

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

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

MINUTES
NOVEMBER 30, 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, John L. Parker, and Everette Sullivan. Ex officio members in attendance were John Faris, Executive Director of the CNA; and Dick Estill, Executive Secretary of the Committee.

The minutes of the meeting of October 27, 1994, were approved as submitted.

John Parker gave the financial report which showed a beginning balance of \$4,275.47 with expenditures of \$394.98, and an ending balance of \$3,880.49.

The chairman and executive director of the CNA reported jointly on their plans for the Committee's annual report to be available not later than January 1995 with the convening of the legislature. The executive secretary reported a recent sales success story involving marketing Seneca Design's silk screen sports wear products to Bluefield State College. This is the first case of a state college or university purchasing those products from a work center. The Committee thanked Mr. Estill for his initiative and perseverance.

The first presentation was a statewide contract for Presspak hand soap with the Sheltered Workshop of Nicholas County the producing work center. It consists of antiseptic hand soap, lotion hand soap, body shampoo, and a Presspak dispenser. This contract was approved as per the submitted price list (CA). MSP.

The next contract presentation was for janitorial services provided by Shawnee Hills to the Department of Motor Vehicles, Winfield location, from October 1, 1994, through September 30, 1995. This contract employs one supervisor and one worker, each one performing 1.68 hours a day cleaning approximately 8,000 square feet of office space. The total monthly cost to the agency is \$756.85 or an annualized cost of \$9,082.16. The cost per square foot is \$1.14. There is no small business impact as Shawnee Hills performed this work at the state agency's previous location. MSP.

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

The next contract was for janitorial services to be performed for the Department of Highways from December 1, 1994, through November 30, 1995, by the Mercer County Opportunity Workshop at its district office at Princeton. This contract involves cleaning 17,900 square feet, employs a supervisor 10 hours per week and a worker 30 hours per week. The monthly cost to the state agency is \$1,274.07 or an annualized total of \$15,288.87. The cost per square foot is \$.85. There is no small business impact. MSP.

The next contract presentation was for janitorial services for the Department of Highways at Ronceverte with the work to be performed by Southeastern Regional Workshop from January 1, 1995, through December 31, 1995. The contract involves cleaning approximately 11,253 square feet at a cost per square foot of \$1.39. It employs one supervisor and one worker each performing 20 hours per week. The monthly cost to the Department of Highways is \$1,303.79 or an annualized total of \$15,645.51. MSP.

The next contract presentation was for janitorial services for the Department of Highways at its Lewisburg County garage from January 1, 1995, through December 31, 1995, with the work to be performed by Southeastern Regional Workshop. The contract employs one supervisor and one worker, each one working three hours per week. The monthly cost to the agency is \$198.95 or an annual total of \$2,386.21. The cost per square foot is \$.92. MSP.

The next contract presentation was for janitorial services for the Department of Highways, Lewisburg Materials Building, with the work to be performed by Southeastern Regional Workshop from January 1, 1995, through December 31, 1995. The contract employs one supervisor and one worker, each one at five hours per week cleaning approximately 2,808 square feet at a cost per square foot of \$1.39. The total cost of the contract to the agency is \$326.09 monthly or an annualized total of \$3,913.05. MSP.

The next contract presentation was for janitorial services for the Rehabilitation Services office at Welch with the work to be performed by the Wyoming County Workshop from December 1, 1994, through June 30, 1995. The space consists of 2,000 square feet, and it employs one supervisor and one worker each at three hours weekly. The cost to the state agency is \$240.44, or an annualized total of \$2,885.29. The cost per square foot is \$.70. MSP.

The next contract presentation was for janitorial services for DHHR's Medicaid Fraud Division located at Dunbar from December 1, 1994, through November 30, 1995. The contract employs one worker, ten hours per week cleaning 5,200 square feet at a cost per square foot of \$.89. The monthly cost to the agency is \$384.77 or an annualized cost of \$4,617.26. The contract stipulates that the work center DEAF, Inc., will furnish job coaches for the contract and only workers and job coaches who have had prior security from the Medicaid Fraud Division will be allowed on site. DEAF, Inc., is responsible to make sure that at least one relief worker and one relief job coach has clearance at all times in addition to the primary worker and job coach. Carpet cleaning will be done at customer's request at the cost of \$.08 per square foot. While the

contract period is for one year, DEAF, Inc., is approved for an initial six months period contingent upon providing the proper paperwork to both the CNA and Rehabilitation Services for certification as an approved work center under the State Use Program. MSP.

The next contract was between Shawnee Hills (Diversified Business Group) and the Department of Natural Resources for the shipping and storage of literature and materials per the attached price list. (C A.) This contract is identical to one approved during the October meeting between Diversified Business Group and the Department of Commerce. MSP.

The final contract presentation was for bottled water to be provided by the Green Acres Regional Center DBA Lesage Natural Wells. This statewide contract is for bottled water, coolers, hot and cold dispensers, a counter-top water cooler hot and cold, and a bottled water cooler with refrigerator. Five gallon returnable bottles are provided as are three gallon returnable bottles. The work center provides free delivery and installation for all its products. The contract is approved as per the price list submitted (C A.) MSP.

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, January 11, 1995, at 9:30 a.m. in the Small 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

NOVEMBER 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
- VII. New Business
- VIII. Contract Presentation from CNA
 - A. Renewals -
 - Soap
 - ~~Blind~~
 - B. New Contracts
 - DMV-Winfield
 - DOH Princeton
 - DOH Roncerverte
 - DOH County Garage-Lewisburg
 - DOH Materials Bldg. - Lewisburg
 - DRS-Welch ✓
 - Medicaid ✓
 - DNR-Storage
 - Water
- X. Vendor Complaints

SHELTERED WORKSHOP OF NICHOLAS COUNTY

Price Schedule for Press Pak Hand Soap

Fiscal Year 1995

Item	Unit	Cost per Unit	Annual Unit Sales	% Annual Unit Sale	Annual Orders	Direct Labor per Case		Packaging	Freight		Storage Cost \$75.00	Inventory Carrying 8.00%	Total Direct Costs
						Ordering \$6.21	Packaging \$4.25	Materials \$0.15	In	Out			
Hand Soap, Antiseptic	12 pack/case	\$28.90	150	14.34%	21	\$0.2174	\$0.1488	0.15	2.9600	4.6300	0.0717	0.5780	\$37.66
Hand Soap, Antiseptic	1 gal	\$10.94	3	0.29%	3	\$1.5525	\$1.0625	0.15	0.8200	1.5425	0.0717	0.2188	\$16.36
Hand Soap, Lotion 27	12 pack/case	\$23.75	550	52.58%	78	\$0.2202	\$0.1507	0.15	2.9600	4.6300	0.0717	0.4750	\$32.41
Hand Soap, Lotion-G	1 gal	\$6.04	4	0.38%	2	\$0.7763	\$0.5313	0.15	0.8200	1.5425	0.0717	0.1208	\$10.05
Shampoo-Body 27 oz	12 pack/case	\$28.82	74	7.07%	11	\$0.2308	\$0.1579	0.15	2.9600	4.6300	0.0717	0.5764	\$37.60
Dispenser	Each	\$4.25	265	25.33%	36	\$0.2109	\$0.1443	0.15	0.5800	0.2017	0.0717	0.0850	\$5.69
Estimated Total			\$20,713.40	100.00%		\$234.43	\$160.44	\$156.90	\$2,450.48	\$3,647.86	\$75.00	\$414.27	\$27,852.77

Notes

1. The average number of cases in an order is 7
2. Takes 15 minutes to completely process an order by worker making \$6.21/hr
3. It takes 15 minutes to assemble and ship an order by worker making \$4.25/hr
4. Order twice per year for inventory
5. Cost of money for inventory carrying costs is 8%

Item	Overhead @	Profit @	WVARF Fee	1995 Price	1994 Price	Price	Price to
	36.57%	10.00%	4.00%	Per Unit	per Unit	Inc (%)	Material Cost
Hand Soap, Antiseptic	\$13.77	\$5.14	\$2.26	\$58.83	\$43.76	25.6%	203.6%
Hand Soap, Antiseptic	\$5.98	\$2.23	\$0.98	\$25.56	\$10.40	59.3%	233.6%
Hand Soap, Lotion 27	\$11.85	\$4.43	\$1.95	\$50.63	\$39.60	21.8%	213.2%
Hand Soap, Lotion-G	\$3.68	\$1.37	\$0.60	\$15.70	\$10.40	33.8%	260.1%
Shampoo-Body 27 oz	\$13.75	\$5.13	\$2.26	\$58.74	\$43.76	25.5%	203.8%
Dispenser	\$2.08	\$0.78	\$0.34	\$8.90	\$7.91	11.1%	209.3%
Estimated Total	\$10,185.76	\$3,803.85	\$1,673.70	\$43,516.08	\$33,751.19	28.9%	

Item	1995 Price Per Unit	1994 Price per Unit	Price Inc (%)	Price to Material Cost	Price Comparisons											
					Florida	WV-FL %	Ohio	WV-OH	Texas	WV-TX	ew York	WV-NY %	Comm'l	V-Comm'l	Comm'l	V-Comm'l
Hand Soap, Antiseptic	\$58.83	\$43.76	25.6%	203.6%	\$44.30	24.7%	\$61.97	-5.3%	\$31.33	46.7%	\$52.63	10.5%	\$70.72	-20.2%	\$55.64	5.4%
Hand Soap, Antiseptic	\$25.56	\$10.40	59.3%	233.6%	NA	NA	NA	NA		NA		NA		NA	NA	NA
Hand Soap, Lotion 27	\$50.63	\$39.60	21.8%	213.2%	\$40.65	19.7%	\$48.89	3.4%	\$28.84	43.0%	\$52.19	-3.1%	\$69.70	-37.7%	\$55.64	-9.9%
Hand Soap, Lotion-G	\$15.70	\$10.40	33.8%	260.1%	NA	NA	NA	NA		NA		NA	\$62.47	-297.9%	\$23.25	-48.1%
Shampoo-Body 27 oz	\$58.74	\$43.76	25.5%	203.8%	NA	NA	\$51.22	12.8%	\$29.84	49.2%	\$53.52	8.9%	\$72.04	-22.6%	NA	NA
Dispenser	\$8.90	\$7.91	11.1%	209.3%	\$5.20	41.5%		100.0%	\$2.98	66.5%		100.0%	\$8.13	8.7%	\$5.00	43.8%
Estimated Total	\$43,516.08	\$33,751.19	28.9%													

WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES

STANDARD JANITORIAL PRICE ESTIMATE

CUSTOMER: Department of Motor Vehicles

LOCATION: Winfield

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
1. Offices	1.0	8,000	8,000
*	*	0	0
*	*	0	0
*	*	0	0
Number of days per week cleaned	5		
TOTAL ADJUSTED SQUARE FEET		8,000	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	\$5.00
*Wage Rate (Supervisor-Non-client)	\$5.00
*Wage Rate (Worker-Client)	\$4.25
*Wage Rate (Worker-Non-client)	\$4.25
*FICA Tax Rate	7.65%
*Workers Compensation Tax Rate	2.00%
*Unemployment Tax Rate	2.00%

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	8,000 square feet
Cleaning hours per day	3.37 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	1.68 hours/day
*Time allocation-Client Workers (hours)	1.68 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	26.95 hours/year
Annual relief (Workers)	26.95 hours/year

D. MONTHLY DIRECT COSTS

Supervision	\$182.46	Wages/month
Relief-Supervision	\$11.23	Wages/month
Client workers	\$155.09	Wages/month
Non-client Workers	\$0.00	Wages/month
Relief-Workers	\$9.54	Wages/month
Monthly Burdened Direct Labor Costs	\$396.96	per month
Standard chemical cost	6.00%	\$23.82 of burdened DL
Standard equipment cost	4.00%	\$15.88 of burdened DL
Monthly Chemical and Equipment Costs	\$39.70	per month
TOTAL MONTHLY DIRECT COSTS	\$436.65	

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	10.00%	\$43.67
*DBG Overhead Rate	7.00%	\$33.62
*Shawnee Hills Overhead Rate	5.50%	\$26.42
FULLY BURDENED COST		\$513.94

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10.00%	\$51.39
WVARF Fee Rate and Monthly Fee	4.00%	\$22.61

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY	\$587.95
ANNUALLY	\$7,055.39
Total Annual Square Foot Cost-Standard	\$0.88 per square foot

H. DELUX FLOOR CARE FEE

*Charge Per Square Foot	10.0 cents/sq foot
*Number of Floor Cleanings Per Year	2 cleanings/year
Total Delux Floor Care Charge	\$1,600.00
WVARF Fee	4.00% \$64.00
TOTAL ANNUAL DELUX FLOOR CARE FEE	\$1,664.00

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER	\$8,719.39
TOTAL MONTHLY BILLING AMOUNT	\$726.62
Total Annual Square Foot Cost-Delux	\$1.09 per square foot

J. CONTRACT

Vendor	Shawnee Hills - Diversified Business Group
Contract Period	October 1, 1994 through September 30, 1995

Notes:

1. Disposables supplied by the State of West Virginia.
2. Use of crew labor authorized.
3. Relief based on 5 vacation days, 5 sick days, and 6 holidays
4. Price based on a standard work week of 40 hours

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.

Prepared and submitted by:

Accepted and approved by:

Debra M. Bensey

West Virginia Association of Rehabilitation Facilities

Director of Operations

Printed Name: _____

Office: _____

Governor's Committee for the Purchase of
Commodities and Services from the Handicapped

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

LOCATION: DEPT. OF HIGHWAYS
 PRINCETON

DATES OF CONTRACT: December 1, 1994 - November 30, 1995

CONTACT: Tommy Camden
 PHONE #:

SQ. FT. 17,900
 COST PER SQ. FT. \$0.85

 NOTES: SMALL BUSINESS IMPACT - NONE*

ANALYSIS:

	Per Hour	Per Hour 20% Fringe	Per Month
Labor			
Supervisor	\$6.00	\$1.20	\$312.00 10 hrs. per week
Relief	6.00	0.72	\$18.05
Worker #1	4.75	0.95	\$741.00 30 hrs. per week
Relief	4.75	0.57	\$42.65

DIRECT LABOR	\$1,113.70
CHEMICALS	customer supplied
EQUIPMENT	customer supplied
OVERHEAD	111.37 10% of direct labor
FLOOR CARE	N/A
WVARE	49.00 4% of total

MONTH TOTAL	\$1,274.07
ANNUAL TOTAL	\$15,288.87

VENDOR: Mercer County Opportunity Workshop

MONTHLY \$1,225.07
 ANNUAL: \$14,700.84

NOTES: Disposables & Equipment 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.

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

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

LOCATION: DEPT. OF HIGHWAYS
 Roncerverte

DATES OF CONTRACT: January 1, 1995 - December 31, 1995

CONTACT: Keith Brown
 PHONE #:

SQ. FT. 11,253
 COST PER SQ. FT. \$1.39

 NOTES: SAML BUSINESS IMPACT - NONE

ANALYSIS:

Labor	Per Hour	Per Hour 20% Fringe	Per Month
Supervisor	\$5.50	\$1.10	\$572.00 20 hrs. per week
Relief	5.50	0.66	32.83
Worker #1	4.50	0.90	468.00 20 hrs. per week
Relief	4.50	0.54	26.86

 DIRECT LABOR \$1,099.69
 CHEMICALS customer supplied
 EQUIPMENT 43.99 4% of labor
 OVERHEAD 109.97 10% of direct labor
 FLOOR CARE N/A
 WVARF 50.15 4% of total

 MONTH TOTAL \$1,303.79
 ANNUAL TOTAL \$15,645.51

VENDOR: SRW

MONTHLY \$1,253.65
 ANNUAL: \$15,043.76

NOTES: Disposables & Chemicals 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
 Director of Operations

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

LOCATION: DEPT. OF HIGHWAYS
Lewisburg - County Garage

DATES OF CONTRACT: January 1, 1995 - December 31, 1995

CONTACT: Keith Brown
PHONE #:

SQ. FT. 2,600
COST PER SQ. FT. \$0.92

NOTES: SMALL BUSINESS IMPACT - NONE

ANALYSIS:

	Per Hour	Per Hour 20% Fringe	Per Month
Labor			
Supervisor	\$5.50	\$1.10	\$85.80 3 hrs. per week
Relief	5.50	0.66	4.80
Worker #1	4.50	0.90	\$70.20 3 hrs. per week
Relief	4.50	0.54	3.93

DIRECT LABOR	\$164.73
CHEMICALS	customer supplied
EQUIPMENT	10.00 minimum
OVERHEAD	16.47 10% of direct labor
FLOOR CARE	N/A
WVARE	7.65 4% of total

MONTH TOTAL	\$198.85
ANNUAL TOTAL	\$2,386.21

VENDOR: SRW

MONTHLY \$191.20
ANNUAL: \$2,294.44

NOTES: Disposables & Chemicals 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.

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

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

LOCATION: DEPT. OF HIGHWAYS
Lewisburg - Materials Building

DATES OF CONTRACT: January 1, 1995 - December 31, 1995

CONTACT: Keith Brown
PHONE #:

SQ. FT. 2,808
COST PER SQ. FT. \$1.39

NOTES: SMALL BUSINESS IMPACT - NONE

ANALYSIS:

	Per Hour	Per Hour 20% Fringe	Per Month
Labor			
Supervisor	\$5.50	\$1.10	\$143.00 5 hrs. per week
Relief	5.50	0.66	8.27
Worker #1	4.50	0.90	\$117.00 5 hrs. per week
Relief	4.50	0.54	6.77

DIRECT LABOR	\$275.04
CHEMICALS	customer supplied
EQUIPMENT	11.00 4% of labor
OVERHEAD	27.50 10% of direct labor
FLOOR CARE	N/A
WVAF	12.54 4% of total

MONTH TOTAL	\$326.09
ANNUAL TOTAL	\$3,913.05

VENDOR: SRW

MONTHLY \$313.55
ANNUAL: \$3,762.55

NOTES: Disposables & Chemicals 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 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: DRS Office
Welch

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

SQ. FT. 4100
COST PER SQ. FT. \$0.70

% OF DISABLED:

NOTE: SMALL BUSINESS IMPACT - NONE, CURRENT CONTRACT HAS QUIT.

Analysis:

Labor	Per Hour	Per Hour 20% Fringe	Per Month
Supervisor	\$5.50	\$1.10	\$85.80 3 hrs. a week
Relief	5.50	\$0.66	\$4.80
Worker #1	4.75	\$0.95	\$74.10 3 hrs. a week
Relief	4.75	\$0.57	\$4.15

Direct Labor	\$168.85
Chemicals	10.13 6% of direct labor
Equipment	10.00 minimum
Overhead	42.21 25% of direct labor
Floor Care	LANDLORD DOES CARPET CLEANING
WVAF	9.25 4% of total

Monthly Total	\$240.44
Annual Total	\$2,885.29

VENDOR: WYOMING COUNTY

MONTHLY: \$231.19
ANNUAL: \$2,774.32

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

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

LOCATION: DHHR - MEDICAID FRAUD DIVISION
 DUNBAR, WV

DATES OF CONTRACT: DECEMBER 1, 1994 - NOVEMBER 30, 1995

CONTACT: COL. CHARLES E. STOKES
 PHONE#: 558-5353
 FAX#: 558-1069

SQ. FT. 5,200
 COST PER SQ. FT. \$0.89

 SMALL BUSINESS IMPACT: NONE, NEW LOCATION, LANDLORD DID AT OLD LOCATION.

ANALYSIS:

	Per Hour	Per Hour	Per Month
Labor		20% Fringe	
Worker#1	\$5.00	\$1.00	\$260.00 10 hrs. per week
	\$5.00	\$0.60	\$16.02

LABOR	\$276.02
CHEMICALS	16.56 6% of labor
EQUIPMENT	11.04 4% of labor
FLOOR CARE	
OVERHEAD	69.01 25% of labor
WVARF FEE	12.14 4% of total

MONTHLY TOTAL	\$384.77
ANNUAL TOTAL	\$4,617.26

VENDOR: DEAF, INC.
 MONTHLY: \$372.63
 ANNUAL: \$4,471.52

NOTES:

DEAF, Inc. will furnish Job Coaches for the contract. Only workers and job coaches who have had prior security clearance from the Medicaid Fraud Division will be allowed on the site. DEAF, Inc. will make sure that at least one relief worker and one relief job coach has had clearance at all times.

Carpet Cleaning will be done at the customers request at the cost of .08 cents a sq. ft.

Disposables supplied by State of WV. Relief is based on 5 vacation days, This quote is based on 5 man hours 5 sick days and 6 holidays per year. Fringe benefits are based on '20% for worker and 12% for relief.

The above amount is pending subject to final determination of the "fair market price" by the Governor's Committee for the Purchase of Commodities and Services from the Handicapped.

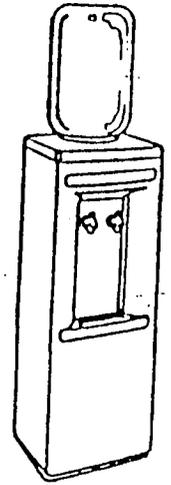
Debra M. Bensey
 Director of Operations

Department of Natural Resources
Shipping and Storage Contract
December 1, 1994 - June 30, 1995

ACTIVITY	RATE
Receiving Skids	\$9.50
Storage Skids(4x4x4)	\$6.50
Storage Skids(4x4x6)	\$9.50
Retrieving Skids	\$6.00
Orders Processed	\$5.75
Bulk Orders Pickup	\$3.00
Bulk Order Mailing	\$1.50
Less Than A Case	\$2.00
Labels	\$.60
Delivery Per Hour	\$20.00
Delivery Per Mile	\$ 2.00



Premium
Bottled
Water



a product of Green Acres Regional, Inc.

ALL PROCEEDS FROM THE SALE OF THIS PRODUCT BENEFITS
THE HANDICAPPED



Bottled Water Coolers
Cold

\$8.95 per month



Bottled Water Coolers
Compartment
(Hot 'N Cold)

\$14.00 per month



Bottled Water Coolers
(Hot 'N Cold)

\$11.75 per month



Counter Top
Water Cooler
(Hot 'N Cold)

\$13.00 per month



Bottled Water Coolers
Refreshment Center
(Hot 'N Cold w/Refrigerator)

\$15.00 per month



PURE LESAGE DRINKING WATER:

5-GALLON RETURNABLE BOTTLES \$5.15
3-GALLON RETURNABLE BOTTLES 2.99

"BOTTLED WITH PRIDE
IN WEST VIRGINIA"

A bottle deposit is required for all bottles changed out
However, the deposit is a one-time charge and is refundable.

Bottle Deposit \$ 6.00 per bottle

OPTIONS FOR COOLERS:

Cooler-Mounted Cup Dispenser NO CHARGE
Cups for Dispenser (Paper Cone Type) \$ 2.00 (200 per tube)

****FREE DELIVERY AND INSTALLATION****

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