product—other brand too expensive |
| 3oz Speed Stick Spray Deodorant | 24.97 | 649.26 | 2.25 | 27.05 | 28.88 | -6.33% | 1.3400 | 68.24% | 16.08 | new product—other brand too expensive |
| 4oz Balsam & Protein Shampoo | 486.36 | 12645.41 | 0.55 | 6.60 | 5.29 | 24.72% | 0.3150 | 74.54% | 3.78 | our price too low |
| 3.5oz Elizabeth Rae Baby Shampoo | 79.98 | 2079.36 | 0.51 | 6.09 | 4.75 | 28.12% | 0.2887 | 75.68% | 3.46 | our price too low |
| 3.5oz TLC Hair/Body Shampoo | 22.02 | 572.44 | 0.82 | 9.81 | 6.51 | 50.74% | 0.4350 | 87.99% | 5.22 | manufacturer price increase |
| 2oz Shampoo | 149.34 | 3882.91 | 0.27 | 3.19 | 2.87 | 11.20% | 0.1458 | 82.37% | 1.75 | our price too low |
| 2oz Conditioner | 10.71 | 278.36 | 0.28 | 3.34 | 3.14 | 6.38% | 0.1528 | 82.20% | 1.83 | our price too low |
| 1.5oz Toothpaste | 292.92 | 7615.94 | 0.36 | 4.55 | 4.35 | 4.60% | 0.2100 | 72.70% | 2.52 | normal price adjustment |
| 1.5oz Toothpaste | 674.89 | 17547.05 | 0.67 | 8.10 | 7.18 | 12.79% | 0.4000 | 68.72% | 4.80 | manufacturer price increase |
| 2.5oz Refreshment Toothpaste | 54.81 | 1424.96 | 0.57 | 6.84 | 5.16 | 32.55% | 0.3229 | 76.51% | 3.88 | our price too low |
| Toothbrush adult soft | 282.58 | 7347.07 | 0.46 | 5.51 | 3.27 | 68.51% | 0.1800 | 155.11% | 2.16 | our price too low |
| 3.5oz Carmel Mouthwash non-alch. | 98.48 | 2560.51 | 0.31 | 3.70 | 2.73 | 35.60% | 0.1690 | 82.54% | 2.03 | our price too low |
| 4oz Medi Kool Mouthwash | 116.48 | 3028.37 | 0.50 | 6.06 | 4.22 | 43.52% | 0.2883 | 75.05% | 3.46 | manufacturer price increase |
| 3.5oz Dial Deodorant Soap | 7.06 | 183.66 | 0.77 | 9.18 | 6.64 | 38.30% | 0.3713 | 106.13% | 4.46 | our price too low |
| 4.75oz Pure & Natural Soap | 543.47 | 14130.22 | 0.58 | 6.92 | 6.10 | 13.46% | 0.3301 | 74.70% | 3.96 | normal price adjustment |
| 2.25oz Soap (Safeguard or Dial) | 6.81 | 177.14 | 0.31 | 3.91 | 3.81 | 2.62% | 0.1625 | 87.94% | 1.95 | normal price adjustment |
| 4.5oz ML Fresh Dial | 20.47 | 532.33 | 0.74 | 8.87 | 8.12 | 9.26% | 0.4293 | 72.22% | 5.15 | normal price adjustment |
| 4oz Medi Creme Lotion | 116.90 | 3039.48 | 0.59 | 7.08 | 5.16 | 37.25% | 0.3377 | 74.76% | 4.05 | our price too low |
| 4oz Cornstarch Body Powder | 10.89 | 283.22 | 0.94 | 11.33 | 7.45 | 52.07% | 0.4935 | 91.29% | 5.92 | our price too low |
| 3.5oz Elizabeth Rae Baby Powder | 12.64 | 328.72 | 0.66 | 7.89 | 5.16 | 52.90% | 0.3265 | 101.39% | 3.92 | our price too low |
| 4oz Baby Oil | 26.02 | 676.42 | 0.85 | 10.15 | 5.83 | 74.04% | 0.4875 | 73.44% | 5.85 | had to find new vendor |
| Hairlift Pocket Pick | 2.03 | 52.76 | 1.06 | 5.56 | 5.56 | 0.00% | 0.0538 | 1860.77% | 0.65 | price remained the same |
| 8" Comb | 18.26 | 474.81 | 0.21 | 6.25 | 4.49 | 39.14% | 0.0900 | 131.39% | 1.08 | our price too low |
| 7" Comb | 7.86 | 204.31 | 0.07 | 2.87 | 2.87 | 0.00% | 0.0350 | 112.26% | 0.42 | price remained the same |
| 5" Comb | 10.15 | 263.79 | 0.09 | 2.60 | 2.60 | 0.00% | 0.0350 | 149.16% | 0.42 | price remained the same |
| Hairbrush asst.colors | 90.84 | 2361.83 | 1.05 | 11.00 | 8.66 | 27.02% | 0.5600 | 87.45% | 6.72 | our price too low |
| Emery Board 7" | 6.07 | 157.88 | 0.14 | 1.65 | 1.12 | 47.09% | 0.0176 | 679.85% | 0.21 | our price too low |
| Facial Tissues 50ct | 95.41 | 2480.59 | 0.31 | 3.72 | 3.27 | 13.79% | 0.1648 | 88.21% | 1.98 | normal price adjustment |
| Toothbrush case | 30.47 | 792.10 | 0.30 | 3.66 | 3.00 | 21.86% | 0.1600 | 90.41% | 1.92 | our price too low |
| Soap Dish with hinged lid | 36.36 | 945.30 | 0.50 | 5.97 | 4.62 | 29.23% | 0.2775 | 79.29% | 3.33 | our price too low |
| Tumbler 8oz gold or aqua | 17.67 | 459.38 | 0.14 | 1.79 | 1.79 | 0.00% | 0.0657 | 105.59% | 0.79 | price remained the same |
| Denture cups aqua | 2.18 | 56.77 | 0.57 | 3.25 | 2.19 | 48.40% | 0.1314 | 332.20% | 1.58 | our price too low |
| Carafe w/lid 32oz gold or aqua | 45.05 | 1171.42 | 0.59 | 7.03 | 5.29 | 32.86% | 0.3280 | 78.57% | 3.94 | our price too low |
| Foam jacket for carafe white | 14.42 | 375.00 | 0.22 | 2.65 | 2.33 | 13.61% | 0.0943 | 134.05% | 1.13 | normal price adjustment |
| Carafe tray 6x10 gold or aqua | 1.60 | 41.52 | 0.42 | 4.98 | 3.60 | 38.41% | 0.2300 | 80.53% | 2.76 | new item |
| Plastic liner for Carafe | 3.75 | 97.57 | 0.20 | 2.70 | 2.19 | 23.29% | 0.0853 | 128.77% | 1.02 | our price too low |
| Foam liner for Carafe | 15.75 | 409.56 | 0.23 | 2.70 | 2.19 | 23.29% | 0.0853 | 166.75% | 1.02 | our price too low |
| Washbasin 7qt gold or aqua | 64.32 | 1672.44 | 0.88 | 10.56 | 7.59 | 39.17% | 0.4950 | 77.82% | 5.94 | our price too low |
| Emesis Basin 9" gold or aqua | 14.15 | 368.02 | 0.20 | 2.45 | 2.06 | 19.10% | 0.0939 | 117.69% | 1.13 | normal price adjustment |
| Cleansing wipes | 5.86 | 152.37 | 0.07 | 3.27 | 3.27 | 0.00% | 0.0290 | 143.49% | 2.09 | price remained the same |
| Maternity length pads | 22.01 | 572.21 | 0.26 | 14.50 | 10.95 | 32.42% | 0.1458 | 81.65% | 10.50 | manufacturer price increase |
| Beltless Feminine Pads | 51.65 | 1343.02 | 0.12 | 8.79 | 5.83 | 50.78% | 0.0659 | 85.31% | 4.74 | our price too low |
| Denture Cleaning Tablets | 40.21 | 1045.44 | 0.15 | 7.47 | 4.08 | 83.02% | 0.0615 | 142.92% | 4.43 | our price too low |
| Tampax Tampons | 11.14 | 289.68 | 0.24 | 2.90 | 1.80 | 60.93% | 0.1119 | 115.73% | 1.34 | new item |
| TOTAL | 4754.05 | 123605.29 | 31.97 | | | | | | | |

Foam
Car
Plast
Foam
Wash
Emes
Clean
Mater
Belt
Den
Tar

COMMITTEE FOR THE PURCHASE OF COMMODITIES
AND SERVICES FROM THE HANDICAPPED
COST ANALYSIS WORKSHEET

LOCATION: IS&C OFFICE
KANAWHA CITY
DATES OF CONTRACT: APRIL 1, 1994 - MARCH 30, 1995
CONTACT:
PHONE:

SQ. FT. 11,200
COST PER SQ. FT. BASIC \$0.85
DELUXE \$1.05

% OF DISABLED:

NOTE: NO SMALL BUSINESS IMPACT. SHAWNEE HILLS HAS CONTRACT.

ANALYSIS:

| | Per Hour | Per Hour 20% Fringe | Per Month |
|-------------------------|----------|------------------------|---------------------------|
| Labor | | | |
| SUPERVISOR | \$5.50 | \$1.10 | \$337.70 |
| RELIEF | \$5.50 | \$0.66 | \$19.39 |
| WORKER #1 | 4.25 | \$0.85 | \$260.95 |
| RELIEF | 4.25 | \$0.51 | \$14.99 |
| | | | ----- |
| Direct Labor | | | \$633.03 |
| Chemicals | | | 37.98 6% of Direct Labor |
| Facility Equipment | | | 25.32 4% of Direct Labor |
| Facility Overhead | | | 63.30 10% of Direct Labor |
| Administrative Overhead | | | 30.39 4% of Total |
| Monthly Total | | | \$790.02 |
| Annual Total | | | \$9,480.26 |

| | | | |
|-------------------------|--|--|---------------------------|
| Direct Labor | | | \$633.03 |
| Chemicals | | | 37.98 6% of Direct Labor |
| Facility Equipment | | | 25.32 4% of Direct Labor |
| Facility Overhead | | | 63.30 10% of Direct Labor |
| Floor Care | | | 186.67 |
| Administrative Overhead | | | 37.85 4% of Total |
| Monthly Total | | | \$984.15 |
| Annual Total | | | \$11,809.86 |

VENDOR: SHAWNEE HILLS

BASIC

DELUXE

MONTHLY: \$759.64
ANNUAL: \$9,115.63

MONTHLY: \$946.30
ANNUAL: \$11,355.63

NOTES:

Disposables supplied by State of WV.

Vendor may use a crew to provide labor.

Stripping/Waxing and Carpet Cleaning figure is derived by square footage times .10 cents twice a year, then divided by twelve.

Fringe benefits for workers based on 20%, on relief workers based on 12%. Relief based on 5 vacation days, 5 sick days and 6 holidays for a 40 hr. a week worker.

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

Debra M. Bensey
Director of Operations

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DIRECT COST ANALYSIS
 IS&C OFFICE KANAWHA CITY
 March 22, 1993-March 21, 1994
 Contact Dan Gilcrest

| | Per Hour | Per Hour | Per Month |
|-----------------------------|---------------|------------|--------------------------|
| Labor | | 20% Fringe | |
| Supervisor | \$5.50 | \$1.10 | \$572.00 4 hours per day |
| Worker #1 | 4.25 | \$0.85 | \$442.00 4 hours per day |
| , and | | | |
| | sub total | | \$1,014.00 |
| Chemicals | sub total | | 40.00 |
| Facility Equipment/Overhead | | | 50.00 |
| Administrative Overhead | | | 44.16 |
| | Monthly Total | | \$1,148.16 |
| | Annual Total | | 13,777.92 |

WVARF agrees to provide services for the above amount pending final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

 Danny K. Myers, M.A.
 WVARF Executive Director

Sq. Ft. Aproximate Cost per square foot
 11,200 \$1.2302

| | |
|------------|--------------------|
| Facility | Facility |
| Less WVARF | Payment |
| \$1.1829 | \$1,104.00 Monthly |
| | \$13,248.00 Annual |

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Custodial Services Unlimited

Cleaning Schedule for: IS&C Office

Kanawha City

Contact Person: _____

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1. Tile Floors:

| | D | W | M | 6 | R | N/A |
|--|---|---|---|---|---|-----|
| a. Sweep and/or dust mop | X | | | | | |
| b. Wet mop & spot finish (track in & spillage) | X | | | | | |
| c. Spray buff | | X | | | | |
| d. Strip and wax floors | | | | X | | |

2. Carpeted Floors:

| | | | | | | |
|--------------------------------------|---|--|--|---|--|--|
| a. Pick up trash and debris | X | | | | | |
| b. Vacuum | X | | | | | |
| c. Spot Clean (track in or spillage) | X | | | | | |
| d. Shampoo | | | | X | | |

3. Waste Baskets:

| | | | | | | |
|----------------------|---|--|--|--|--|--|
| a. Empty | X | | | | | |
| b. Replace liner | X | | | | | |
| c. Damp wipe or wash | X | | | | | |

4. Furniture, Cabinets, and Countertops:

| | | | | | | |
|---------------------------------|---|--|---|--|--|--|
| a. Dust horizontal surfaces | X | | | | | |
| b. Dust vertical surfaces | | | X | | | |
| c. Clean (cleared) desk tops | | | X | | | |
| d. Vacuum upholstered furniture | | | X | | | |

5. Heating & A.C. registers, ledges, bookshelves, & hard to reach

| | | | | | | |
|-------------------|--|--|---|---|--|--|
| a. Dust | | | X | | | |
| b. Wash registers | | | | X | | |

