

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

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

MINUTES

May 9, 1996

**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 Parker, and Everette Sullivan. Ex officio member in attendance was Debra Bensey, Director of Operations of the CNA. Guests in attendance were Stephen R. King, Division of Rehabilitation Services, Tim Urbanic, WVARF's Vice President, and Chris Miller, CPA of the CNA staff.

The minutes of the meeting of April 23, 1996, were approved as submitted.

John Parker gave the financial report which showed a beginning balance of \$1,995.27, expenditures of \$57.78; \$107.52; and \$13.20, with an ending balance of \$1,816.77.

The Chairman's report consisted of a review of up-coming committee meetings. He indicated a schedule conflict with the meeting scheduled for June 13, 1996. Arrangements have been made for his alternate to attend this meeting as this will probably be necessary for a quorum. Tim Urbanic gave the committee an update of activities at Shawnee Hills. Since the committee's last meeting, Michael Tassos, CPA of the Accounting firm of Arnett and Foster, was hired by Shawnee Hills as their product line manager. He will become the CNA's primary point of contact for all State Use activities working under the supervision of A. J. Ball, Senior VP of Shawnee Hills. Committee members requested that he be present for the June 13, 1996 meeting.

Under new business the CNA made the committee aware of correspondence received from the Hancock County Sheltered Workshop requesting first right of

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

preference for two contracts with the Department of Motor Vehicles for the fabrication of license plates and for the general operation of the DMV.

The CNA also provided the committee an informational update on the progress of its negotiations with the Army National Guard to provide food service to its Mountaineer Challenge Academy at Camp Dawson, W. Va. So far staff of the Preston County Workshop and the CNA have succeeded in decreasing labor costs by 7.5% and will find some method of providing food as a pass-through cost with no additional burden applied. A bottom-line offer will be made in the next week to ten days. It has been noted that staff at Camp Dawson have been very helpful and cooperative with the CNA and staff of the Preston County Workshop.

The following janitorial contract renewal was presented by the CNA. It was moved, seconded, and approved by the Committee:

CUSTOMER: Department of Health and Human Resources—Child Advocate's Office, Charleston				
VENDOR: Goodwill Industries of Kanawha Valley				
Contract Period: July 1, 1996, through June 30, 1997				
Staffing Plan: One working supervisor; one worker	2 workers	2 hours each per day	5 days weekly	20 worker hours weekly
Total Square Feet: 8,270	Cost per square foot: \$1.28	Monthly Cost to Agency: \$883.84	Annualized Cost: \$10,606.06	Two deluxe floor cleanings per year: \$2,064.07

The following janitorial contract renewal was presented by the CNA. It was moved, seconded, and approved by the Committee:

CUSTOMER: Department of Health and Human Resources—Support Services, Charleston				
VENDOR: Goodwill Industries of Kanawha Valley				
Contract Period: July 1, 1996, through June 30, 1997				
Staffing Plan: One working supervisor, one worker	2 workers	2 hours each per day	5 days weekly	20 worker hours weekly
Total Square Feet: 9,522	Cost per square foot: \$1.21	Monthly Cost to Agency: \$959.40	Annualized Cost: \$11,512.86	Two deluxe floor cleaning per year: \$2,970.86

The following janitorial contract renewal was presented by the CNA. It was moved, seconded, and approved by the Committee:

CUSTOMER: Department of Highways, Huntington				
VENDOR: Goodwill Industries of KYOWVA				
Contract Period: July 1, 1996, through June 30, 1997				
Staffing Plan: One working supervisor and three workers	4 workers	8 hours each per day	5 days weekly	160 worker hours weekly
Total Square Feet: 76,000	Cost per square foot: \$1.10	Monthly Cost to Agency: \$6,958.41	Annualized Cost: \$83,500.86	Two deluxe floor cleanings per year: \$14,631.59

The following janitorial contract renewal was presented by the CNA. It was moved, seconded, and approved by the Committee:

CUSTOMER: Department of Highways, Lewisburg VENDOR: Gateway Industries (formerly Southeastern Regional Workshop)				
Contract Period: July 1, 1996, through June 30, 1997				
Staffing Plan: One working supervisor and one worker	2 workers	2 hours each per day	5 days weekly	20 worker hours weekly
Total Square Feet: 5,408	Cost per square foot: \$1.62	Monthly Cost to Agency: \$731.49	Annualized Cost: \$8,777.90	No deluxe floor cleanings

The following janitorial contract renewal was presented by the CNA. It was moved, seconded, and approved by the Committee:

CUSTOMER: Department of Highways, Michigan Avenue, Charleston VENDOR: Goodwill Industries of Kanawha Valley				
Contract Period: July 1, 1996, through June 30, 1997				
Staffing Plan: One working supervisor and one worker	2 workers	4 hours each per day	5 days weekly	40 worker hours weekly
Total Square Feet: 15,887.5	Cost per square foot: \$1.28	Monthly Cost to Agency: \$1,694.81	Annualized Cost: \$20,337.67	Two deluxe floor cleanings per year: \$3,965.52

The following janitorial contract renewal was presented by the CNA. It was moved, seconded, and approved by the Committee:

CUSTOMER: Department of Motor Vehicles, Bridgeport				
VENDOR: Harrison County Sheltered Workshop				
Contract Period: July 1, 1996, through June 30, 1997				
Staffing Plan: One working supervisor and one worker	2 workers	1.75 hours each per day	5 days weekly	17.5 worker hours weekly
Total Square Feet: 7,000	Cost per square foot: \$1.28	Monthly Cost to Agency: \$744.19	Annualized Cost: \$8,930.24	Two deluxe floor cleanings per year: \$1,456.00

The next janitorial contract presented by the CNA is a contract renewal. There is no small business impact. It was moved, seconded, and approved by the Committee:

CUSTOMER: Department of Motor Vehicles, Huntington				
VENDOR: Goodwill Industries of KYOWVA				
Contract Period: July 1, 1996, through June 30, 1997				
Staffing Plan: One working supervisor and one worker	2 workers	1.5 hours each per day	5 days weekly	15 worker hours weekly
Total Square Feet: 6,450	Cost per square foot: \$1.24	Monthly Cost to Agency: \$668.03	Annualized Cost: \$8,016.41	Two deluxe floor cleanings per year: \$1,609.92

The next janitorial contract presented by the CNA is a contract renewal. There is no small business impact. It was moved, seconded, and approved by the Committee:

CUSTOMER: Department of Motor Vehicles, Martinsburg				
VENDOR: Eastern Panhandle Training Center				
Contract Period: July 1, 1996, through June 30, 1997				
Staffing Plan: One working supervisor and one worker	2 workers	1 hour each per day	5 days weekly	10 worker hours weekly
Total Square Feet: 4,000	Cost per square foot: \$1.42	Monthly Cost to Agency: \$473.15	Annualized Cost: \$5,677.84	Two deluxe floor cleanings per year: \$1,013.70

The next janitorial contract presented by the CNA is a contract renewal. There is no small business impact. It was moved, seconded, and approved by the Committee:

CUSTOMER: Fixed Wing Detachment				
VENDOR: The Op Shop				
Contract Period: July 1, 1996, through June 30, 1997				
Staffing Plan: One working supervisor and one worker	2 workers	.75 hours each per day	5 days weekly	7.5 worker hours weekly
Total Square Feet: 3,000	Cost per square foot: \$1.39	Monthly Cost to Agency: \$347.35	Annualized Cost: \$4,168.19	Two deluxe floor cleanings per year: \$686.40

The next janitorial contract presented by the CNA is a contract renewal. There is no small business impact. It was moved, seconded, and approved by the Committee:

CUSTOMER: Southern West Virginia Community College				
VENDOR: Wyoming County Workshop				
Contract Period: July 1, 1996, through June 30, 1997				
Staffing Plan: One working supervisor and one worker	2 workers	4 hours each per day	5 days weekly	40 worker hours weekly
Total Square Feet: 22,000	Cost per square foot: \$.82	Monthly Cost to Agency: \$1,499.64	Annualized Cost: \$17,995.74	No deluxe floor cleanings

The next statewide contract renewal for personal care kits was presented by the CNA. The enclosed price list indicates any pass through price increases and reasons for increases. It was moved, seconded, and approved by the Committee:

CUSTOMER: State of West Virginia	
VENDOR: Adena Industries - Moundsville	
Contract Period: July 1, 1996, through June 30, 1997	
Estimated Annual Sales --\$114,000.00	

The next contract presented by the CNA is a contract renewal for interstate rest areas care and maintenance. It was moved, seconded, and approved by the Committee:

CUSTOMER: Department of Highways			
VENDOR: Various work centers			
Contract Period: July 1, 1996, through June 30, 1997			
Staffing Plan: Supervisors--\$7.61 per hour; workers \$5.25 per hour	87.17 FTE workers	8 hours each per day	7 days weekly
Total Monthly Cost: FY'96 \$137,010.36 FY'97 \$139,750.54	Total cost FY'96 \$1,644,232.27	Total Cost to Agency: FY'97 \$1,677,006.44	Amount of increase: \$32,774.17 per annum; \$2,731.18 per month

There being no further business to be brought before the Committee, it was in adjournment with the time and place for the next meetings being June 13, 1996, and July 25, 1996, at 9:30 a.m. at the Small P & P Conference Room at the West Virginia Rehabilitation Center Complex, Institute, West Virginia.

Craig A. Greening, Chairman



John L. Parker, Recorder

Hancock County Sheltered Workshop, Inc

1100 Pennsylvania Avenue
Weirton, West Virginia 26062
748-2370



Fred W. Hendershot, Executive Director

TO: Ms. Debbie Bensey
Director of Operations, WVARF
FROM: Fred Hendershot
Executive Director, Hancock County Sheltered Workshop, Inc.
DATE: May 6, 1996

Re: State Use Set Aside

Please be advised I am in the process of working with Mike Paulcy on reviewing two contracts for possible set aside with the State of West Virginia. These two contracts are: (1) fabrication of license plates for automobiles, etc. and (2) general operation of the Department of Motor Vehicles.

Not being sure of the process for state-set-aside, please inform me of any procedures to be followed in this matter. If there are more, please send me written notification that these two contracts have been designated for the Hancock County Sheltered Workshop, Inc. as possible State Use Contracts.

Atlanta - Personal Care

West Virginia Use Contract

Item	Annual Unit Quantity	Purchasing Unit	MATERIAL COSTS		Subtotal Dir Mat Costs	Production Unit	DIRECT LABOR		COSTS		Manufacturing Cost
			Price per Purch Unit	Units Purch			Price per Prod Unit	Units Purchased	Subtotal Dir Labor Costs		
Disposable Razors	116532	1000	110.00	123	13530.00	6	0.0604	19422	1173.09	14703.09	
F.R. Aerosol Shave Cream, 1.5oz	0	144	71.49	0	0.00	6	0.0687	0	0.00	0.00	
Colgate Shave Cream 2.25 oz.	6348	72	38.88	107	4160.16	6	0.0687	1058	72.68	4232.84	
After Shave Lotion Alcohol Free 5oz.	576	12	13.24	30	397.20	6	0.0938	96	9.00	406.20	
5.0oz Speed Stick Deodorant	3924	72	28.80	69	1987.20	6	0.0938	654	61.35	2048.55	
2.25oz Speed Stick Deodorant	1500	12	17.60	70	1232.00	6	0.0938	250	23.45	1255.45	
1.5oz Lady Speed Stick	1368	12	14.50	120	1740.00	6	0.0938	228	21.39	1761.39	
1.5oz McRays roll-on deodorant	4878	60	25.50	80	2040.00	6	0.0938	813	76.26	2116.26	
4oz Dial Spray Deodorant	0	24	37.72	0	0.00	4	0.0938	0	0.00	0.00	
3oz non-aerosol Speed St.Spray deod	0	24	32.16	0	0.00	4	0.0938	0	0.00	0.00	
4oz Golden Shampoo	36510	48	24.30	681	16548.30	6	0.0938	6085	570.77	17119.07	
4oz. Dawn Mist Baby Shampoo	1764	60	16.44	35	575.40	6	0.0938	294	27.58	602.98	
3.5oz T.L.C Hair Body Shampoo	1128	96	50.72	11	557.92	6	0.0938	188	17.63	575.55	
2oz Shampoo	4716	144	24.37	10	243.70	6	0.0938	786	73.73	317.43	
2oz Conditioner	924	144	26.50	5	132.50	6	0.0938	154	14.45	146.95	
8.5oz Toothpaste	16428	240	76.25	48	3660.00	12	0.0841	1369	115.13	3775.13	
1.5oz Toothpaste	35220	36	16.60	740	12284.00	12	0.0841	2935	246.83	12530.83	
2.75oz Refreshment Toothpaste	4752	144	50.97	15	764.55	6	0.0938	792	74.29	838.84	
Toothbrush, adult, soft	24864	144	25.92	204	5287.68	12	1.3934	2072	2887.12	8174.80	
4oz Non-Alcohol Mouth Wash	6414	60	18.65	115	2144.75	6	0.0938	1069	100.27	2245.02	
4oz Medi Kool Mouthwash	384	48	16.83	5	84.15	6	0.0938	64	6.00	90.15	
3.5oz Dial Deodorant Soap	3264	72	28.06	63	1767.78	6	0.1164	544	63.32	1831.10	
4.75oz Pure & Natural Soap	33972	72	32.60	325	10595.00	6	0.1164	5662	659.06	11254.06	
2.25oz Soap (Safeguard or Dial)	2454	200	31.50	17	535.50	6	0.1064	409	43.52	579.02	
4.5oz Mt.Fresh Dial	0	72	33.94	0	0.00	6	0.1164	0	0.00	0.00	
4oz Medi Creme Lotion	5688	48	18.50	125	2312.50	6	0.0938	948	88.92	2401.42	
4oz Cornstarch Body Powder	0	48	23.81	0	0.00	6	0.0938	0	0.00	0.00	
4oz Dawn Mist Baby Powder	240	48	17.24	0	0.00	6	0.0938	40	3.75	3.75	
4oz Baby Oil	0	48	23.88	0	0.00	6	0.0938	0	0.00	0.00	
Hairlift Pocket Pick	336	576	38.96	0	0.00	6	0.0604	56	3.38	3.38	
8" Comb	2880	1000	160.00	6	960.00	6	0.0604	480	28.99	988.99	
7" Comb	2880	1000	70.00	2	140.00	6	0.0604	480	28.99	168.99	
5" Comb	3036	1000	70.00	4	280.00	6	0.0604	506	30.56	310.56	
Hairbrush, asst.colors	1932	576	357.12	4	1428.48	6	0.0752	322	24.21	1452.69	
Emery Boards	1584	4800	141.94	1	141.94	6	0.0845	264	22.31	164.25	
Facial Tissues, 50ct	7362	200	37.51	28	1050.28	3	0.0845	2454	207.36	1257.64	
Toothbrush case	3996	144	29.28	19	556.32	6	0.0687	666	45.75	602.07	
Soap Dish with hinged lid	2820	144	35.88	21	753.48	4	0.0514	705	36.24	789.72	
Tumbler, 8oz, gold or aqua	4104	500	50.00	6	300.00	6	0.0938	684	64.16	364.16	
Denture cups, aqua	720	250	34.66	2	69.32	6	0.0845	120	10.14	79.46	
Carafe w lid, 32oz, gold or aqua	2688	100	34.50	22	759.00	6	0.0938	448	42.02	801.02	
Foam jacket for carafe, white	2472	200	19.85	14	277.90	6	0.0938	412	38.65	316.55	
Carafe tray, 6x10, gold or aqua	216	100	27.77	3	83.31	6	0.0938	36	3.38	86.69	
Plastic liner for Carafe	0	500	42.65	0	0.00	6	0.0938	0	0.00	0.00	
Foam liner for Carafe	2688	500	42.65	5	213.25	6	0.0938	448	42.02	255.27	
Washbasin, 7qt., gold or aqua	2688	50	31.57	35	1104.95	6	0.0938	448	42.02	1146.97	
Emesis Basin, 9", gold or aqua	2712	250	28.57	9	257.13	6	0.0938	452	42.40	299.53	
Cleansing wipes	2880	2000	39.46	1	39.46	72	0.0676	40	2.70	42.16	
Maternity length pads	2160	288	42.00	5	210.00	72	0.0653	30	1.96	211.96	
Beltless Feminine Pads	28944	576	44.41	45	1998.45	72	0.0653	402	26.25	2024.70	
Denture Cleaning Tablets	792	540	34.20	1	34.20	72	0.01315	11	0.14	34.34	
Tampax Tampons	72	500	54.25	1	54.25	6	0.0841	12	1.01	55.26	
Brushless Shave Cream, 2oz	1296	12	6.75	100	675.00	12	0.0841	108	9.08	684.08	
Landers stick deodorant, 1.5oz	420	12	8.89	40	355.6	12	0.0841	35	2.9435	343.74	
TOTAL		19022.00			94322.61						

Item	Type	Items per Packing Unit	PACKAGING AND		SHIPPING	CONTAINER		COSTS		Shipping Carton Costs	Subtotal Pack & Carton Costs
			Cost Unit	Packaging Costs		Units per Carton	Cartons per Year	cost unit			
Disposable Razors	bag & heat seal	6	0.0278	539.93	small carton/tape	120	162	1.11392	180.29	720.22	
F.R. Aerosol Shave Cream 1.5oz	bag/tape	6	0.0466	0.00	small carton/tape	42	1	1.11392	1.11	1.11	
Colgate Shave Cream 2.25 oz.	bag	6	0.0411	43.48	small carton/tape	36	29	1.11392	32.74	76.22	
After Shave Lotion Alcohol Free 5oz.	bag and tape	6	0.0312	3.00	small carton/tape	14	7	1.11392	7.64	10.63	
.50oz Speed Stick Deodorant	bag/tape	6	0.0387	25.31	small carton/tape	40	16	1.11392	18.21	43.52	
2.25oz Speed Stick Deodorant	bag/tape	6	0.0466	11.65	small carton/tape	36	7	1.11392	7.74	19.39	
1.5oz Lady Speed Stick	bag/tape	6	0.0466	10.62	small carton/tape	36	6	1.11392	7.05	17.68	
1.5oz McRays roll-on deodorant	bag/tape	6	0.0387	31.46	small carton/tape	36	23	1.11392	25.16	56.62	
4oz Dial Spray Deodorant	bag/tape	4	0.0412	0.00	small carton/tape	20	1	1.11392	1.11	1.11	
3oz non-aerosol Speed St. Spray deod.	bag/tape	4	0.0412	0.00	small carton/tape	20	1	1.11392	1.11	1.11	
4oz Golden Shampoo	bag/tape	6	0.0412	250.70	small carton/tape	20	304	1.11392	338.91	589.61	
4oz. Dawn Mist Baby Shampoo	bag/tape	6	0.0412	12.11	small carton/tape	20	15	1.11392	16.37	28.49	
3.5oz TLC Hair/Body Shampoo	bag/tape	6	0.0412	7.75	small carton/tape	20	9	1.11392	10.47	18.22	
2oz Shampoo	bag/tape	6	0.0387	30.42	small carton/tape	36	22	1.11392	24.32	54.74	
2oz Conditioner	bag/tape	6	0.0387	5.96	small carton/tape	36	4	1.11392	4.77	10.72	
.85oz Toothpaste	bag/tape	12	0.0313	42.85	small carton/tape	66	21	1.11392	23.11	65.96	
1.5oz Toothpaste	bag/tape	12	0.0412	120.92	small carton/tape	24	122	1.11392	136.22	257.15	
2.75 oz. Refreshment Toothpa	bag/tape	6	0.0412	32.63	small carton/tape	50	16	1.11392	17.64	50.27	
Toothbrush, adult, soft	bag/bag	12	0.0473	98.01	small carton/tape	50	41	1.11392	46.16	144.17	
4oz Non-Alcohol Mouthwash	bag/tape	6	0.0412	44.04	small carton/tape	20	53	1.11392	59.54	103.58	
4oz Medi Kool Mouthwash	bag/tape	6	0.0412	2.64	small carton/tape	20	3	1.11392	3.56	6.20	
3.5oz Dial Deodorant Soap	bag/tape	6	0.0387	21.05	small carton/tape	36	15	1.11392	16.83	37.89	
4.75oz Pure & Natural Soap	bag/tape	6	0.0412	233.27	small carton/tape	36	157	1.11392	175.19	408.47	
2.25oz Soap (Safeguard or Dial)	bag/tape	6	0.0387	15.83	small carton/tape	60	7	1.11392	7.59	23.42	
4.5oz Mt. Fresh Dial	bag/tape	6	0.0412	0.00	small carton/tape	36	1	1.11392	1.11	1.11	
4oz Medi Creme Lotion	bag/tape	6	0.0412	39.06	small carton/tape	20	47	1.11392	52.80	91.86	
4oz Cornstarch Body Powder	bag/tape	6	0.0412	0.00	small carton/tape	20	1	1.11392	1.11	1.11	
4oz Dawn Mist Baby Powder	bag/tape	6	0.0412	1.65	small carton/tape	14	3	1.11391	3.18	4.83	
4oz Baby Oil	bag/tape	6	0.0387	0.00	small carton/tape	40	1	1.11392	1.11	1.11	
Hairlift Pocket Pick	bag/tape	6	0.0278	1.56	small carton/tape	160	1	1.11392	1.11	2.67	
8" Comb	bag	6	0.0337	16.18	small carton/tape	120	4	1.11392	4.46	20.63	
7" Comb	bag	6	0.0307	14.74	small carton/tape	180	3	1.11392	2.97	17.71	
5" Comb	bag	6	0.0278	14.07	small carton/tape	200	3	1.11392	2.82	16.89	
Hairbrush, asst.colors	bag	6	0.0412	13.27	small carton/tape	36	9	1.11392	9.96	23.23	
Emery Boards	bag/tape	6	0.0291	7.68	small carton/tape	390	1	1.11392	0.75	8.44	
Facial Tissues, 50ct	bag	3	0.0392	96.20	small carton/tape	65	38	1.11392	42.05	138.25	
Toothbrush case	bag	6	0.0337	22.44	large carton/tape	24	28	2.50172	69.42	91.87	
Soap Dish with hinged lid	bag	4	0.0392	27.64	small carton/tape	18	39	1.11392	43.63	71.26	
Tumbler, 8oz, gold or aqua	bag	6	0.0387	26.47	small carton/tape	36	19	1.11392	21.16	47.64	
Denture cups, aqua	bag/tape	6	0.0343	4.12	small carton/tape	90	1	1.11392	1.49	5.60	
Carafe w lid, 32oz, gold or aqua	bag	6	0.0899	40.28	small carton/tape	12	37	1.11392	41.59	81.86	
Foam jacket for carafe, white	bag/tape	6	0.0899	37.04	small carton/tape	6	69	1.11392	76.49	113.53	
Carafe tray, 6x10, gold or aqua	bag/tape	6	0.0392	1.41	med. carton/tape	36	1	1.65423	1.65	3.07	
Plastic liner for Carafe	bag/tape	6	0.0899	0.00	small carton/tape	6	1	1.11392	1.11	1.11	
Foam liner for Carafe	bag/tape	6	0.0899	40.28	med. carton/tape	6	75	1.65423	123.52	163.79	
Washbasin, 7qt., gold or aqua	bag/tape	6	0.0899	40.28	med. carton/tape	8	56	1.65423	92.64	132.91	
Emesis Basin, 9", gold or aqua	bag/tape	6	0.0899	40.63	small carton/tape	80	6	1.11392	6.29	46.93	
Cleansing wipes	bag/tape	6	0.0278	13.34	small carton/tape	300	1	1.11392	1.11	14.46	
Maternity length pads	bag/tape	6	0.0392	14.11	small carton/tape	100	1	1.11392	1.11	15.23	
Beltless Feminine Pads	bag	6	0.0337	162.57	large carton/tape	100	4	2.50172	10.06	172.63	
Denture Cleaning Tablets	bag	6	0.0398	5.25	small carton/tape	300	1	1.11392	1.11	6.37	
Tampax Tampons	bag	6	0.0347	0.42	small carton/tape	60	1	1.11392	1.11	1.53	
Brushless Shave Cream	bag/tape	12	0.0412	4.45	small carton/tape	24	5	1.11392	5.01	9.46	
Landers stick deod	bag/tape	12	0.0412	1.442	small carton/tape	36	1	1.11392	1.09	2.43	

Item	OTHER	MANUF	COSTS		O.II	BUILD	UP	FINAL	MANUF	PRICE	Per Piece
	Storage Costs	Inventory Carrying	Subtotal Manuf Costs	Adena-Mar. Overhead	Subtotal Manuf Costs	Adena Profit	Total Manuf Price				
Disposable Razors	64.26	383.35	15870.92	5141.40	21012.32	1680.99	22693.31	0.19			
E.R. Aerosol Shave Cream 1.5oz	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR			
Colgate Shave Cream 2.25 oz.	19.76	117.87	4446.70	1580.86	6027.56	482.20	6509.76	1.03			
After Shave Lotion Alcohol Free 5oz.	1.89	11.25	429.98	150.94	580.91	46.47	627.39	1.09			
5.0oz Speed Stick Deodorant	9.44	56.30	2157.81	755.14	2912.95	233.04	3145.98	0.80			
2.25oz Speed Stick Deodorant	5.85	34.91	1315.59	468.16	1783.75	142.70	1926.45	1.28			
1.5oz Lady Speed Stick	8.26	49.30	1836.63	661.20	2497.83	199.83	2697.66	1.97			
1.5oz McRays roll-on deodorant	9.69	57.80	2240.37	775.20	3015.57	241.25	3256.81	0.67			
4oz Dial Spray Deodorant	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR			
3oz non-aerosol Speed St.Spray deod.	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR			
4oz Golden Shampoo	78.60	468.87	18256.15	6288.35	24544.51	1963.56	26508.07	0.73			
4oz Dawn Mist Baby Shampoo	2.73	16.30	650.50	218.65	869.15	69.53	938.68	0.53			
3.5oz T.L.C Hair/Body Shampoo	2.65	15.81	612.23	212.01	824.24	65.94	890.18	0.79			
2oz Shampoo	1.16	6.90	380.23	92.61	472.83	37.83	510.66	0.11			
2oz Conditioner	0.63	3.75	162.05	50.35	212.40	16.99	229.40	0.25			
3.5oz Toothpaste	17.38	103.70	3962.17	1390.80	5352.97	428.24	5781.21	0.35			
1.5oz Toothpaste	58.34	348.05	13194.37	4667.92	17862.29	1428.98	19291.27	0.55			
2.75oz Refreshment Toothpaste	3.63	21.66	914.41	290.53	1204.94	96.39	1301.33	0.27			
Toothbrush, adult, soft	25.11	149.82	8493.90	2009.32	10503.22	840.26	11343.48	0.46			
4oz Non-Alcohol Mouthwash	10.19	60.77	2419.56	815.01	3234.56	258.77	3493.33	0.54			
4oz Medi Kool Mouthwash	0.40	2.38	99.14	31.98	131.12	10.49	141.60	0.37			
3.5oz Dial Deodorant Soap	8.40	50.09	1927.47	671.76	2599.23	207.94	2807.16	0.86			
4.75oz Pure & Natural Soap	50.32	300.19	12013.04	4026.10	16039.14	1283.13	17322.27	0.51			
2.25oz Soap (Safeguard or Dial)	2.54	15.17	620.16	203.49	823.65	65.89	889.54	0.36			
4.5oz M.L.Fresh Dial	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR			
4oz Medi Creme Lotion	10.98	65.52	2569.78	878.75	3448.53	275.88	3724.42	0.65			
4oz Cornstarch Body Powder	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR			
4oz Dawn Mist Baby Powder	0.00	0.00	8.58	0.00	8.58	0.69	9.27	0.04			
4oz Baby Oil	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR			
Hairlift Pocket Pick	0.00	0.00	6.05	0.00	6.05	0.48	6.54	0.02			
8" Comb	4.56	27.20	1041.38	364.80	1406.18	112.49	1518.68	0.53			
7" Comb	0.66	3.97	191.33	53.20	244.53	19.56	264.09	0.09			
5" Comb	1.33	7.93	336.71	106.40	443.11	35.45	478.56	0.16			
Hairbrush, asst.colors	6.78	40.47	1523.18	542.82	2066.00	165.28	2231.29	1.15			
Emery Boards	0.67	4.02	177.38	53.94	231.32	18.51	249.82	0.16			
Facial Tissues, 50ct	4.99	29.76	1430.64	399.11	1829.75	146.38	1976.13	0.27			
Toothbrush case	2.64	15.76	712.35	211.40	923.75	73.90	997.65	0.25			
Soap Dish with hinged lid	3.58	21.35	885.91	286.32	1172.23	93.78	1266.01	0.45			
Tumbler, 8oz, gold or aqua	1.42	8.50	421.72	114.00	535.72	42.86	578.58	0.14			
Denture cups, aqua	0.33	1.96	87.35	26.34	113.70	9.10	122.79	0.17			
Carafe w lid, 32oz, gold or aqua	3.60	21.51	907.99	288.42	1196.41	95.71	1292.13	0.48			
Foam jacket for carafe, white	1.32	7.87	439.27	105.60	544.87	43.59	588.46	0.24			
Carafe tray, 6x10, gold or aqua	0.40	2.36	92.51	31.66	124.17	9.93	134.10	0.62			
Plastic liner for Carafe	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR			
Foam liner for Carafe	1.01	6.04	426.12	81.04	507.15	40.57	547.73	0.20			
Washbasin, 7qt., gold or aqua	5.25	31.31	1316.44	419.88	1736.32	138.91	1875.23	0.70			
Emesis Basin, 9", gold or aqua	1.22	7.29	354.96	97.71	452.67	36.21	488.89	0.18			
Cleansing wipes	0.19	1.12	57.93	14.99	72.92	5.83	78.76	0.03			
Maternity length pads	1.00	5.95	234.13	79.80	313.93	25.11	339.05	0.16			
Beltless Feminine Pads	9.49	56.62	2263.44	759.41	3022.85	241.83	3264.68	0.11			
Denture Cleaning Tablets	0.16	0.97	41.84	13.00	54.84	4.39	59.23	0.07			
Tampax Tampons	0.26	1.54	58.58	20.62	79.20	6.34	85.54	1.19			
Brushless Shave Cream	3.21	19.13	715.88	256.50	972.38	77.79	1050.17	0.81			
Landers stick deodorant, 1.5oz	1.61	9.57	357.35	129.5	486.85	38.95	525.8	1.25			
TOTAL	447.92	2671.97	108670.00	35842.59	144506.96	996654.01	156067.52				

Item	WVART FEE	Final Cust. Price	Per Piece	price/doz	1995 Price doz	Percent Increase	Per Unit Mat'l Costs	Price as a % of Dir Mat	doz price for dir mat	Explanation of Increase
Disposable Razors	907.73	23601.04	0.20	2.43	2.35	3.42%	0.1100	84.12%	1.32	
E.R. Aerosol Shave Cream, 1.5oz	0.05	1.25	0.70	8.40	9.23	-8.99%	0.4965	41.00%	5.96	
Colgate Shave Cream 2.25 oz.	260.39	6770.15	1.07	11.09	10.09	9.91%	0.5400	97.50%	6.48	manufacturer price increase
Aller Shave Lotion Alcohol Free 5oz.	25.10	652.48	1.36	16.32	16.24	0.49%	1.1033	23.26%	13.24	
50oz Speed Stick Deodorant	125.84	3271.82	0.83	8.89	7.55	17.75%	0.4000	108.45%	4.80	manufacturer price increase
2.25oz Speed Stick Deodorant	77.06	2003.51	1.64	19.68	18.40	6.96%	1.4667	11.82%	17.60	new product size
1.5oz Lady Speed Stick	107.91	2805.56	1.99	23.88	23.64	1.02%	1.2083	64.69%	14.50	
1.5oz McRays roll-on deodorant	130.27	3387.09	0.69	8.33	8.10	2.87%	0.4250	63.38%	5.10	
4oz Dial Spray Deodorant	0.05	1.25	2.10	25.20	32.90	-23.40%	1.5717	33.62%	18.86	
3oz non-aerosol Speed St.Spray deod.	0.05	1.25	1.76	21.12	30.88	-31.61%	1.3400	31.34%	16.08	
4oz Golden Shampoo	1060.32	27568.39	0.76	9.06	8.97	1.02%	0.5063	49.15%	6.08	new supplier
4oz Dawn Mist Baby Shampoo	37.55	976.23	0.55	6.64	4.91	35.26%	0.2740	101.98%	3.29	manufacturer price increase
3.5oz TLC Hair-Body Shampoo	35.61	925.78	0.82	9.85	7.91	24.51%	0.5283	55.34%	6.34	manufacturer price increase
2oz Shampoo	20.43	531.09	0.36	4.32	4.26	1.41%	0.1692	112.72%	2.03	
2oz Conditioner	9.18	238.57	0.29	3.48	3.48	0.00%	0.1840	57.58%	2.21	
8.5oz Toothpaste	231.25	6012.46	0.39	4.68	4.67	0.21%	0.3177	22.75%	3.81	
1.5oz Toothpaste	771.65	20062.92	0.87	10.44	10.33	1.06%	0.4611	88.67%	5.53	
2.75oz Refreshment Toothpaste	52.05	1353.39	0.58	6.90	6.85	0.73%	0.3540	62.45%	4.25	
Toothbrush, adult, soft	453.74	11797.22	0.47	5.69	5.24	8.66%	0.1800	163.59%	2.16	
4oz Non-Alcohol Mouthwash	139.73	3633.06	0.57	6.80	5.92	14.82%	0.3108	82.23%	3.73	manufacturer price increase
4oz Medi Kool Mouthwash	5.66	147.27	0.49	5.88	5.83	0.86%	0.3506	39.75%	4.21	
3.5oz Dial Deodorant Soap	112.29	2919.45	0.89	10.73	7.41	44.85%	0.3897	129.51%	4.68	manufacturer price increase
4.75oz Pure & Natural Soap	692.89	18015.16	0.53	6.36	6.31	0.85%	0.4528	17.12%	5.43	
2.25oz Soap (Safeguard or Dial)	35.58	925.12	0.38	4.52	3.81	18.74%	0.1575	139.35%	1.89	manufacturer price increase
4.5oz Mt.Fresh Dial	0.05	1.25	0.91	10.92	12.55	-12.99%	0.4714	93.05%	5.66	
4oz Medi Creme Lotion	148.98	3873.39	0.68	8.17	8.00	2.15%	0.3854	76.69%	4.63	
4oz Cornstarch Body Powder	0.05	1.25	0.75	9.00	11.03	-18.40%	0.4960	51.20%	5.95	
4oz Dawn Mist Baby Powder	0.37	9.64	0.69	8.28	8.23	0.61%	0.3592	92.11%	4.31	
4oz Baby Oil	0.05	1.25	0.80	9.60	10.28	-6.61%	0.4975	60.80%	5.97	
Hairlift Pocket Pick	0.26	6.80	0.47	5.64	5.56	1.44%	0.0676	594.87%	0.81	
8" Comb	60.75	1579.43	0.42	5.04	5.04	0.00%	0.1600	162.50%	1.92	
7" Comb	10.56	274.66	0.24	2.88	2.87	0.35%	0.0700	242.86%	0.84	
5" Comb	19.14	497.70	0.22	2.64	2.60	1.54%	0.0700	214.29%	0.84	
Hairbrush, asst.colors	89.25	2320.54	1.20	14.41	12.42	16.05%	0.6200	93.73%	7.44	manufacturer price increase
Emery Boards	9.99	259.82	0.16	1.97	1.88	4.70%	0.0296	454.69%	0.35	
Facial Tissues, 50ct	79.05	2055.17	0.41	4.92	4.82	2.07%	0.1876	118.61%	2.25	
Toothbrush case	39.91	1037.55	0.28	3.36	3.27	2.75%	0.2033	37.70%	2.44	
Soap Dish with hinged lid	50.64	1316.65	0.55	6.60	6.52	1.23%	0.2492	120.74%	2.99	
Tumbler, 8oz, gold or aqua	23.14	601.72	0.18	2.16	2.15	0.47%	0.1000	80.00%	1.20	
Denture cups, aqua	4.91	127.70	0.27	3.24	3.22	0.62%	0.1386	94.75%	1.66	
Carafe w lid, 32oz, gold or aqua	51.69	1343.81	0.58	6.96	6.96	0.00%	0.3450	68.12%	4.14	
Foam jacket for carafe, white	23.54	612.00	0.27	3.24	3.14	3.18%	0.0993	172.04%	1.19	
Carafe trav, 6x10, gold or aqua	5.36	139.46	0.65	7.75	4.70	64.85%	0.2777	132.50%	3.33	manufacturer price increase
Plastic liner for Carafe	0.05	1.25	0.18	2.16	2.19	-1.37%	0.0853	111.02%	1.02	
Foam liner for Carafe	21.91	569.63	0.23	2.76	2.66	3.76%	0.0853	169.64%	1.02	
Washbasin, 7qt., gold or aqua	75.01	1950.24	0.81	9.72	9.69	0.31%	0.6314	28.29%	7.58	
Emesis Basin, 9", gold or aqua	19.56	508.44	0.19	2.25	2.09	7.64%	0.1143	64.05%	1.37	
Cleansing wipes	3.15	81.91	0.05	3.60	3.27	10.09%	0.0197	153.42%	1.42	
Maternity length pads	13.56	352.61	0.16	11.75	11.02	6.66%	0.1458	11.94%	10.50	
Beltless Feminine Pads	130.59	3395.27	0.12	8.45	7.09	19.12%	0.0771	52.14%	5.55	manufacturer price increase
Denture Cleaning Tablets	2.37	61.60	0.08	5.60	6.02	-6.98%	0.0633	22.80%	4.56	
Tampax Tampons	3.42	88.96	0.20	2.40	2.34	2.56%	0.1085	84.33%	1.30	
Brushless Shave Cream	42.01	1092.17	0.92	11.04	10.95	0.82%	0.5625	63.56%	6.75	
Landers stick deod., 1.5oz	21.032	546.83	0.89	10.68	10.7	-0.0019	0.7408333	0.83	8.89	new product
TOTAL	6242.70	162310.22	33.85	427.90					267.47	

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
May 9, 1996
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. Shawnee Hills Update
- VII. New Business
 - A. State Use Set Aside - Hancock Co.
 - B. Mountaineer Challenge - Update
- VIII. Contract Presentation from CNA
 - A. Renewals -
 - DHHR - Child Advocates
 - DHHR - Support Services
 - DOH - Huntington
 - Lewisburg
 - Michigan Ave.
 - DMV - Bridgeport
 - Huntington
 - Martinsburg
 - Fixed Wing Detachment
 - Southern WV Community College
 - Personal Care Kits
 - Rest Areas

Hancock County Sheltered Workshop, Inc

1100 Pennsylvania Avenue
Weirton, West Virginia 26062
748-2370



Fred W. Hendershot, Executive Director

TO: Ms. Debbie Bensey
Director of Operations, WVARF
FROM: Fred Hendershot
Executive Director, Hancock County Sheltered Workshop, Inc.
DATE: May 6, 1996

Re: State Use Set Aside

Please be advised I am in the process of working with Mike Pauley on reviewing two contracts for possible set aside with the State of West Virginia. These two contracts are: (1) fabrication of license plates for automobiles, etc. and (2) general operation of the Department of Motor Vehicles.

Not being sure of the process for state-set-aside, please inform me of any procedures to be followed in this matter. If there are more, please send me written notification that these two contracts have been designated for the Hancock County Sheltered Workshop, Inc. as possible State Use Contracts.

WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES STANDARD JANITORIAL PRICE ESTIMATE

**CUSTOMER: Child Advocates Office
LOCATION: Charleston**

A. BUILDING DESCRIPTION

Area Description	Difficulty	Square Feet	Adjusted
	Factor (.5 to 1.5)		Square Feet
*	1.0	8,270	8,270
*	0.0	0	0
*	0.0	0	0
*	0.0	0	0
Number of days per week cleaned	5		
TOTAL ADJUSTED SQUARE FEET		8,270	

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
*Wage Benefits	11.6500%
*Other Benefits	\$0.00

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	8,270 square feet
Cleaning hours per day	4.00 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	2.00 hours/day
*Time allocation-Client Workers (hours)	2.00 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	32.00 hours/year
Annual relief (Workers)	32.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision		\$216.67 Wages/month
Relief-Supervision		\$13.33 Wages/month
Client workers		\$184.17 Wages/month
Non-client Workers		\$0.00 Wages/month
Relief-Workers		\$11.33 Wages/month
Monthly Burdened Direct Labor Costs		\$471.39 per month
Standard chemical cost	6.00%	\$28.28 of burdened DL
Standard equipment cost	4.00%	\$18.86 of burdened DL
Monthly Chemical and Equipment Costs		\$47.14 per month
TOTAL MONTHLY DIRECT COSTS		\$518.53

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20.00%	\$103.71
	0.00	\$0.00
	0.00	\$0.00
FULLY BURDENED COST		\$622.23

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10.00%	\$62.22
WVARF Fee Rate and Monthly Fee	4.00%	\$27.38

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY	\$711.83
ANNUALLY	\$8,541.99
Total Annual Square Foot Cost-Standard	\$1.03 per square foot

H. DELUXE FLOOR CARE FEE

*Charge Per Square Foot	12 cents/sq foot	
*Number of Floor Cleanings Per Year	2 cleanings/year	
Total Deluxe Floor Care Charge	\$1,984.68	
WVARF Fee	4.00%	\$79.39
TOTAL ANNUAL DELUXE FLOOR CARE FEE	2064.07	

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER	\$10,606.06
TOTAL MONTHLY BILLING AMOUNT	\$883.84
Total Annual Square Foot Cost-Delux	\$1.28 per square foot

J. ADDITIONAL WORK

Additional Customer requested work such as window cleaning will be done at \$8.21 per hour, this would include any work that is not in the original scope of work.

K. CONTRACT

Vendor
Contract Period

Goodwill of Kanawha Valley
July 1, 1996 - June 30, 1997

Small Business Impact:

None, Currently have contract.

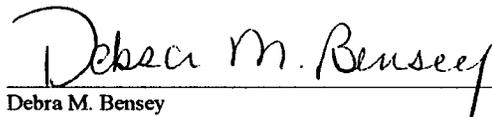
Notes:

1. Disposable 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 approval 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

**WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES
STANDARD JANITORIAL PRICE ESTIMATE**

CUSTOMER: DHHR
LOCATION: Support Services
Charleston, WV

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
*	1.0	9,522	9,522
*	0.0	0	0
*	0.0	0	0
*	0.0	0	0
Number of days per week cleaned	5		
TOTAL ADJUSTED SQUARE FEET		9,522	

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
*Wage Benefits	11.65%
*Other Benefits	0.00%

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	9,522 square feet
Cleaning hours per day	4.00 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	2.00 hours/day
*Time allocation-Client Workers (hours)	2.00 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	32.00 hours/year
Annual relief (Workers)	32.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision	\$216.67	Wages/month
Relief-Supervision	\$13.33	Wages/month
Client workers	\$184.17	Wages/month
Non-client Workers	\$0.00	Wages/month
Relief-Workers	\$11.33	Wages/month
Monthly Burdened Direct Labor Costs	\$471.39	per month
Standard chemical cost	6.00%	\$28.28 of burdened
Standard equipment cost	4.00%	\$18.86 of burdened
Monthly Chemical and Equipment Costs	\$47.14	per month
TOTAL MONTHLY DIRECT COSTS	\$518.53	

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20.00%	\$103.71
		\$0.00
		\$0.00
FULLY BURDENED COST		\$622.23

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10.00%	\$62.22
WVARF Fee Rate and Monthly Fee	4.00%	\$27.38

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY	\$711.83
ANNUALLY	\$8,541.99
Total Annual Square Foot Cost-Standard	\$0.90 per square foot

H. DELUX FLOOR CARE FEE

*Charge Per Square Foot	15.0 cents/sq foot
*Number of Floor Cleanings Per Year	2 cleanings/year
Total Delux Floor Care Charge	\$2,856.60
WVARF Fee	4.00% \$114.26
TOTAL ANNUAL DELUX FLOOR CARE FEE	\$2,970.86

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER	\$11,512.86
TOTAL MONTHLY BILLING AMOUNT	\$959.40
Total Annual Square Foot Cost-Delux	\$1.21 per square foot

J. CONTRACT

Vendor	Goodwill Charleston
Contract Period	July 1, 1996 - June 30, 1997

Small Business Impact: None, Goodwill has had contract.

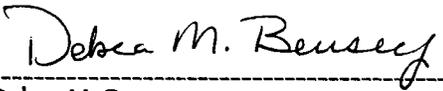
Notes:

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 approval 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

WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES
STANDARD JANITORIAL PRICE ESTIMATE

CUSTOMER: Department of Highways
LOCATION: Huntington

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
*	1.00	76,000	76,000
*	1.00	0	0
*	1.00	0	0
*	0.00	0	0
Number of days per week cleaned	5.00		
TOTAL ADJUSTED SQUARE FEET		76,000	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	\$6.00
*Wage Rate (Supervisor-Non-client)	\$6.00
*Wage Rate (Worker-Client)	\$4.60
*Wage Rate (Worker-Non-client)	\$4.60
*Wage Benefits	11.65%
*Other Benefits	0.00

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	76,000 square feet
Cleaning hours per day	32.00 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	8.00 hours/day
*Time allocation-Client Workers (hours)	24.00 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	128.00 hours/year
Annual relief (Workers)	384.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision		\$1,040.00 Wages/month
Relief-Supervision		\$64.00 Wages/month
Client workers		\$2,392.00 Wages/month
Non-client Workers		\$0.00 Wages/month
Relief-Workers		\$147.20 Wages/month
Monthly Burdened Direct Labor Costs		\$4,019.79 per month
Standard chemical cost	0.00%	\$0.00 of burdened DL
Standard equipment cost	4.00%	\$160.79 of burdened DL
Monthly Chemical and Equipment Costs		\$160.79 per month
TOTAL MONTHLY DIRECT COSTS		\$4,180.58

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20.00%	\$836.12
	0.00	\$0.00
	0.00	\$0.00
FULLY BURDENED COST		\$5,016.70

F. MONTHLY PROFIT AND FEES

Profit Rate and Monthly Profit	10.00%	\$501.67
WVARF Fee Rate and Monthly Fee	4.00%	\$220.73

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY		\$5,739.11
ANNUALLY		\$68,869.28
Total Annual Square Foot Cost-Standard		\$0.91 per square foot

H. DELUXE FLOOR CARE FEE

*Charge Per Square Foot		9 cents/sq foot
*Number of Floor Cleanings Per Year		2 cleanings/year
Total Deluxe Floor Care Charge		\$14,068.83
WVARF Fee	4.00%	\$562.75
TOTAL ANNUAL DELUXE FLOOR CARE FEE		\$14,631.59

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER		\$83,500.86
TOTAL MONTHLY BILLING AMOUNT		\$6,958.41
Total Annual Square Foot Cost-Deluxe		\$1.10 per square foot
Last year contract price		\$83,500.86 annual
Change in contract price		\$0.00 annual increase

J. CONTRACT

Vendor Goodwill - Huntington
 Contract Period July 1, 1996 - June 30, 1997

Small Business Impact: None, Goodwill has had contract.

Notes:

1. Disposables and cleaning chemicals 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 approval 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

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

**'WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES
STANDARD JANITORIAL PRICE ESTIMATE**

CUSTOMER: Department of Highways
LOCATION: Lewisburg

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
*	1.00	2808.00	2808.00
*	1.00	2600.00	2600.00
*	1.00	0.00	0.00
*	0.00	0.00	0.00
Number of days per week cleaned	5.00		
TOTAL ADJUSTED SQUARE FEET		5408.00	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	5.75
*Wage Rate (Supervisor-Non-client)	5.75
*Wage Rate (Worker-Client)	4.30
*Wage Rate (Worker-Non-client)	4.30
*Wage Benefits	0.12
*Other Benefits	0.00

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	5408.00 square feet
Cleaning hours per day	4.00 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	2.00 hours/day
*Time allocation-Client Workers (hours)	2.00 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	32.00 hours/year
Annual relief (Workers)	32.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision		249.17 Wages/month
Relief-Supervision		15.33 Wages/month
Client workers		186.33 Wages/month
Non-client Workers		0.00 Wages/month
Relief-Workers		11.47 Wages/month
Monthly Burdened Direct Labor Costs		512.43 per month
Standard chemical cost	0.00	0.00 of burdened DL
Standard equipment cost	0.04	20.50 of burdened DL
Monthly Chemical and Equipment Costs		20.50 per month
TOTAL MONTHLY DIRECT COSTS		532.93

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	0.20	106.59
	0.00	0.00
	0.00	0.00
FULLY BURDENED COST		639.51

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	0.10	63.84
WVARF Fee Rate and Monthly Fee	0.04	28.13

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

PAPER PRODUCTS	0.00
MONTHLY	731.49
ANNUALLY	8777.90
Total Annual Square Foot Cost-Standard	1.62 per square foot

H. DELUXE FLOOR CARE FEE

*Charge Per Square Foot	0.00 cents/sq foot
*Number of Floor Cleanings Per Year	2.00 cleanings/year
Total Deluxe Floor Care Charge	0.00
WVARF Fee	0.04
TOTAL ANNUAL DELUXE FLOOR CARE FEE	0.00

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER	8777.90
TOTAL MONTHLY BILLING AMOUNT	731.49
Total Annual Square Foot Cost-Delux	1.62 per square foot

J. CONTRACT

Vendor	SRW
Contract Period	July 1, 1996 - June 30, 1997

Small Business Impact: None, SRW has had contract.

Note:Chemicals supplied by the State of West Virginia.

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 approval 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

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

WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES
STANDARD JANITORIAL PRICE ESTIMATE

CUSTOMER: Department of Highways
LOCATION: Michigan Aveue

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
*	1.50	6875.00	10,313
*	1.00	450.00	450
*	1.00	5125.00	5,125
*	0.00	0.00	0
Number of days per week cleaned	5.00		
TOTAL ADJUSTED SQUARE FEET		15887.50	

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
*Wage Benefits	11.65%
*Other Benefits	0.00

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	15,888 square feet
Cleaning hours per day	8.00 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	4.00 hours/day
*Time allocation-Client Workers (hours)	4.00 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	64.00 hours/year
Annual relief (Workers)	64.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision		\$433.33 Wages/month
Relief-Supervision		\$26.67 Wages/month
Client workers		\$368.33 Wages/month
Non-client Workers		\$0.00 Wages/month
Relief-Workers		\$22.67 Wages/month
Monthly Burdened Direct Labor Costs		\$942.77 per month
Standard chemical cost	6.00%	\$56.57 of burdened DL
Standard equipment cost	4.00%	\$37.71 of burdened DL
Monthly Chemical and Equipment Costs		\$94.28 per month
TOTAL MONTHLY DIRECT COSTS		\$1,037.05

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	15.00%	\$155.56
	0.00	\$0.00
	0.00	\$0.00
FULLY BURDENED COST		\$1,192.61

F. MONTHLY PROFIT AND FEES

Profit Rate and Monthly Profit	10.00%	\$119.26
WVARF Fee Rate and Monthly Fee	4.00%	\$52.47

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY		\$1,364.35
ANNUALLY		\$16,372.15
Total Annual Square Foot Cost-Standard		\$1.03 per square foot

H. DELUXE FLOOR CARE FEE

*Charge Per Square Foot		12 cents/sq foot
*Number of Floor Cleanings Per Year		2 cleanings/year
Total Deluxe Floor Care Charge		\$3,813.00
WVARF Fee	4.00%	\$152.52
TOTAL ANNUAL DELUXE FLOOR CARE FEE		\$3,965.52

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER	\$20,337.67
TOTAL MONTHLY BILLING AMOUNT	\$1,694.81
Total Annual Square Foot Cost-Deluxe	\$1.28 per square foot

J. CONTRACT

Vendor Goodwill - Charleston
 Contract Period July 1, 1996 - June 30, 1997

Small Business Impact: None, Goodwill has had contract.

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 approval 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

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

**WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES
STANDARD JANITORIAL PRICE ESTIMATE**

CUSTOMER: Department of Motor Vehicles
LOCATION: Bridgeport

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
1. Offices	1.00	7,000	7,000
*	0.00	0	0
*	0.00	0	0
*	0.00	0	0
Number of days per week cleaned	5.00		
TOTAL ADJUSTED SQUARE FEET		7,000	

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
*Wage Benefits	11.65%
*Other Fringe Benefits	0.00

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	7,000 square feet
Cleaning hours per day	3.50 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	1.75 hours/day
*Time allocation-Client Workers (hours)	1.75 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	28.00 hours/year
Annual relief (Workers)	28.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision		189.58 Wages/month
Relief-Supervision		11.67 Wages/month
Client workers		161.15 Wages/month
Non-client Workers		0.00 Wages/month
Relief-Workers		9.92 Wages/month
Monthly Burdened Direct Labor Costs		412.46 per month
Standard chemical cost	6.00%	24.75 of burdened DL
Standard equipment cost	4.00%	16.50 of burdened DL
Monthly Chemical and Equipment Costs		41.25 per month
TOTAL MONTHLY DIRECT COSTS		453.71

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20.00%	90.74
FULLY BURDENED COST		544.45

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10.00%	54.45
WVAF Fee Rate and Monthly Fee	4.00%	23.96

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY	\$622.85
ANNUALLY	\$7,474.24
Total Annual Square Foot Cost-Standard	\$1.07 per square foot

H. DELUXE FLOOR CARE FEE

*Charge Per Square Foot	10 cents/sq foot
*Number of Floor Cleanings Per Year	2 cleanings/year
Total Deluxe Floor Care Charge	140000.00%
WVARF Fee	4.00% 5600.00%
TOTAL ANNUAL DELUXE FLOOR CARE FEE	145600.00%

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER	\$8,930.24
TOTAL MONTHLY BILLING AMOUNT	\$744.19
Total Annual Square Foot Cost-Deluxe	\$1.28 per square foot

J. CONTRACT

Vendor	Harrison County Sheltered Workshop
Contract Period	July 1, 1996 - June 30, 1997

Small Business Impact: None, this is a new office.

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:

Debra M. Bensey

 Debra M. Bensey
 West Virginia Association of Rehabilitation Facilities
 Director of Operations

Accepted and approved by:

 Printed Name: _____
 Office: _____
 Governor's Committee for the Purchase of
 Commodities and Services from the Handicapped

**WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES
STANDARD JANITORIAL PRICE ESTIMATE**

CUSTOMER: Department of Motor Vehicles
LOCATION: Huntington

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
1. Offices	1.00	6,450	6,450
*	0.00	0	0
*	0.00	0	0
*	0.00	0	0
Number of days per week cleaned	5.00		
TOTAL ADJUSTED SQUARE FEET		6,450	

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
*Wage Benefits	11.65%
*Other Fringe Benefits	0.00

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	6,450 square feet
Cleaning hours per day	3.00 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	1.50 hours/day
*Time allocation-Client Workers (hours)	1.50 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	24.00 hours/year
Annual relief (Workers)	24.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision	162.50 Wages/month
Relief-Supervision	10.00 Wages/month
Client workers	138.13 Wages/month
Non-client Workers	0.00 Wages/month
Relief-Workers	8.50 Wages/month
Monthly Burdened Direct Labor Costs	353.54 per month
Standard chemical cost	6.00% 21.21 of burdened DL
Standard equipment cost	4.00% 14.14 of burdened DL
Monthly Chemical and Equipment Costs	35.35 per month
TOTAL MONTHLY DIRECT COSTS	388.89

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20.00%	77.78
FULLY BURDENED COST		466.67

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10.00%	46.67
WVARF Fee Rate and Monthly Fee	4.00%	20.53

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY	\$533.87
ANNUALLY	\$6,406.49
Total Annual Square Foot Cost-Standard	\$0.99 per square foot

H. DELUXE FLOOR CARE FEE

*Charge Per Square Foot	12 cents/sq foot
*Number of Floor Cleanings Per Year	2 cleanings/year
Total Deluxe Floor Care Charge	\$1,548.00
WVARF Fee	4.00% \$61.92
TOTAL ANNUAL DELUXE FLOOR CARE FEE	\$1,609.92

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER	\$8,016.41
TOTAL MONTHLY BILLING AMOUNT	\$668.03
Total Annual Square Foot Cost-Deluxe	\$1.24 per square foot

J. CONTRACT

Vendor	Goodwill / Huntington
Contract Period	July 1, 1996 - June 30, 1997

Small Business Impact: None, have had contract.

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
 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

**WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES
STANDARD JANITORIAL PRICE ESTIMATE**

CUSTOMER: Department of Motor Vehicles
LOCATION: Martinsburg

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
1. Offices	1.00	4,000	4,000
*	0.00	0	0
*	0.00	0	0
*	0.00	0	0
Number of days per week cleaned	5.00		
TOTAL ADJUSTED SQUARE FEET		4,000	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	6.00
*Wage Rate (Supervisor-Non-client)	6.00
*Wage Rate (Worker-Client)	4.50
*Wage Rate (Worker-Non-client)	4.50
*Wage Benefits	11.65%
*Other Fringe Benefits	0.00

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	4,000 square feet
Cleaning hours per day	2.00 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	1.00 hours/day
*Time allocation-Client Workers (hours)	1.00 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	16.00 hours/year
Annual relief (Workers)	16.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision		130.00 Wages/month
Relief-Supervision		8.00 Wages/month
Client workers		97.50 Wages/month
Non-client Workers		0.00 Wages/month
Relief-Workers		6.00 Wages/month
Monthly Burdened Direct Labor Costs		267.68 per month
Standard chemical cost	6.00%	16.06 of burdened DL
Standard equipment cost	4.00%	10.71 of burdened DL
Monthly Chemical and Equipment Costs		26.77 per month
TOTAL MONTHLY DIRECT COSTS		294.45

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20.00%	58.89
FULLY BURDENED COST		353.34

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10.00%	35.33
WVARF Fee Rate and Monthly Fee	0.00%	0.00

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY	\$388.68
ANNUALLY	\$4,664.14
Total Annual Square Foot Cost-Standard	\$1.17 per square foot

H. DELUXE FLOOR CARE FEE

*Charge Per Square Foot	13 cents/sq foot
*Number of Floor Cleanings Per Year	2 cleanings/year
Total Deluxe Floor Care Charge	\$1,013.70
WVARF Fee	0.00%
TOTAL ANNUAL DELUXE FLOOR CARE FEE	\$1,013.70

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER	\$5,677.84
TOTAL MONTHLY BILLING AMOUNT	\$473.15
Total Annual Square Foot Cost-Deluxe	\$1.42 per square foot

J. CONTRACT

Vendor	EPTC
Contract Period	July 1, 1996 - June 30, 1997

Small Business Impact: None, have had contract.

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:

Debra M. Bensey

 Debra M. Bensey
 West Virginia Association of Rehabilitation Facilities
 Director of Operations

Accepted and approved by:

 Printed Name: _____
 Office: _____
 Governor's Committee for the Purchase of
 Commodities and Services from the Handicapped

**WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES
STANDARD JANITORIAL PRICE ESTIMATE**

CUSTOMER: Fixed Wing Detachment
LOCATION: Clarksburg

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
*	1.0	3,000	3,000
*	0.0	0	0
*	0.0	0	0
*	0.0	0	0
Number of days per week cleaned	5		
TOTAL ADJUSTED SQUARE FEET		3,000	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	\$5.50
*Wage Rate (Supervisor-Non-client)	\$5.50
*Wage Rate (Worker-Client)	\$4.50
*Wage Rate (Worker-Non-client)	\$4.50
*Wage Benefits	11.65%
*Other Benefits	0.00%

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	3,000 square feet
Cleaning hours per day	1.50 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	0.75 hours/day
*Time allocation-Client Workers (hours)	0.75 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	12.00 hours/year
Annual relief (Workers)	12.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision		\$89.38 Wages/month
Relief-Supervision		\$5.50 Wages/month
Client workers		\$73.13 Wages/month
Non-client Workers		\$0.00 Wages/month
Relief-Workers		\$4.50 Wages/month
Monthly Burdened Direct Labor Costs		\$191.13 per month
Standard chemical cost	6.00%	\$11.47 of burdened DL
Standard equipment cost	4.00%	\$7.65 of burdened DL
Monthly Chemical and Equipment Costs		\$19.11 per month
TOTAL MONTHLY DIRECT COSTS		\$210.25

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20.00%	\$42.05
*DBG Overhead Rate	0.00%	\$0.00
*Shawnee Hills Overhead Rate	0.00%	\$0.00
FULLY BURDENED COST		\$252.30

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10.58%	\$26.69
WVARF Fee Rate and Monthly Fee	4.00%	\$11.16

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY	\$290.15
ANNUALLY	\$3,481.79
Total Annual Square Foot Cost-Standard	\$1.16 per square foot

H. DELUXE FLOOR CARE FEE

*Charge Per Square Foot	11.0 cents/sq foot
*Number of Floor Cleanings Per Year	2 cleanings/year
Total Deluxe Floor Care Charge	\$660.00
WVARF Fee	4.00%
TOTAL ANNUAL DELUXE FLOOR CARE FEE	\$686.40

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER	\$4,168.19
TOTAL MONTHLY BILLING AMOUNT	\$347.35
Total Annual Square Foot Cost-Delux	\$1.39 per square foot

J. CONTRACT

Vendor	The Op Shop
Contract Period	July 1, 1996 - June 30, 1997

Small Business Impact: None, Currently have contract.

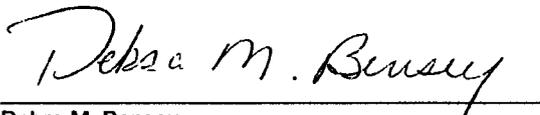
Notes:

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 approval 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

**WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES
STANDARD JANITORIAL PRICE ESTIMATE**

CUSTOMER: Southern WV Community College

LOCATION:

Pineville

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
*	1.0	22,000	22,000
*	0.0	0	0
*	0.0	0	0
*	0.0	0	0
Number of days per week cleaned	5		
TOTAL ADJUSTED SQUARE FEET		22,000	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	\$5.90
*Wage Rate (Supervisor-Non-client)	\$5.90
*Wage Rate (Worker-Client)	\$4.80
*Wage Rate (Worker-Non-client)	\$4.80
*Wage Benefits	11.65%
*Other Benefits	0.00%

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	22,000 square feet
Cleaning hours per day	8.00 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	4.00 hours/day
*Time allocation-Client Workers (hours)	4.00 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	64.00 hours/year
Annual relief (Workers)	64.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision	\$511.33	Wages/month
Relief-Supervision	\$31.47	Wages/month
Client workers	\$416.00	Wages/month
Non-client Workers	\$0.00	Wages/month
Relief-Workers	\$25.60	Wages/month
Monthly Burdened Direct Labor Costs	\$1,090.76	per month
Standard chemical cost	0.00%	\$0.00 of burdened DL
Standard equipment cost	0.00%	\$0.00 of burdened DL
Monthly Chemical and Equipment Costs	\$0.00	per month
TOTAL MONTHLY DIRECT COSTS	\$1,090.76	

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20.00%	\$218.15
	0.00	\$0.00
	0.00	\$0.00
FULLY BURDENED COST		\$1,308.92

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10%	\$133.05
WVARF Fee Rate and Monthly Fee	4%	\$57.68

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY
ANNUALLY

\$1,499.64
\$17,995.74

Total Annual Square Foot Cost-Standard

\$0.82 per square foot

H. DELUX FLOOR CARE FEE

*Charge Per Square Foot

0.0 cents/sq foot

*Number of Floor Cleanings Per Year

0 cleanings/year

Total Delux Floor Care Charge

\$0.00

WVARF Fee

4.00%

\$0.00

TOTAL ANNUAL DELUX FLOOR CARE FEE

\$0.00

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER

\$17,995.74

TOTAL MONTHLY BILLING AMOUNT

\$1,499.64

Total Annual Square Foot Cost-Delux

\$0.82 per square foot

\$1.07

J. CONTRACT

Vendor

Wyoming County Sheltered Workshop

Contract Period

July 1, 1996 - June 30, 1997

Small Business Impact:

None.

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 approval 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

Debra M. Bensey
West Virginia Association of
Rehabilitation Facilities
Director of Operations

Printed Name: _____
Office: _____

Governor's Committee for the Purchase of

Atlanta - Personal Care

West Virginia Base Contract

Item	MATERIAL		COSTS			Production Unit	DIRECT LABOR		COSTS		Manufacturing Cost
	Annual Unit	Purchasing Unit	Price per	Units Purch	Subtotal Dir		Price per	Units	Subtotal Dir	Labor Costs	
	Quantity	Purch Unit	Purch Unit	Units Purch	Mat Costs		Prod Unit	Purchased	Labor Costs		
Disposable Razors	116532	1000	110.00	123	13530.00	6	0.0604	19422	1173.09	14703.09	
E.R. Aerosol Shave Cream 1.5oz	0	144	71.49	0	0.00	6	0.0687	0	0.00	0.00	
Colgate Shave Cream 2.25 oz.	6348	72	38.88	107	4160.16	6	0.0687	1058	72.68	4232.84	
After Shave Lotion Alcohol Free 5oz.	576	12	13.24	30	397.20	6	0.0938	96	9.00	406.20	
.50oz Speed Stick Deodorant	3924	72	28.80	69	1987.20	6	0.0938	654	61.35	2048.55	
2.25oz Speed Stick Deodorant	1500	12	17.60	70	1232.00	6	0.0938	250	23.45	1255.45	
1.5oz Lady Speed Stick	1368	12	14.50	120	1740.00	6	0.0938	228	21.39	1761.39	
1.5oz McRays roll-on deodorant	4878	60	25.50	80	2040.00	6	0.0938	813	76.26	2116.26	
4oz Dial Spray Deodorant	0	24	37.72	0	0.00	4	0.0938	0	0.00	0.00	
3oz non-aerosol Speed St.Spray deod	0	24	32.16	0	0.00	4	0.0938	0	0.00	0.00	
4oz Golden Shampoo	36510	48	24.30	681	16548.30	6	0.0938	6085	570.77	17119.07	
4oz. Dawn Mist Baby Shampoo	1764	60	16.44	35	575.40	6	0.0938	294	27.58	602.98	
3.5oz TLC Hair/Body Shampoo	1128	96	50.72	11	557.92	6	0.0938	188	17.63	575.55	
2oz Shampoo	4716	144	24.37	10	243.70	6	0.0938	786	73.73	317.43	
2oz Conditioner	924	144	26.50	5	132.50	6	0.0938	154	14.45	146.95	
.85oz Toothpaste	16428	240	76.25	48	3660.00	12	0.0841	1369	115.13	3775.13	
1.5oz Toothpaste	35220	36	16.60	740	12284.00	12	0.0841	2935	246.83	12530.83	
2.75oz Refreshment Toothpaste	4752	144	50.97	15	764.55	6	0.0938	792	74.29	838.84	
Toothbrush. adult, soft	24864	144	25.92	204	5287.68	12	1.3934	2072	2887.12	8174.80	
4oz Non-Alcohol Mouth Wash	6414	60	18.65	115	2144.75	6	0.0938	1069	100.27	2245.02	
4oz Medi Kool Mouthwash	384	48	16.83	5	84.15	6	0.0938	64	6.00	90.15	
3.5oz Dial Deodorant Soap	3264	72	28.06	63	1767.78	6	0.1164	544	63.32	1831.10	
4.75oz Pure & Natural Soap	33972	72	32.60	325	10595.00	6	0.1164	5662	659.06	11254.06	
2.25oz Soap (Safeguard or Dial)	2454	200	31.50	17	535.50	6	0.1064	409	43.52	579.02	
4.5oz Mt.Fresh Dial	0	72	33.94	0	0.00	6	0.1164	0	0.00	0.00	
4oz Medi Creme Lotion	5688	48	18.50	125	2312.50	6	0.0938	948	88.92	2401.42	
4oz Cornstarch Body Powder	0	48	23.81	0	0.00	6	0.0938	0	0.00	0.00	
4oz Dawn Mist Baby Powder	240	48	17.24	0	0.00	6	0.0938	40	3.75	3.75	
4oz Baby Oil	0	48	23.88	0	0.00	6	0.0938	0	0.00	0.00	
Hairlift Pocket Pick	336	576	38.96	0	0.00	6	0.0604	56	3.38	3.38	
8" Comb	2880	1000	160.00	6	960.00	6	0.0604	480	28.99	988.99	
7" Comb	2880	1000	70.00	2	140.00	6	0.0604	480	28.99	168.99	
5" Comb	3036	1000	70.00	4	280.00	6	0.0604	506	30.56	310.56	
Hairbrush. asst.colors	1932	576	357.12	4	1428.48	6	0.0752	322	24.21	1452.69	
Emery Boards	1584	4800	141.94	1	141.94	6	0.0845	264	22.31	164.25	
Facial Tissues, 50ct	7362	200	37.51	28	1050.28	3	0.0845	2454	207.36	1257.64	
Toothbrush case	3996	144	29.28	19	556.32	6	0.0687	666	45.75	602.07	
Soap Dish with hinged lid	2820	144	35.88	21	753.48	4	0.0514	705	36.24	789.72	
Tumbler, 8oz, gold or aqua	4104	500	50.00	6	300.00	6	0.0938	684	64.16	364.16	
Denture cups, aqua	720	250	34.66	2	69.32	6	0.0845	120	10.14	79.46	
Carafe w lid, 32oz, gold or aqua	2688	100	34.50	22	759.00	6	0.0938	448	42.02	801.02	
Foam jacket for carafe, white	2472	200	19.85	14	277.90	6	0.0938	412	38.65	316.55	
Carafe tray, 6x10, gold or aqua	216	100	27.77	3	83.31	6	0.0938	36	3.38	86.69	
Plastic liner for Carafe	0	500	42.65	0	0.00	6	0.0938	0	0.00	0.00	
Foam liner for Carafe	2688	500	42.65	5	213.25	6	0.0938	448	42.02	255.27	
Washbasin, 7qt., gold or aqua	2688	50	31.57	35	1104.95	6	0.0938	448	42.02	1146.97	
Emesis Basin, 9", gold or aqua	2712	250	28.57	9	257.13	6	0.0938	452	42.40	299.53	
Cleansing wipes	2880	2000	39.46	1	39.46	72	0.0676	40	2.70	42.16	
Maternity length pads	2160	288	42.00	5	210.00	72	0.0653	30	1.96	211.96	
Beltless Feminine Pads	28944	576	44.41	45	1998.45	72	0.0653	402	26.25	2024.70	
Denture Cleaning Tablets	792	540	34.20	1	34.20	72	0.01315	11	0.14	34.34	
Tampax Tampons	72	500	54.25	1	54.25	6	0.0841	12	1.01	55.26	
Brushless Shave Cream, 2oz	1296	12	6.75	100	675.00	12	0.0841	108	9.08	684.08	
Landers stick deodorant, 1.5oz	420	12	8.89	40	355.6	12	0.0841	35	2.9435	343.74	
TOTAL			19022.00		94322.61						

West Virginia Statewide Contract

Item	Type	Items per Packing U	PACKAGING AND		SHIPPING	CONTAINER		COSTS		Shipping Carton Costs	Subtotal Pack & Carton Costs
			Cost/Unit	Packaging Costs	Type	Units per Carton	Cartons per Year	cost/unit			
Disposable Razors	bag & heat seal	6	0.0278	539.93	small carton/tape	120	162	1.11392	180.29	720.22	
F.R. Aerosol Shave Cream 1.5oz	bag/tape	6	0.0466	0.00	small carton/tape	42	1	1.11392	1.11	1.11	
Colgate Shave Cream 2.25 oz.	bag	6	0.0411	43.48	small carton/tape	36	29	1.11392	32.74	76.22	
After Shave Lotion Alcohol Free 5oz.	bag and tape	6	0.0312	3.00	small carton/tape	14	7	1.11392	7.64	10.63	
50oz Speed Stick Deodorant	bag/tape	6	0.0387	25.31	small carton/tape	40	16	1.11392	18.21	43.52	
2.25oz Speed Stick Deodorant	bag/tape	6	0.0466	11.65	small carton/tape	36	7	1.11392	7.74	19.39	
1.5oz Lady Speed Stick	bag/tape	6	0.0466	10.62	small carton/tape	36	6	1.11392	7.05	17.68	
1.5oz McRays roll-on deodorant	bag/tape	6	0.0387	31.46	small carton/tape	36	23	1.11392	25.16	56.62	
4oz Dial Spray Deodorant	bag/tape	4	0.0412	0.00	small carton/tape	20	1	1.11392	1.11	1.11	
3oz non-aerosol Speed St.Spray deod.	bag/tape	4	0.0412	0.00	small carton/tape	20	1	1.11392	1.11	1.11	
4oz Golden Shampoo	bag/tape	6	0.0412	250.70	small carton/tape	20	304	1.11392	338.91	589.61	
4oz. Dawn Mist Baby Shampoo	bag/tape	6	0.0412	12.11	small carton/tape	20	15	1.11392	16.37	28.49	
3.5oz TLC Hair/Body Shampoo	bag/tape	6	0.0412	7.75	small carton/tape	20	9	1.11392	10.47	18.22	
2oz Shampoo	bag/tape	6	0.0387	30.42	small carton/tape	36	22	1.11392	24.32	54.74	
2oz Conditioner	bag/tape	6	0.0387	5.96	small carton/tape	36	4	1.11392	4.77	10.72	
.85oz Toothpaste	bag/tape	12	0.0313	42.85	small carton/tape	66	21	1.11392	23.11	65.96	
1.5oz Toothpaste	bag/tape	12	0.0412	120.92	small carton/tape	24	122	1.11392	136.22	257.15	
2.75 oz. Refreshment Toothpa	bag/tape	6	0.0412	32.63	small carton/tape	50	16	1.11392	17.64	50.27	
Toothbrush. adult. soft	bag/bag	12	0.0473	98.01	small carton/tape	50	41	1.11392	46.16	144.17	
4oz Non-Alcohol Mouthwash	bag/tape	6	0.0412	44.04	small carton/tape	20	53	1.11392	59.54	103.58	
4oz Medi Kool Mouthwash	bag/tape	6	0.0412	2.64	small carton/tape	20	3	1.11392	3.56	6.20	
3.5oz Dial Deodorant Soap	bag/tape	6	0.0387	21.05	small carton/tape	36	15	1.11392	16.83	37.89	
4.75oz Pure & Natural Soap	bag/tape	6	0.0412	233.27	small carton/tape	36	157	1.11392	175.19	408.47	
2.25oz Soap (Safeguard or Dial)	bag/tape	6	0.0387	15.83	small carton/tape	60	7	1.11392	7.59	23.42	
4.5oz Mt.Fresh Dial	bag/tape	6	0.0412	0.00	small carton/tape	36	1	1.11392	1.11	1.11	
4oz Medi Creme Lotion	bag/tape	6	0.0412	39.06	small carton/tape	20	47	1.11392	52.80	91.86	
4oz Cornstarch Body Powder	bag/tape	6	0.0412	0.00	small carton/tape	20	1	1.11392	1.11	1.11	
4oz Dawn Mist Baby Powder	bag/tape	6	0.0412	1.65	small carton/tape	14	3	1.11391	3.18	4.83	
4oz Baby Oil	bag/tape	6	0.0387	0.00	small carton/tape	40	1	1.11392	1.11	1.11	
Hairlift Pocket Pick	bag/tape	6	0.0278	1.56	small carton/tape	160	1	1.11392	1.11	2.67	
8" Comb	bag	6	0.0337	16.18	small carton/tape	120	4	1.11392	4.46	20.63	
7" Comb	bag	6	0.0307	14.74	small carton/tape	180	3	1.11392	2.97	17.71	
5" Comb	bag	6	0.0278	14.07	small carton/tape	200	3	1.11392	2.82	16.89	
Hairbrush. asst.colors	bag	6	0.0412	13.27	small carton/tape	36	9	1.11392	9.96	23.23	
Emery Boards	bag/tape	6	0.0291	7.68	small carton/tape	390	1	1.11392	0.75	8.44	
Facial Tissues, 50ct	bag	3	0.0392	96.20	small carton/tape	65	38	1.11392	42.05	138.25	
Toothbrush case	bag	6	0.0337	22.44	large carton/tape	24	28	2.50172	69.42	91.87	
Soap Dish with hinged lid	bag	4	0.0392	27.64	small carton/tape	18	39	1.11392	43.63	71.26	
Tumbler, 8oz. gold or aqua	bag	6	0.0387	26.47	small carton/tape	36	19	1.11392	21.16	47.64	
Denture cups. aqua	bag/tape	6	0.0343	4.12	small carton/tape	90	1	1.11392	1.49	5.60	
Carafe w lid. 32oz. gold or aqua	bag	6	0.0899	40.28	small carton/tape	12	37	1.11392	41.59	81.86	
Foam jacket for carafe. white	bag/tape	6	0.0899	37.04	small carton/tape	6	69	1.11392	76.49	113.53	
Carafe tray. 6x10. gold or aqua	bag/tape	6	0.0392	1.41	med. carton/tape	36	1	1.65423	1.65	3.07	
Plastic liner for Carafe	bag/tape	6	0.0899	0.00	small carton/tape	6	1	1.11392	1.11	1.11	
Foam liner for Carafe	bag/tape	6	0.0899	40.28	med. carton/tape	6	75	1.65423	123.52	163.79	
Washbasin. 7qt.. gold or aqua	bag/tape	6	0.0899	40.28	med. carton/tape	8	56	1.65423	92.64	132.91	
Emesis Basin. 9". gold or aqua	bag/tape	6	0.0899	40.63	small carton/tape	80	6	1.11392	6.29	46.93	
Cleansing wipes	bag/tape	6	0.0278	13.34	small carton/tape	300	1	1.11392	1.11	14.46	
Maternity length pads	bag/tape	6	0.0392	14.11	small carton/tape	100	1	1.11392	1.11	15.23	
Beltless Feminine Pads	bag	6	0.0337	162.57	large carton/tape	100	4	2.50172	10.06	172.63	
Denture Cleaning Tablets	bag	6	0.0398	5.25	small carton/tape	300	1	1.11392	1.11	6.37	
Tampax Tampons	bag	6	0.0347	0.42	small carton/tape	60	1	1.11392	1.11	1.53	
Brushless Shave Cream	bag/tape	12	0.0412	4.45	small carton/tape	24	5	1.11392	5.01	9.46	
Launders stick deod	bag/tape	12	0.0412	1.442	small carton/tape	36	1	1.11392	1.09	2.43	

	OTHER	MANUF	COSTS	O/H BUILD UP	FINAL	MANUF	PRICE		
	Storage	Inventory	Subtotal	Adena-Mar.	Subtotal	Adena Profit	Total Manuf		
Item	Costs	Carrying	Manuf Costs	Overhead	Manuf Costs	Price	Price	Per Piece	
Disposable Razors	64.26	383.35	15870.92	5141.40	21012.32	1680.99	22693.31	0.19	
E.R. Aerosol Shave Cream.1.5oz	0.00	0.00	1.11	0.00	1.11	0.09	1.20	FRR	
Colgate Shave Cream 2.25 oz.	19.76	117.87	4446.70	1580.86	6027.56	482.20	6509.76	1.03	
After Shave Lotion Alcohol Free 5oz.	1.89	11.25	429.98	150.94	580.91	46.47	627.39	1.09	
.50oz Speed Stick Deodorant	9.44	56.30	2157.81	755.14	2912.95	233.04	3145.98	0.80	
2.25oz Speed Stick Deodorant	5.85	34.91	1315.59	468.16	1783.75	142.70	1926.45	1.28	
1.5oz Lady Speed Stick	8.26	49.30	1836.63	661.20	2497.83	199.83	2697.66	1.97	
1.5oz McRays roll-on deodorant	9.69	57.80	2240.37	775.20	3015.57	241.25	3256.81	0.67	
4oz Dial Sprav Deodorant	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR	
3oz non-aerosol Speed St.Sprav deod.	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR	
4oz Golden Shampoo	78.60	468.87	18256.15	6288.35	24544.51	1963.56	26508.07	0.73	
4oz Dawn Mist Baby Shampoo	2.73	16.30	650.50	218.65	869.15	69.53	938.68	0.53	
3.5oz TLC Hair/Body Shampoo	2.65	15.81	612.23	212.01	824.24	65.94	890.18	0.79	
2oz Shampoo	1.16	6.90	380.23	92.61	472.83	37.83	510.66	0.11	
2oz Conditioner	0.63	3.75	162.05	50.35	212.40	16.99	229.40	0.25	
.85oz Toothpaste	17.38	103.70	3962.17	1390.80	5352.97	428.24	5781.21	0.35	
1.5oz Toothpaste	58.34	348.05	13194.37	4667.92	17862.29	1428.98	19291.27	0.55	
2.75oz Refreshment Toothpaste	3.63	21.66	914.41	290.53	1204.94	96.39	1301.33	0.27	
Toothbrush. adult. soft	25.11	149.82	8493.90	2009.32	10503.22	840.26	11343.48	0.46	
4oz Non-Alcohol Mouthwash	10.19	60.77	2419.56	815.01	3234.56	258.77	3493.33	0.54	
4oz Medi Kool Mouthwash	0.40	2.38	99.14	31.98	131.12	10.49	141.60	0.37	
3.5oz Dial Deodorant Soap	8.40	50.09	1927.47	671.76	2599.23	207.94	2807.16	0.86	
4.75oz Pure & Natural Soap	50.32	300.19	12013.04	4026.10	16039.14	1283.13	17322.27	0.51	
2.25oz Soap (Safeguard or Dial)	2.54	15.17	620.16	203.49	823.65	65.89	889.54	0.36	
4.5oz Mt. Fresh Dial	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR	
4oz Medi Creme Lotion	10.98	65.52	2569.78	878.75	3448.53	275.88	3724.42	0.65	
4oz Cornstarch Body Powder	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR	
4oz Dawn Mist Baby Powder	0.00	0.00	8.58	0.00	8.58	0.69	9.27	0.04	
4oz Baby Oil	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR	
Hairlift Pocket Pick	0.00	0.00	6.05	0.00	6.05	0.48	6.54	0.02	
8" Comb	4.56	27.20	1041.38	364.80	1406.18	112.49	1518.68	0.53	
7" Comb	0.66	3.97	191.33	53.20	244.53	19.56	264.09	0.09	
5" Comb	1.33	7.93	336.71	106.40	443.11	35.45	478.56	0.16	
Hairbrush. asst.colors	6.78	40.47	1523.18	542.82	2066.00	165.28	2231.29	1.15	
Emery Boards	0.67	4.02	177.38	53.94	231.32	18.51	249.82	0.16	
Facial Tissues. 50ct	4.99	29.76	1430.64	399.11	1829.75	146.38	1976.13	0.27	
Toothbrush case	2.64	15.76	712.35	211.40	923.75	73.90	997.65	0.25	
Soap Dish with hinged lid	3.58	21.35	885.91	286.32	1172.23	93.78	1266.01	0.45	
Tumbler. 8oz. gold or aqua	1.42	8.50	421.72	114.00	535.72	42.86	578.58	0.14	
Denture cups. aqua	0.33	1.96	87.35	26.34	113.70	9.10	122.79	0.17	
Carafe w lid. 32oz. gold or aqua	3.60	21.51	907.99	288.42	1196.41	95.71	1292.13	0.48	
Foam jacket for carafe. white	1.32	7.87	439.27	105.60	544.87	43.59	588.46	0.24	
Carafe tray. 6x10. gold or aqua	0.40	2.36	92.51	31.66	124.17	9.93	134.10	0.62	
Plastic liner for Carafe	0.00	0.00	1.11	0.00	1.11	0.09	1.20	ERR	
Foam liner for Carafe	1.01	6.04	426.12	81.04	507.15	40.57	547.73	0.20	
Washbasin. 7qt. gold or aqua	5.25	31.31	1316.44	419.88	1736.32	138.91	1875.23	0.70	
Emesis Basin. 9". gold or aqua	1.22	7.29	354.96	97.71	452.67	36.21	488.89	0.18	
Cleansing wipes	0.19	1.12	57.93	14.99	72.92	5.83	78.76	0.03	
Maternity length pads	1.00	5.95	234.13	79.80	313.93	25.11	339.05	0.16	
Beltless Feminine Pads	9.49	56.62	2263.44	759.41	3022.85	241.83	3264.68	0.11	
Denture Cleaning Tablets	0.16	0.97	41.84	13.00	54.84	4.39	59.23	0.07	
Tampax Tampons	0.26	1.54	58.58	20.62	79.20	6.34	85.54	1.19	
Brushless Shave Cream	3.21	19.13	715.88	256.50	972.38	77.79	1050.17	0.81	
Landers stick deodorant. 1.5oz	1.61	9.57	357.35	129.5	486.85	38.95	525.8	1.25	
TOTAL	447.92	2671.97	108670.00	35842.59	144506.96	996654.01	156067.52		

Item	WVARF FEE	Final Cust. Price	Per Piece	price/doz	1995 Price doz	Percent Increase	Per Unit Matr'l Costs	Price as a % of Dir Mat	doz price for dir mat	Explanation of Increase
Disposable Razors	907.73	23601.04	0.20	2.43	2.35	3.42%	0.1100	84.12%	1.32	
E.R. Aerosol Shave Cream, 1.5oz.	0.05	1.25	0.70	8.40	9.23	-8.99%	0.4965	41.00%	5.96	
Colgate Shave Cream 2.25 oz.	260.39	6770.15	1.07	11.09	10.09	9.91%	0.5400	97.50%	6.48	manufacturer price increase
After Shave Lotion Alcohol Free 5oz.	25.10	652.48	1.36	16.32	16.24	0.49%	1.1033	23.26%	13.24	
50oz Speed Stick Deodorant	125.84	3271.82	0.83	8.89	7.55	17.75%	0.4000	108.45%	4.80	manufacturer price increase
2.25oz Speed Stick Deodorant	77.06	2003.51	1.64	19.68	18.40	6.96%	1.4667	11.82%	17.60	new product size
1.5oz Lady Speed Stick	107.91	2805.56	1.99	23.88	23.64	1.02%	1.2083	64.69%	14.50	
1.5oz McRays roll-on deodorant	130.27	3387.09	0.69	8.33	8.10	2.87%	0.4250	63.38%	5.10	
4oz Dial Spray Deodorant	0.05	1.25	2.10	25.20	32.90	-23.40%	1.5717	33.62%	18.86	
3oz non-aerosol Speed St.Spray deod.	0.05	1.25	1.76	21.12	30.88	-31.61%	1.3400	31.34%	16.08	
4oz Golden Shampoo	1060.32	27568.39	0.76	9.06	8.97	1.02%	0.5063	49.15%	6.08	new supplier
4oz Dawn Mist Baby Shampoo	37.55	976.23	0.55	6.64	4.91	35.26%	0.2740	101.98%	3.29	manufacturer price increase
3.5oz TLC Hair/Body Shampoo	35.61	925.78	0.82	9.85	7.91	24.51%	0.5283	55.34%	6.34	manufacturer price increase
2oz Shampoo	20.43	531.09	0.36	4.32	4.26	1.41%	0.1692	112.72%	2.03	
2oz Conditioner	9.18	238.57	0.29	3.48	3.48	0.00%	0.1840	57.58%	2.21	
85oz Toothpaste	231.25	6012.46	0.39	4.68	4.67	0.21%	0.3177	22.75%	3.81	
1.5oz Toothpaste	771.65	20062.92	0.87	10.44	10.33	1.06%	0.4611	88.67%	5.53	
2.75oz Refreshment Toothpaste	52.05	1353.39	0.58	6.90	6.85	0.73%	0.3540	62.45%	4.25	
Toothbrush, adult, soft	453.74	11797.22	0.47	5.69	5.24	8.66%	0.1800	163.59%	2.16	
4oz Non-Alcohol Mouthwash	139.73	3633.06	0.57	6.80	5.92	14.82%	0.3108	82.23%	3.73	manufacturer price increase
4oz Medi Kool Mouthwash	5.66	147.27	0.49	5.88	5.83	0.86%	0.3506	39.75%	4.21	
3.5oz Dial Deodorant Soap	112.29	2919.45	0.89	10.73	7.41	44.85%	0.3897	129.51%	4.68	manufacturer price increase
4.75oz Pure & Natural Soap	692.89	18015.16	0.53	6.36	6.31	0.85%	0.4528	17.12%	5.43	
2.25oz Soap (Safeguard or Dial)	35.58	925.12	0.38	4.52	3.81	18.74%	0.1575	139.35%	1.89	manufacturer price increase
4.5oz Mt.Fresh Dial	0.05	1.25	0.91	10.92	12.55	-12.99%	0.4714	93.05%	5.66	
4oz Medi Creme Lotion	148.98	3873.39	0.68	8.17	8.00	2.15%	0.3854	76.69%	4.63	
4oz Cornstarch Body Powder	0.05	1.25	0.75	9.00	11.03	-18.40%	0.4960	51.20%	5.95	
4oz Dawn Mist Baby Powder	0.37	9.64	0.69	8.28	8.23	0.61%	0.3592	92.11%	4.31	
4oz Baby Oil	0.05	1.25	0.80	9.60	10.28	-6.61%	0.4975	60.80%	5.97	
Hairlift Pocket Pick	0.26	6.80	0.47	5.64	5.56	1.44%	0.0676	594.87%	0.81	
8" Comb	60.75	1579.43	0.42	5.04	5.04	0.00%	0.1600	162.50%	1.92	
7" Comb	10.56	274.66	0.24	2.88	2.87	0.35%	0.0700	242.86%	0.84	
5" Comb	19.14	497.70	0.22	2.64	2.60	1.54%	0.0700	214.29%	0.84	
Hairbrush, asst.colors	89.25	2320.54	1.20	14.41	12.42	16.05%	0.6200	93.73%	7.44	manufacturer price increase
Emery Boards	9.29	259.82	0.16	1.97	1.88	4.70%	0.0296	454.69%	0.35	
Facial Tissues, 50ct	79.05	2055.17	0.41	4.92	4.82	2.07%	0.1876	118.61%	2.25	
Toothbrush case	39.91	1037.55	0.28	3.36	3.27	2.75%	0.2033	37.70%	2.44	
Soap Dish with hinged lid	50.64	1316.65	0.55	6.60	6.52	1.23%	0.2492	120.74%	2.99	
Tumbler, 8oz, gold or aqua	23.14	601.72	0.18	2.16	2.15	0.47%	0.1000	80.00%	1.20	
Denture cups, aqua	4.91	127.70	0.27	3.24	3.22	0.62%	0.1386	94.75%	1.66	
Carafe w. lid, 32oz, gold or aqua	51.69	1343.81	0.58	6.96	6.96	0.00%	0.3450	68.12%	4.14	
Foam jacket for carafe, white	23.54	612.00	0.27	3.24	3.14	3.18%	0.0993	172.04%	1.19	
Carafe tray, 6x10, gold or aqua	5.36	139.46	0.65	7.75	4.70	64.85%	0.2777	132.50%	3.33	manufacturer price increase
Plastic liner for Carafe	0.05	1.25	0.18	2.16	2.19	-1.37%	0.0853	111.02%	1.02	
Foam liner for Carafe	21.91	569.63	0.23	2.76	2.66	3.76%	0.0853	169.64%	1.02	
Washbasin, 7qt., gold or aqua	75.01	1950.24	0.81	9.72	9.69	0.31%	0.6314	28.29%	7.58	
Emesis Basin, 9", gold or aqua	19.56	508.44	0.19	2.25	2.09	7.64%	0.1143	64.05%	1.37	
Cleansing wipes	3.15	81.91	0.05	3.60	3.27	10.09%	0.0197	153.42%	1.42	
Maternity length pads	13.56	352.61	0.16	11.75	11.02	6.66%	0.1458	11.94%	10.50	
Beltless Feminine Pads	130.59	3395.27	0.12	8.45	7.09	19.12%	0.0771	52.14%	5.55	manufacturer price increase
Denture Cleaning Tablets	2.37	61.60	0.08	5.60	6.02	-6.98%	0.0633	22.80%	4.56	
Tampax Tampons	3.42	88.96	0.20	2.40	2.34	2.56%	0.1085	84.33%	1.30	
Brushless Shave Cream	42.01	1092.17	0.92	11.04	10.95	0.82%	0.5625	63.56%	6.75	
Landers stick deod., 1.5oz	21.032	546.83	0.89	10.68	10.7	-0.0019	0.7408333	0.83	8.89	new product
TOTAL	6242.70	162310.22	33.85	427.90					267.47	

WEST VIRGINIA ASSOCIATION OF

WVARE

REHABILITATION FACILITIES, INC.

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

WEST VIRGINIA DEPARTMENT OF TRANSPORTATION

DIVISION OF HIGHWAYS

REST AREA MAINTENANCE CONTRACT

Current 1995 - 1996 contract:

\$1,644,232.27 annual
\$137,019.36 monthly

\$7.61 per hr. supervisor
\$5.25 per hr. worker

New 1996 - 1997 contract:

\$1,677,006.44 annual
\$139,750.54 monthly

\$7.75 per hr. supervisor
\$5.40 per hr. worker

Amount of increase:

\$32,774.17 annual
\$2,731.18 monthly

REST AREA (wc) = welcome center	SUMMARY SHEET		EMPLOYEES
	ANNUAL COST	MONTH COST	F.T.Es
1 Huntington I-64 E (wc)	\$105,759.29	\$8,813.27	5.2
2 Hurricane I-64 E Hurricane I-64 W	\$201,807.76	\$16,817.31	10.69
3 Lewisburg I 64-W (wc)	\$101,036.56	\$8,419.71	5.04
4 Servia I-79 N Servia I-79 S	\$196,341.31	\$16,361.78	10.25
5 Burnsville I-79 N Burnsville I-79 S	\$197,519.95	\$16,460.00	10.38
6 Meadowbrook I-79 N Meadowbrook I-79 S	\$212,333.93	\$17,694.49	11.36
7 Morgantown I-79 S (wc)*	\$122,398.20	\$10,199.85	6.19
8 Mineral Wells I-77 N Mineral Wells I-77 S(wc)	\$193,872.66	\$16,156.06	10.29
9 Wheeling I-70 W (wc)	\$102,049.90	\$8,504.16	5.08
10 Marlow I-81 S (wc)** Bunker Hill I-81 N (wc)	\$243,886.88	\$20,323.91	12.69
TOTALS	\$1,677,006.44	\$139,750.54	87.17

SUMMARY SHEET SINGLE RESTAREA

Huntington I-64 East (Welcome Center)

Workshop: GOODWILL KYOHVV

This small rest area utilizes a working supervisor

LABOR -From Labor Schedule (Below)	\$79,567.80
INSURANCE (Off main business location)	\$342.00
CLEANING SUPPLIES -Supplies Schedule	\$3,664.00
TELEPHONE	\$1,203.00
EQUIPMENT -from Equipment Schedule	\$5,973.00
(Equipment Credit Single small rest area)	(\$1,000.00)
UNIFORMS - From labor schedule (Below)	\$1,400.00
MAINTENANCE LAWN EQUIPMENT (\$80 PER ACRE)	\$465.60
GAS AND OIL (\$60 ACRE)	\$349.20
 ADMINISTRATIVE FEE @ 15%	 \$13,794.69

TOTAL SERVICE COST FOR SINGLE

\$105,759.29

SUMMARY SHEET SINGLE RESTAREA

Huntington I-64 East (Welcome Center)

Single rest area with 1/2 shift working supervisor

LABOR	HOURS PER YEAR	HOURLY PAYRATE	COST PER 365 DAYS	22% FRINGE BENEFITS	HEPATITIS & UNIFORMS
Supervisor	2080	7.75	16,120.00	3,546.00	200.00
Super/relief	840	7.75	6,510.00	1,432.00	200.00
Worker #1	2080	5.40	11,232.00	2,471.00	200.00
Worker #1r	840	5.40	4,536.00	998.00	200.00
Worker #2	2080	5.40	11,232.00	2,471.00	200.00
Worker #2r	840	5.40	4,536.00	998.00	200.00
1/2Worker #3	1464	5.40	7,905.60	1,739.00	200.00
Extra 10 days	80	5.40	432.00	95.00	----
Extra Lawn	503	5.40	2,716.20	598.00	----

Sub. Labor	10,807		65,219.80	14,348.00	1,400.00
F.T.E. no relief for #3	5.2 TOTAL LABOR----->			79,567.80	

SUMMARY SHEET DOUBLE RESTAREA

Hurricane I-64 East and West

Workshop: SHAWNEE HILLS

LABOR -From Labor Schedule (Below)	\$154,862.41
CLEANING SUPPLIES -Supplies Schedule	\$6,325.00
TELEPHONE	\$1,611.00
EQUIPMENT -from Equipment Schedule	\$7,501.00
(Equipment Credit Single small rest area)	\$0.00
UNIFORMS - From labor schedule (Below)	\$2,800.00
MAINTENANCE LAWN EQUIPMENT (\$80 PER ACRE)	\$1,363.20
GAS AND OIL (\$60 ACRE)	\$1,022.40
ADMINISTRATIVE FEE @ 15%	\$26,322.75
TOTAL SERVICE COST FOR PAIR	\$201,807.76

Hurricane I-64 East and West
 Double rest area with non-shift working supervisor

LABOR	HOURS PER YEAR	HOURLY PAYRATE	COST PER 365 DAYS	22% FRINGE BENEFITS	HEPATITIS & UNIFORMS
Supervisor	2080	7.75	16,120.00	3,546.40	200.00
Super/relief	840	7.75	6,510.00	1,432.20	200.00
Worker #1 E	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r E	840	5.40	4,536.00	997.92	200.00
Worker #2 E	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r E	840	5.40	4,536.00	997.92	200.00
Worker #3 E	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r E	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	---
Extra Lawn	734	5.40	3,963.60	871.99	---
Worker #1 W	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r W	840	5.40	4,536.00	997.92	200.00
Worker #2 W	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r W	840	5.40	4,536.00	997.92	200.00
Worker #3 W	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r W	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	---
Extra Lawn	902	5.40	4,870.80	1,071.58	---
Sub. Labor	22,236		126,936.40	27,926.01	2,800.00
F.T.E.	10.69	TOTAL LABOR----->		154,862.41	

SUMMARY SHEET SINGLE RESTAREA

Lewisburg (White Sulfer Springs) I-64 West (Welcome Center)

Workshop: SRW

This small rest area utilizes 1/2 shift working supervisor
LABOR -From Labor Schedule (Below)

	\$77,466.58
CLEANING SUPPLIES -Supplies Schedule	\$3,664.00
TELEPHONE	\$1,032.30
EQUIPMENT -from Equipment Schedule	\$5,973.00
(Equipment Credit Single small rest area)	(\$2,000.00) need a single schedule
UNIFORMS - From labor schedule (Below)	\$1,400.00
MAINTENANCE LAWN EQUIPMENT (\$80 PER ACRE)	\$184.00
GAS AND OIL (\$60 ACRE)	\$138.00
ADMINISTRATIVE FEE @ 15%	\$13,178.68

TOTAL SERVICE COST FOR SINGLE \$101,036.56

Lewisburg (White Sulfer Springs) I-64 West (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	7.75	16,120.00	3,546.40	200.00
Super/relief	840	7.75	6,510.00	1,432.20	200.00
Worker #1	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r	840	5.40	4,536.00	997.92	200.00
Worker #2	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r	840	5.40	4,536.00	997.92	200.00
1/2Worker #3	1464	5.40	7,905.60	1,739.23	200.00
Extra 10 days	80	5.40	432.00	95.04	—
Extra Lawn	184	5.40	993.60	218.59	—
Sub. Labor	10488		63,497.20	13,969.38	1,400.00
F.T.E.	5.04	TOTAL LABOR—>		77,466.58	

SUMMARY SHEET DOUBLE RESTAREA

Servia I-79 North And South

Workshop: CLAY COUNTY

LABOR -From Labor Schedule (Below)	\$148,847.57
CLEANING SUPPLIES -Supplies Schedule	\$6,325.00
TELEPHONE	\$4,191.20
EQUIPMENT -from Equipment Schedule	\$7,501.00
(Equipment Credit Single small rest area)	\$0.00
UNIFORMS - From labor schedule (Below)	\$2,800.00
MAINTENANCE LAWN EQUIPMENT (\$80 PER ACRE)	\$609.60
GAS AND OIL (\$60 ACRE)	\$457.20
ADMINISTRATIVE FEE @ 15%	\$25,609.74
TOTAL SERVICE COST FOR PAIR	\$196,341.31

Servia I-79 North And South
Double rest area with non-shift working supervisor

LABOR	HOURS PER YEAR	HOURLY PAYRATE	COST PER 365 DAYS	22% FRINGE BENEFITS	HEPATITIS & UNIFORMS
Supervisor	2080	7.75	16,120.00	3,546.40	200.00
Super/relief	840	7.75	6,510.00	1,432.20	200.00
Worker #1 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r N	840	5.40	4,536.00	997.92	200.00
Worker #2 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r N	840	5.40	4,536.00	997.92	200.00
Worker #3 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r N	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	---
Extra Lawn	432	5.40	2,332.80	513.22	---
Worker #1 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r S	840	5.40	4,536.00	997.92	200.00
Worker #2 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r S	840	5.40	4,536.00	997.92	200.00
Worker #3 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r S	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	---
Extra Lawn	291	5.40	1,571.40	345.71	---
Sub. Labor	21,323		122,006.20	26,841.37	2,800.00
F.T.E.	10.25	TOTAL LABOR----->		148,847.57	

CAUTION

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

Shop: PRECISION

\$150,586.80
\$480.00
\$6,325.00
\$2,536.28
\$7,501.00
\$0.00
\$2,800.00
\$872.80
\$654.60

\$25,763.47

\$197,519.95

% FRINGE HEPATITIS &
FIT UNIFORMS

3,546.40	200.00
1,432.20	200.00
2,471.04	200.00
997.92	200.00
2,471.04	200.00
997.92	200.00
2,471.04	200.00
997.92	200.00
95.04	---
618.95	---
2,471.04	200.00
997.92	200.00
2,471.04	200.00
997.92	200.00
2,471.04	200.00
997.92	200.00
95.04	---
553.61	---

27,155.00 2,800.00
150,586.80

SUMMARY SHEET DOUBLE RESTAREA

Burnsville I-79 North And South

Workshop: PRECISION

LABOR -From Labor Schedule (Below)	\$150,586.80
Floor Mat Service (additional Cost)	\$480.00
CLEANING SUPPLIES -Supplies Schedule	\$6,325.00
TELEPHONE	\$2,536.28
EQUIPMENT -from Equipment Schedule	\$7,501.00
(Equipment Credit Single small rest area)	\$0.00
UNIFORMS - From labor schedule (Below)	\$2,800.00
MAINTENANCE LAWN EQUIPMENT (\$80 PER ACRE)	\$872.80
GAS AND OIL (\$60 ACRE)	\$654.60
 ADMINISTRATIVE FEE @ 15%	 \$25,763.47
TOTAL SERVICE COST FOR PAIR	\$197,519.95

Burnsville I-79 North And South
Double rest area with non-shift working supervisor

LABOR	HOURS PER YEAR	HOURLY PAYRATE	COST PER 365 DAYS	22% FRINGE BENEFITS	HEPATITIS & UNIFORMS
Supervisor	2080	7.75	16,120.00	3,546.40	200.00
Super/relief	840	7.75	6,510.00	1,432.20	200.00
Worker #1 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r N	840	5.40	4,536.00	997.92	200.00
Worker #2 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r N	840	5.40	4,536.00	997.92	200.00
Worker #3 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r N	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	---
Extra Lawn	521	5.40	2,813.40	618.95	---
Worker #1 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r S	840	5.40	4,536.00	997.92	200.00
Worker #2 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r S	840	5.40	4,536.00	997.92	200.00
Worker #3 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r S	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	---
Extra Lawn	466	5.40	2,516.40	553.61	---
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Sub. Labor	21,587		123,431.80	27,155.00	2,800.00
F.T.E.	10.38	TOTAL LABOR----->		150,586.80	

SUMMARY SHEET DOUBLE RESTAREA

Meadowbrook I-79 North And South

Workshop: MARION

LABOR -From Labor Schedule (Below)	\$159,719.00
CLEANING SUPPLIES -Supplies Schedule	\$6,325.00
TELEPHONE	\$1,751.00
EQUIPMENT -from Equipment Schedule	\$7,501.00
(Equipment Credit Single small rest area)	\$0.00
UNIFORMS - From labor schedule (Below)	\$2,800.00
MAINTENANCE LAWN EQUIPMENT (\$80 PER ACRE)	\$3,738.40
GAS AND OIL (\$60 ACRE)	\$2,803.80
ADMINISTRATIVE FEE @ 15%	\$27,695.73
TOTAL SERVICE COST FOR PAIR	\$212,333.93

Meadowbrook I-79 North And South
Double rest area with supervisor

LABOR	HOURS PER YEAR	HOURLY PAYRATE	COST PER 365 DAYS	22% FRINGE BENEFITS	HEPATITIS & UNIFORMS
Supervisor	2080	7.75	16,120.00	3,546.40	200.00
Super/relief	840	7.75	6,510.00	1,432.20	200.00
Worker #1 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r N	840	5.40	4,536.00	997.92	200.00
Worker #2 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r N	840	5.40	4,536.00	997.92	200.00
Worker #3 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r N	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	--
Extra Lawn	1759	5.40	9,498.60	2,089.69	--
Worker #1 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r S	840	5.40	4,536.00	997.92	200.00
Worker #2 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r S	840	5.40	4,536.00	997.92	200.00
Worker #3 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r S	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	--
Extra Lawn	1265	5.40	6,831.00	1,502.82	--
Sub. Labor	23,624		134,431.60	29,574.95	2,800.00
F.T.E.	11.36	TOTAL LABOR	----->	164,006.55	

SUMMARY SHEET SINGLE RESTAREA

Morgantown I-79 South (Welcome Center)

Workshop: PACE TEC

LABOR -From Labor Schedule	\$93,146.02
CLEANING SUPPLIES -Supplies Schedule	\$3,664.00
TELEPHONE	\$758.00
EQUIPMENT -from Equipment Schedule	\$5,973.00
(Equipment Credit Single small rest area)	\$0.00
UNIFORMS - From labor schedule	\$1,600.00
MAINTENANCE LAWN EQUIPMENT (\$80 PER ACRE)	\$738.40
GAS AND OIL (\$60 ACRE)	\$553.80
ADMINISTRATIVE FEE @ 15%	\$15,964.98
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	\$122,398.20

Morgantown I-79 South (Welcome Center)

Workshop: PACE TEC

Single rest area with non-shift working supervisor

LABOR	HOURS PER YEAR	HOURLY PAYRATE	COST PER 365 DAYS	22% FRINGE BENEFITS	HEPATITIS & UNIFORMS
Supervisor	2080	7.75	16,120.00	3,546.40	200.00
Super/relief	840	7.75	6,510.00	1,432.20	200.00
Worker #1	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r	840	5.40	4,536.00	997.92	200.00
Worker #2	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r	840	5.40	4,536.00	997.92	200.00
Worker #3	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	—
Extra Lawn	1108	5.40	5,983.20	1,316.30	—
Sub. Labor	12,868		76,349.20	16,796.82	1,600.00
F.T.E.	6.19	TOTAL LABOR----->		93,146.02	

SUMMARY SHEET DOUBLE RESTAREA

Mineral wells I-77 North and South (wc)

Workshop: WOOD COUNTY

LABOR -From Labor Schedule (Below)	\$149,420.72
CLEANING SUPPLIES -Supplies Schedule	\$6,325.00
TELEPHONE	\$1,204.00
EQUIPMENT -from Equipment Schedule	\$7,501.00
(Equipment Credit Single small rest area)	\$0.00
UNIFORMS - From labor schedule (Below)	\$2,800.00
MAINTENANCE LAWN EQUIPMENT (\$80 PER ACRE)	\$762.40
GAS AND OIL (\$60 ACRE)	\$571.80
ADMINISTRATIVE FEE @ 15%	\$25,287.74
TOTAL SERVICE COST FOR PAIR	\$193,872.66

Mineral wells I-77 North and South (wc)
Double rest area with supervisor

LABOR	HOURS PER YEAR	HOURLY PAYRATE	COST PER 365 DAYS	22% FRINGE BENEFITS	HEPATITIS & UNIFORMS
Supervisor	2080	7.75	16,120.00	3,546.40	200.00
Super/relief	840	7.75	6,510.00	1,432.20	200.00
Worker #1 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r N	840	5.40	4,536.00	997.92	200.00
Worker #2 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r N	840	5.40	4,536.00	997.92	200.00
Worker #3 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r N	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	--
Extra Lawn	294	5.40	1,587.60	349.27	--
Worker #1 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r S	840	5.40	4,536.00	997.92	200.00
Worker #2 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r S	840	5.40	4,536.00	997.92	200.00
Worker #3 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r S	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	--
Extra Lawn	516	5.40	2,786.40	613.01	--
Sub. Labor	21,410		122,476.00	26,944.72	2,800.00
F.T.E.	10.29	TOTAL LABOR----->		149,420.72	

SUMMARY SHEET SINGLE RESTAREA

Wheeling (Valley Grove) I-70 West (Welcome Center)

Workshop: WATCH

This small rest area utilizes a working supervisor

LABOR -From Labor Schedule (Below)	\$77,927.74
CLEANING SUPPLIES -Supplies Schedule	\$3,664.00
TELEPHONE	\$1,323.50
EQUIPMENT -from Equipment Schedule	\$5,973.00
(Equipment Credit Single small rest area)	(\$2,000.00)
UNIFORMS - From labor schedule (Below)	\$1,400.00
MAINTENANCE LAWN EQUIPMENT (\$80 PER ACRE)	\$257.60
GAS AND OIL (\$60 ACRE)	\$193.20
ADMINISTRATIVE FEE @ 15%	\$13,310.86

TOTAL SERVICE COST FOR SINGLE	\$102,049.90
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Wheeling (Valley Grove) I-70 West (Welcome Center)

Single rest area with 1/2 shift working supervisor

LABOR	HOURS PER YEAR	HOURLY PAYRATE	COST PER 365 DAYS	22% FRINGE BENEFITS	HEPATITIS & UNIFORMS
Supervisor	2080	7.75	16,120.00	3,546.40	200.00
Super/relief	840	7.75	6,510.00	1,432.20	200.00
Worker #1	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r	840	5.40	4,536.00	997.92	200.00
Worker #2	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r	840	5.40	4,536.00	997.92	200.00
1/2 Worker #3	1460	5.40	7,884.00	1,734.48	200.00
Extra 10 days	80	5.40	432.00	95.04	---
Extra Lawn	258	5.40	1,393.20	306.50	---
Sub. Labor	10,558		63,875.20	14,052.54	1,400.00
F.T.E.	5.08	TOTAL LABOR →		77,927.74	
no relief for #3					

SUMMARY SHEET DOUBLE RESTAREA

Marlow-Bunkerhill I 81 North and South Workshop EPTC

TWO
SUPEVISORS

LABOR -From Labor Schedule (Below)	\$190,626.95
CLEANING SUPPLIES -Supplies Schedule	\$6,325.00
TELEPHONE	\$2,534.00
EQUIPMENT -from Equipment Schedule	\$7,501.00
(Equipment Credit Single small rest area)	\$0.00
UNIFORMS - From labor schedule (Below)	\$3,200.00
MAINTENANCE LAWN EQUIPMENT (\$80 PER ACRE)	\$1,079.20
GAS AND OIL (\$60 ACRE)	\$809.40
ADMINISTRATIVE FEE @ 15%	\$31,811.33
	\$243,886.88
TOTAL SERVICE COST FOR PAIR	

Marlow-Bunkerhill I 81 North and South
Double rest area with 2 supervisors

LABOR	HOURS PER YEAR	HOURLY PAYRATE	COST PER 365 DAYS	22% FRINGE BENEFITS	HEPATITIS & UNIFORMS
Supervisor	2080	7.75	16,120.00	3,546.40	200.00
Super/relief	840	7.75	6,510.00	1,432.20	200.00
Supervisor	2080	7.75	16,120.00	3,546.40	200.00
Super/relief	840	7.75	6,510.00	1,432.20	200.00
Worker #1 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r N	840	5.40	4,536.00	997.92	200.00
Worker #2 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r N	840	5.40	4,536.00	997.92	200.00
Worker #3 N	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r N	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	--
Extra Lawn	1233	5.40	6,658.20	1,464.80	--
Worker #1 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #1r S	840	5.40	4,536.00	997.92	200.00
Worker #2 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #2r S	840	5.40	4,536.00	997.92	200.00
Worker #3 S	2080	5.40	11,232.00	2,471.04	200.00
Worker #3r S	840	5.40	4,536.00	997.92	200.00
Extra 10 days	80	5.40	432.00	95.04	--
Extra Lawn	1641	5.40	8,861.40	1,949.51	--
Sub. Labor	26,394		156,251.60	34,375.35	3,200.00
F.T.E.	12.69	TOTAL LABOR----->		190,626.95	