

Bensey

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

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

MINUTES

November 21, 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 and alternates in attendance were Q. J. Humphreys, Crystal Moody, John Parker, Joyce Brown, and Everette Sullivan. Ex officio members in attendance were Debra Bensey, Acting Executive Director and Director of Operations of the CNA; Chris Miller, Accountant for the CNA, and Dick Estill, Executive Secretary of the Committee. Guest in attendance was: Stephen King, Program Manager, DRS.

The minutes of the meeting of September 25, 1996, were approved as submitted.

John Parker gave the financial report which showed a beginning balance of \$4,113.72, expenditures for expense accounts in the amounts of \$113.16, \$61.99, \$59.30; \$91.73; and \$13.50 (refreshments for September meeting); with a balance of \$3,774.04.

The Executive Secretary of the Committee, Dick Estill, reported that Ron Riley retired as Director of the Division of Purchasing on October 31, 1996. Curt Curtiss has been appointed temporary Acting Director.

Dick Estill also discussed the new VISA Credit Card Program. In the five weeks since its inception, there have been 50 cards assigned to various agencies and during that time, 78,000 charges have been made with a savings to the state of \$200,000. He suggested that WVARF look into using the VISA Card Program. He said work centers also would benefit if they had the capability of accepting VISA cards. Credit cards cut processing costs--a savings of \$40 to 45 on each credit card purchase can be realized, and 300,000 invoices can be eliminated in the Auditor's Office--down to 100 invoices a month.

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

Executive Director, West Virginia Association of Rehabilitation Facilities

Under new business, Craig Greening reported on the State Use Conference he and John Parker attended October 9-12. He said there were several items brought up at the conference of which the Committee members need to be aware. TIBH--Texas tried to come up with a cost benefit analysis to show why the program is viable. Seventeen states were represented at the conference. All programs are growing including our state's.

Re-nominations for continuing membership on the Committee was discussed. The Division of Rehabilitation Services nominates through Secretary Barbara Harmon-Schamberger, then the Governor appoints the members. The Director of DRS writes a letter to the Governor with suggestions for nominations.

Under new business, Debra Bensey discussed the temporary services agreement with the State. Before state agencies contract outside services, they are to contact WVARF, and WVARF is supposed to give a written waiver for each position within an agency when an agency goes outside the State Use Law to hire temporary services.

A discussion followed regarding the Annual Report to the Governor. All members were requested to read the draft and let Debbie know of any changes they would suggest for the report. The next draft will be sent to Craig Greening by the Wednesday following this meeting. When finalized, a copy will be sent to the Governor, legislators, all Committee members, and various other state government offices.

The first contract presentation was a statewide data entry contract with the work to be performed by the Jackson County Developmental Center. The period of the contract is from May 1, 1996, to April 30, 1997. The increases to this contract are due solely to increases in the minimum wage. The cost per 1000 key strokes provided on time increases from \$2.20 to \$2.36 and the cost per 1000 key strokes not provided on time moves from \$2.10 to \$2.26 (MSP).

The next contract presented was wiping cloths with the producing work center being the Jackson County Developmental Center. The period of this contract is from August 31, 1996, to August 30, 1997. The overall increases to this contract are due solely to increases in the minimum wage and to raise the price per pound .01 cent for six different types of cloth as reflected in the enclosed price list (MSP).

The next contract presented was for various liquid soaps provided to the state by the Sheltered Workshop of Nicholas County. The period of this contract

is from December 1, 1996, to November 30, 1997. Price increases reflected in the enclosed price list are due solely to increases in the minimum wage (MSP).

The next contract presented was for microfilming services to be provided to the state by Precision Services Inc., from January 1, 1997, to August 30, 1997, and from September 1, 1997, to December 31, 1997. These prices also are solely due to increases in the minimum wage and are reflected in the enclosed price list (MSP).

The final commodity contract submitted to the committee was for bottled water provided to the state by the Green Acres Regional Center with the effective dates to be December 1, 1996, to November 30, 1997. Increases to this contract are due solely to increases in the minimum wage. This contract adds a new product--16 oz bottles--at the request of the user agency (MSP).

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

CUSTOMER: Air Quality Control, Wheeling				
VENDOR: WATCH				
Contract Period: April 1, 1997 to March 31, 1998				
Staffing Plan: One working supervisor and one worker	two workers	.5 hours each per day	5 days weekly	5 worker hours weekly
Total Square Feet: 1,734	Cost per square foot: \$1.58	Monthly Cost to Agency: \$228.08	Annualized Cost: \$2,736.94	Two deluxe floor cleanings per year: \$360.67

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

CUSTOMER: Air Quality Control, Keyser				
VENDOR: Developmental Center and Workshop				
Contract Period: February 1, 1997, to January 31, 1998				
Staffing Plan: One working supervisor and one worker	Two workers	.25 hours each per day	5 days weekly	2.5 worker hours weekly
Total Square Feet: 768	Cost per square foot: \$2.16	Monthly Cost to Agency: \$138.47	Annualized Cost: \$1,661.65	Two deluxe floor cleaning per year: \$159.74

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				
Contract Period: January 1, 1997, to December 31, 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: \$1.76	Monthly Cost to Agency: 11/1/97 to 8/31/97-- \$763.93; 9/1/97 to 12/31/97-- \$792.76	Annualized Cost: \$9,513.09	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 Health, Charleston				
VENDOR: Shawnee Hills Diversified Business Group				
Contract Period: January 1, 1997, to December 31, 1997				
Staffing Plan: One working supervisor and one worker	2 workers	7.25 hours each per day	5 days weekly	72.5 worker hours weekly
Total Square Feet: 33,872	Cost per square foot: \$1.00	Monthly Cost to Agency: \$2,828.27	Annualized Cost: \$33,939.30	No deluxe floor cleanings

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

CUSTOMER: Tax and Revenue, Clarksburg				
VENDOR: ARC of Harrison County				
Contract Period: February 1, 1997, to January 31, 1998				
Staffing Plan: One working supervisor and one worker	2 workers	.50 hours each per day	5 days weekly	5 worker hours weekly
Total Square Feet: 2,000	Cost per square foot: \$1.37	Monthly Cost to Agency: \$228.71	Annualized Cost: \$2,744.54	Two deluxe floor cleanings per year: \$416.00

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

CUSTOMER: Tax Department, Martinsburg VENDOR: Eastern Panhandle Training Center				
Contract Period: November 1, 1996, to June 30, 1996				
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: 1,800	Cost per square foot: \$2.33	Monthly Cost to Agency: \$348.82	Annualized Cost: \$4,185.79	Two deluxe floor cleanings per year: \$636.48

There being no further business to be brought before the Committee, it was in adjournment with the time and place for the next meeting being Wednesday, January 22, 1997, at 9:30 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

STATEWIDE DATA ENTRY CONTRACT

Vendor: Jackson County Developmental Center

Dates of Contract: May 1, 1996 - April 30, 1997

Change Order: October 1, 1996

Current Prices:

\$2.20 per 1000 keystrokes provided on time

\$2.10 per 1000 keystrokes not provided on time

Due to Minimum Wage Increase:

\$2.36 per 1000 keystrokes provided on time

\$2.26 per 1000 keystrokes not provided on time

STATEWIDE WIPING CLOTH CONTRACT

VENDOR: JACKSON COUNTY DEVELOPMENTAL CENTER

PERIOD: AUGUST 31, 1996 - AUGUST 30, 1997

CHANGE ORDER: OCTOBER 1, 1996 - AUGUST 30, 1997

ITEM	COST PER LBS.	Minimum wage adjustment
Colored Fleece	\$0.55	\$0.56 per lb.
Near White (Polo)	\$0.84	\$0.85 per lb.
White Terry	\$1.21	\$1.22 per lb.
Colored French Terry	\$0.99	\$1.00 per lb.
White 100% Cotton	\$1.78	\$1.79 per lb.
Washed Fleece	\$0.99	\$1.00 per lb.

**no changes requested from last years contract.
adjustments would have to be made with minimum wage increase.

SHELTERED WORKSHOP OF NICHOLAS COUNTY
Price Schedule for Press Pak Hand Soap
December 1, 1996 - November 30, 1997

Item	Unit	Cost per Unit	Annual Unit Sales	% Annual Unit Sales	Annual Orders	Direct Labor per Case Ordering	Packaging	Packaging Materials	Freight In	Out	Storage Cost	Inventory Carrying	Total Direct Costs	Overhead @ 37%	Profit @ 10%	WVARF Fee 4%
Hand Soap, Antiseptic	12 pack/case	\$28.90	150	14.34%	21	\$6.21	\$5.15	0.15	2.9600	4.6300	75.00	8%				
Hand Soap, Antiseptic-Gallon	1 gal	\$10.94	3	0.29%	3	\$0.2174	\$0.1803	0.15	0.8200	1.5425	0.0717	0.5780	\$37.69	\$13.78	\$5.15	\$2.26
Hand Soap, Lotion	12 pack/case	\$23.75	550	52.58%	78	\$1.5525	\$1.2875	0.15	2.9600	4.6300	0.0717	0.2188	\$16.58	\$6.06	\$2.26	\$1.00
Hand Soap, Lotion-Gallon	1 gal	\$6.04	4	0.38%	2	\$0.2202	\$0.1826	0.15	0.8200	1.5425	0.0717	0.4750	\$32.44	\$11.86	\$4.43	\$1.95
Shampoo-Body	12 pack/case	\$28.82	74	7.07%	11	\$0.7763	\$0.6438	0.15	2.9600	4.6300	0.0717	0.1208	\$10.16	\$3.72	\$1.39	\$0.61
Dispenser	Each	\$4.25	265	25.33%	36	\$0.2308	\$0.1914	0.15	2.9600	4.6300	0.0717	0.5764	\$37.63	\$13.76	\$5.14	\$2.26
Estimated Total			\$20,713.40			\$0.2109	\$0.1749	0.15	0.5800	0.2017	0.0717	0.0850	\$5.72	\$2.09	\$0.78	\$0.34

Item	1996 Price Per Unit	1995 Price Per Unit	Price Inc (%)
Hand Soap, Antiseptic	\$58.88	\$58.83	0.1%
Hand Soap, Antiseptic-Gallon	\$25.91	\$25.56	1.4%
Hand Soap, Lotion	\$50.68	\$50.63	0.1%
Hand Soap, Lotion-Gallon	\$15.88	\$15.70	1.1%
Shampoo-Body	\$58.79	\$58.74	0.1%
Dispenser	\$8.94	\$8.90	0.5%
Estimated Total	\$43,569.16	\$43,516.08	0.1%

MICROFILMING STATE WIDE CONTRACT PRICE LIST

VENDOR: Precision Services

Cost Per Document unless noted otherwise

SOURCE DOCUMENTS 8 1/2 " x 5" to 8 1/2" x

11/197-8/30/97

6/1/97-12/31/97

- | | | |
|---|------|-------|
| 1. Placed in microfilm jackets (microfiche) | .045 | .0455 |
| 2. Placed on 16mm roll film with spool | .036 | .0365 |
| 3. Placed on 16mm roll film cartridge | .039 | .0395 |

CHECK OR CHECK-SIZED DOCUMENTS PER SIDE

- | | | |
|--|------|-------|
| 4. Placed on 16mm roll film with spool | .017 | .0175 |
| 5. Placed on 16mm roll with cartridge | .018 | .0185 |

COMPUTER SHEETS, BURSTED

- | | | |
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DRAWINGS, ENGINEERING: SIZES A TO E

- | | | |
|--|-----|------|
| 9. Film 35mm | .42 | .425 |
| 10. Placed 35mm film in microfilm jacket | .49 | .495 |
| 11. Placed 35mm film in aperture card | .61 | .615 |

JACKET DUPLICATION

- | | | |
|----------|-------------|---------|
| 12. 16mm | .300/jacket | .305/ja |
| 13. 35mm | .300/jacket | .305/ja |

DOCUMENT PREPARATION

- | | | |
|---------------------------------|-----------|--------|
| 14. (See Section E) | 7.50/hour | 7.95/h |
| 15. INDEXING | 7.50/hour | 7.95/h |
| 16. TRANSPORTATION OF DOCUMENTS | .60/mile | .60/m |

STATEWIDE BOTTLED WATER CONTRACT

VENDOR: GREEN ACRES REGIONAL CENTER, INC.

DATES OF CONTRACT: December 1, 1996 - November 30, 1997

	Current	1996 - 1997
1. Bottled Water Coolers-Cold	\$8.95	\$8.95 per month
2. Bottled Water Coolers-Hot and Cold	\$11.75	\$11.75 per month
3. Bottled Water Coolers Compartment	\$14.00	\$16.00 per month
4. 5 Gallon Returnable Bottles	\$5.15	\$5.25 each
5. 3 Gallon Returnable Bottles	\$2.99	\$3.15 each
6. Bottle Deposit	\$6.00	\$6.50 *
7. 16 oz. bottle (24 per case)	-----	\$9.60 per case

* A bottle deposit is required for all bottles charged out. This is a one time charge and is refundable.

COMMITTEE FOR THE PURCHASE OF COMMODITIES AND SERVICES
FROM THE HANDICAPPED

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

NOVEMBER 21, 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
- VII. New Business
 - A. Temp Services/DRS Issue
 - B. 1996 Annual Report Rough Draft
- VIII. Contract Presentation from CNA
 - A. Renewals
 - Minimum Wage Increase
 - Data Entry
 - Wiping Cloths

Annual Renewals

Soap

Microfilm

Bottled Water

Air Quality Control-Wheeling

Air Quality Control - Keyser

DOH Lewisburg

Dept. of Health

Tax & Revenue-Clarksburg

B. New Contracts

Tax Dept. - Martinsburg

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Hand Soap, Lotion-Gallon	\$15.88	\$15.70	1.1%
Shampoo-Body	\$58.79	\$58.74	0.1%
Dispenser	\$8.94	\$8.90	0.5%
Estimated Total	\$43,569.16	\$43,516.08	0.1%

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VENDOR: Precision Services

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COMPUTER SHEETS, BURSTED

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DRAWINGS, ENGINEERING: SIZES A TO E

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JACKET DUPLICATION

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* A bottle deposit is required for all bottles charged out. This is a one time charge and is refundable.

WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES STANDARD JANITORIAL PRICE ESTIMATE

CUSTOMER: Air Quality Control
LOCATION: Wheeling

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor	Square Feet	Adjusted Square Feet
	(.5 to 1.5)		
*	1.0	1,734	1,734
*	0.0	0	0
*	0.0	0	0
*	0.0	0	0
Number of days per week cleaned	5		
TOTAL ADJUSTED SQUARE FEET		1,734	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	\$5.15
*Wage Rate (Supervisor-Non-client)	\$5.15
*Wage Rate (Worker-Client)	\$5.15
*Wage Rate (Worker-Non-client)	\$5.15
*Wage Benefits	12%
*Other Benefits	0%

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	1,734 square feet
Cleaning hours per day	1.00 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	0.50 hours/day
*Time allocation-Client Workers (hours)	0.50 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	8.00 hours/year
Annual relief (Workers)	8.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision		55.79 Wages/month
Relief-Supervision		3.43 Wages/month
Client workers		55.79 Wages/month
Non-client Workers		0.00 Wages/month
Relief-Workers		3.43 Wages/month
Monthly Burdened Direct Labor Costs		131.13 per month
Standard chemical cost	6%	7.87 of burdened DL
Standard equipment cost	4%	5.25 of burdened DL
Monthly Chemical and Equipment Costs		13.11 per month
TOTAL MONTHLY DIRECT COSTS		\$144.25

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20%	\$28.85
*DBG Overhead Rate	0	\$0.00
*Shawnee Hills Overhead Rate	0	\$0.00
FULLY BURDENED COST		\$173.10

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10%	\$17.31
WVARF Fee Rate and Monthly Fee	4%	\$7.62

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY		\$198.02
ANNUALLY		\$2,376.27
Total Annual Square Foot Cost-Standard		\$1.37 per square foot

H. DELUX FLOOR CARE FEE

*Charge Per Square Foot		10.00 cents/sq foot
*Number of Floor Cleanings Per Year		2.00 cleanings/year
Total Deluxe Floor Care Charge		346.80
WVARF Fee	4.00%	13.87
TOTAL ANNUAL DELUXE FLOOR CARE FEE		360.67

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER		\$2,736.94
TOTAL MONTHLY BILLING AMOUNT		\$228.08
Total Annual Square Foot Cost-Delux		\$1.58 per square foot
April 1, 1997 - August 31, 1997	\$217.55	\$1,305.30
September 1, 1997 - March 30, 1998	\$228.08	\$1,368.48
Contract Year 5/1/97 - 4/30/98		\$2,673.78

J. CONTRACT

Vendor WATCH
 Contract Period April 1, 1997 - March 31, 1998

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
 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: Air Quality Control
LOCATION: Wheeling

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
*	1.0	1,734	1,734
*	0.0	0	0
*	0.0	0	0
*	0.0	0	0
Number of days per week cleaned	5		
TOTAL ADJUSTED SQUARE FEET		1,734	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	\$5.15
*Wage Rate (Supervisor-Non-client)	\$5.15
*Wage Rate (Worker-Client)	\$5.15
*Wage Rate (Worker-Non-client)	\$5.15
*Wage Benefits	12%
*Other Benefits	0%

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	1,734 square feet
Cleaning hours per day	1.00 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	0.50 hours/day
*Time allocation-Client Workers (hours)	0.50 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	8.00 hours/year
Annual relief (Workers)	8.00 hours/year

Round up t

D. MONTHLY DIRECT COSTS

Supervision		55.79 Wages/month
Relief-Supervision		3.43 Wages/month
Client workers		55.79 Wages/month
Non-client Workers		0.00 Wages/month
Relief-Workers		3.43 Wages/month
Monthly Burdened Direct Labor Costs		131.13 per month
Standard chemical cost	6%	7.87 of burdened DL
Standard equipment cost	4%	5.25 of burdened DL
Monthly Chemical and Equipment Costs		13.11 per month
TOTAL MONTHLY DIRECT COSTS		\$144.25

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20%	\$28.85
*DBG Overhead Rate	0	\$0.00
*Shawnee Hills Overhead Rate	0	\$0.00
FULLY BURDENED COST		\$173.10

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10%	\$17.31
WVARF Fee Rate and Monthly Fee	0%	\$0.00

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY	\$190.41
ANNUALLY	\$2,284.87
Total Annual Square Foot Cost-Standard	\$1.32 per square foot

H. DELUX FLOOR CARE FEE

*Charge Per Square Foot		10.00 cents/sq foot
*Number of Floor Cleanings Per Year		2.00 cleanings/year
Total Deluxe Floor Care Charge		346.80
WVARF Fee	0.00%	0.00
TOTAL ANNUAL DELUXE FLOOR CARE FEE		346.80

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER		\$2,631.67
TOTAL MONTHLY BILLING AMOUNT		\$219.31
Total Annual Square Foot Cost-Delux		\$1.52 per square foot
April 1, 1997 - August 31, 1997	\$209.18	\$1,255.08
September 1, 1997 - March 30, 1998	\$219.31	\$1,315.86
Contract Year 5/1/97 - 4/30/98		\$2,570.94

J. CONTRACT

Vendor
Contract Period

WATCH
April 1, 1997 - March 31, 1998

WEST VIRGINIA ASSOCIATION OF REHABILITATION FACILITIES STANDARD JANITORIAL PRICE ESTIMATE

CUSTOMER: Air Quality Control

LOCATION:

Keyser

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
*	1.0	768	768
*	0.0	0	0
*	0.0	0	0
*	0.0	0	0
Number of days per week cleaned	5		
TOTAL ADJUSTED SQUARE FEET		768	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	\$5.15
*Wage Rate (Supervisor-Non-client)	\$5.15
*Wage Rate (Worker-Client)	\$5.15
*Wage Rate (Worker-Non-client)	\$5.15
*Wage Benefits	12%
*Other Benefits	0%

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	768 square feet
Cleaning hours per day	0.50 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	0.25 hours/day
*Time allocation-Client Workers (hours)	0.25 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	4.00 hours/year
Annual relief (Workers)	4.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision		27.90 Wages/month
Relief-Supervision		1.72 Wages/month
Client workers		27.90 Wages/month
Non-client Workers		0.00 Wages/month
Relief-Workers		1.72 Wages/month
Monthly Burdened Direct Labor Costs		65.57 per month
Standard chemical cost	6%	3.93 of burdened DL
Standard equipment cost	4%	2.62 of burdened DL
Monthly Chemical and Equipment Costs		6.56 per month
TOTAL MONTHLY DIRECT COSTS		\$72.12

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20%	\$14.42
*DBG Overhead Rate	0	\$0.00
*Shawnee Hills Overhead Rate	0	\$0.00
FULLY BURDENED COST		\$86.55

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	39%	\$33.80
WVARF Fee Rate and Monthly Fee	4%	\$4.81

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY		\$125.16
ANNUALLY		\$1,501.91
Total Annual Square Foot Cost-Standard		\$1.96 per square foot

H. DELUX FLOOR CARE FEE

*Charge Per Square Foot		10.00 cents/sq foot
*Number of Floor Cleanings Per Year		2.00 cleanings/year
Total Deluxe Floor Care Charge		153.60
WVARF Fee	4.00%	6.14
TOTAL ANNUAL DELUXE FLOOR CARE FEE		159.74

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER		\$1,661.65
TOTAL MONTHLY BILLING AMOUNT		\$138.47
Total Annual Square Foot Cost-Delux		\$2.16 per square foot
February 1, 1997 - August 31, 1997	\$131.81	\$922.67
September 1, 1997 - January 31, 1998	\$138.47	\$692.35
Contract Year 2/1/96 - 1/31/97		\$1,615.02

J. CONTRACT

Vendor: Developmental Center
 Contract Period: February 1, 1997 - January 31, 1998

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
 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	2,808.00	2,808.00
*	1.00	2,600.00	2,600.00
*	1.00	0.00	0.00
*	0.00	0.00	0.00
Number of days per week cleaned	5.00		
TOTAL ADJUSTED SQUARE FEET		5,408.00	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	\$5.75
*Wage Rate (Supervisor-Non-client)	\$5.75
*Wage Rate (Worker-Client)	\$5.15
*Wage Rate (Worker-Non-client)	\$5.15
*Wage Benefits	0.12
*Other Benefits	0.00

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	5,408.00 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	\$223.17 Wages/month
Non-client Workers	\$0.00 Wages/month
Relief-Workers	\$13.73 Wages/month
Monthly Burdened Direct Labor Costs	\$555.35 per month
Standard chemical cost	0% \$0.00 of burdened DL
Standard equipment cost	4% \$22.21 of burdened DL
Monthly Chemical and Equipment Costs	\$22.21 per month
TOTAL MONTHLY DIRECT COSTS	\$577.56

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20%	\$115.51
	0%	\$0.00
	0%	\$0.00
FULLY BURDENED COST		\$693.08

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10%	\$69.19
WVWARF Fee Rate and Monthly Fee	4%	\$30.49

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

PAPER PRODUCTS		\$0.00
MONTHLY		\$792.76
ANNUALLY		\$9,513.09
Total Annual Square Foot Cost-Standard		\$1.76 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
WVWARF Fee	4%	0.00
TOTAL ANNUAL DELUXE FLOOR CARE FEE		0.00

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER		\$9,513.09
TOTAL MONTHLY BILLING AMOUNT		\$792.76
Total Annual Square Foot Cost-Delux		\$1.76 per square foot

January 1, 1997 - August 31, 1997	\$763.93	\$6,111.44
September 1, 1997 - December 31, 1997	\$792.76	\$3,171.04

January 1, 1997 - December 31, 1997 **\$9,282.48**

J. CONTRACT

Vendor **SRW**
 Contract Period **January 1, 1997 - December 31, 1997**

Small Business Impact: **None, SRW has had contract.**

- Notes: 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

WVWARF 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: Dept. of Health
LOCATION: Charleston**

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
1. Offices	1.0	33,872	33,872
*	0.0	0	0
*	0.0	0	0
*	0.0	0	0
Number of days per week cleaned	5		
TOTAL ADJUSTED SQUARE FEET		33,872	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	\$5.15
*Wage Rate (Supervisor-Non-client)	\$5.15
*Wage Rate (Worker-Client)	\$5.15
*Wage Rate (Worker-Non-client)	\$5.15
*Wage Benefits	11.65%
*Other Fringe Benefits	

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	33,872.00 square feet
Cleaning hours per day	14.50 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	7.25 hours/day
*Time allocation-Client Workers (hours)	7.25 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	116.00 hours/year
Annual relief (Workers)	116.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision		\$808.98 Wages/month
Relief-Supervision		\$49.78 Wages/month
Client workers		\$808.98 Wages/month
Non-client Workers		\$0.00 Wages/month
Relief-Workers		\$49.78 Wages/month
Monthly Burdened Direct Labor Costs		\$1,901.44 per month
Standard chemical cost	6.00%	\$114.09 of burdened DL
Standard equipment cost	4.00%	\$76.06 of burdened DL
Monthly Chemical and Equipment Costs		\$190.14 per month
TOTAL MONTHLY DIRECT COSTS		\$2,091.58

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	10.00%	\$209.16
*DBG	7.50%	\$172.56
*Shawnee Hills	5.00%	\$115.04
FULLY BURDENED COST		\$2,588.33

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	5.07%	\$131.16
WVARF Fee Rate and Monthly Fee	4.00%	\$108.78

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY		\$2,828.27
ANNUALLY		\$33,939.30
Total Annual Square Foot Cost-Standard		\$1.00 per square foot

H. DELUX FLOOR CARE FEE

*Charge Per Square Foot		\$10.00 cents/sq foot
*Number of Floor Cleanings Per Year		\$0.00 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		\$33,939.30
TOTAL MONTHLY BILLING AMOUNT		\$2,828.27
Total Annual Square Foot Cost-Delux		\$1.00 per square foot

January 1, 1997 - August 31, 1997	\$2,677.83	\$21,422.64
September 1, 1997 - December 31, 1997	\$2,828.27	\$11,313.08
Contract Year 1/1/97 - 12/31/97		\$32,735.72

J. CONTRACT

Vendor Shawnee Hills
 Contract Period 1/1/97 - 12/31/97

Small Business Impact: None, work currently being done by Shawnee.

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: Tax & Revenue

LOCATION:

Clarksburg

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor	Square Feet	Adjusted Square Feet
	(.5 to 1.5)		
*	1.0	2,000	2,000
*	0.0	0	0
*	0.0	0	0
*	0.0	0	0
Number of days per week cleaned	5		
TOTAL ADJUSTED SQUARE FEET		2,000	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	\$5.15
*Wage Rate (Supervisor-Non-client)	\$5.15
*Wage Rate (Worker-Client)	\$5.15
*Wage Rate (Worker-Non-client)	\$5.15
*Wage Benefits	11.65%
*Other Benefits	0.00

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	2,000 square feet
Cleaning hours per day	1.00 hours/day
*Time allocation-Working Client Supervisor	0.00 hours/day
*Time allocation-Working Non-client Supervisor	0.50 hours/day
*Time allocation-Client Workers (hours)	0.50 hours/day
*Time allocation-Non-Client Workers (hours)	0.00 hours/day
Annual relief (Supervisor)	8.00 hours/year
Annual relief (Workers)	8.00 hours/year

D. MONTHLY DIRECT COSTS

Supervision		\$55.79 Wages/month
Relief-Supervision		\$3.43 Wages/month
Client workers		\$55.79 Wages/month
Non-client Workers		\$0.00 Wages/month
Relief-Workers		\$3.43 Wages/month
Monthly Burdened Direct Labor Costs		\$131.13 per month
Standard chemical cost	6.00%	\$7.87 of burdened DL
Standard equipment cost	4.00%	\$5.25 of burdened DL
Monthly Chemical and Equipment Costs		\$13.11 per month
TOTAL MONTHLY DIRECT COSTS		\$144.25

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	17.59%	\$25.37
	0.00	\$0.00
	0.00	\$0.00
FULLY BURDENED COST		\$169.62

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10.00%	\$16.96
WVARF Fee Rate and Monthly Fee	4.00%	\$7.46

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY	\$194.05
ANNUALLY	\$2,328.54
Total Annual Square Foot Cost-Standard	\$1.16 per square foot

H. DELUXE FLOOR CARE FEE

*Charge Per Square Foot		10.0 cents/sq foot
*Number of Floor Cleanings Per Year		2 cleanings/year
Total Deluxe Floor Care Charge		\$400.00
WVARF Fee	4.00%	\$16.00
TOTAL ANNUAL DELUXE FLOOR CARE FEE		\$416.00

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER		\$2,744.54
TOTAL MONTHLY BILLING AMOUNT		\$228.71
Total Annual Square Foot Cost-Deluxe		\$1.37 per square foot
	Monthly	
February 1, 1997 - August 31, 1997	\$218.39	\$1,747.12
September 1, 1997 - January 31, 1998	\$228.71	\$914.84
Contract Year 2/1/97 - 1/31/98		\$2,661.96

J. CONTRACT

Vendor: ARC of Harrison County
 Contract Period: February 1, 1997 - January 31, 1998

Small Business Impact: None, ARC has 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: Tax & Revenue

LOCATION:

Martinsburg

A. BUILDING DESCRIPTION

Area Description	Difficulty Factor (.5 to 1.5)	Square Feet	Adjusted Square Feet
*	1.0	1,800	1,800
*	0.0	0	0
*	0.0	0	0
*	0.0	0	0
Number of days per week cleaned	5		
TOTAL ADJUSTED SQUARE FEET		1,800	

B. STAFFING DATA

*Wage Rate (Supervisor-Client)	\$5.50
*Wage Rate (Supervisor-Non-client)	\$5.50
*Wage Rate (Worker-Client)	\$4.75
*Wage Rate (Worker-Non-client)	\$4.75
*Wage Benefits	11.65%
*Other Benefits	0.00

C. DAILY STAFFING PLAN

Total Adjusted Square Feet	1,800 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		\$77.19 Wages/month
Non-client Workers		\$0.00 Wages/month
Relief-Workers		\$4.75 Wages/month
Monthly Burdened Direct Labor Costs		\$195.87 per month
Standard chemical cost	6.00%	\$11.75 of burdened DL
Standard equipment cost	4.00%	\$7.83 of burdened DL
Monthly Chemical and Equipment Costs		\$19.59 per month
TOTAL MONTHLY DIRECT COSTS		\$215.45

E. OVERHEAD RATES AND FEES

*Janitorial Work Unit Overhead Rate	20.00%	\$43.09
*DBG Overhead Rate	0.00	\$0.00
*Shawnee Hills Overhead Rate	0.00	\$0.00
FULLY BURDENED COST		\$258.54

F. MONTHLY PROFIT AND FEES

*Profit Rate and Monthly Profit	10.00%	\$25.85
WVARF Fee Rate and Monthly Fee	4.00%	\$11.38

G. TOTAL STANDARD SERVICE CHARGE TO CUSTOMER

MONTHLY	\$295.78
ANNUALLY	\$3,549.31
Total Annual Square Foot Cost-Standard	\$1.97 per square foot

H. DELUXE FLOOR CARE FEE

*Charge Per Square Foot	17.0 cents/sq foot
*Number of Floor Cleanings Per Year	2 cleanings/year
Total Deluxe Floor Care Charge	\$612.00
WVARF Fee	4.00% \$24.48
TOTAL ANNUAL DELUXE FLOOR CARE FEE	\$636.48

I. PRICE OF CONTRACT

TOTAL ANNUAL CHARGE TO CUSTOMER	\$4,185.79
TOTAL MONTHLY BILLING AMOUNT	\$348.82
Total Annual Square Foot Cost-Deluxe	\$2.33 per square foot

J. CONTRACT

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

Small Business Impact: None, EPTC 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

Supersedes edition of 01Dec76r, stocks of which will be salvaged.

TRAINING EVALUATION REPORT

DATE OF REPORT

11/13/96

TITLE & ADDRESS OF EMPLOYEE ATTENDING

CONFERENCE/TRAINING ATTENDED

John L. Parker, Program Specialist
Community Support Systems, P&P Bldg.

Eighth Annual American Rehabilitation
Association - State Use Conference

LOCATION

DATES

SPONSOR

Tampa FL

November 10-12, 1996

WVDRS Staff Development

Your responses to the following questions will help the Staff Development Unit evaluate this training and will provide an opportunity to incorporate your suggestions and ideas into consideration of future training for agency staff.

	LOW	(Circle)	HIGH		LOW	(Circle)	HIGH			
QUALITY OF MATERIAL PRESENTED.....	1	2	3	(4)	5	1	2	3	4	(5)
RELEVANCY OF INSTRUCTION TO YOUR NEEDS.....										

WHAT DO YOU FEEL SHOULD BE ADDED?

WHAT DO YOU FEEL SHOULD BE DELETED?

	LOW	(Circle)	HIGH		LOW	(Circle)	HIGH			
OVERALL ORGANIZATION & FORMAT.....	1	2	3	(4)	5	1	2	(3)	4	5
QUALITY OF AUDIO-VISUAL AIDS.....										
OVERALL QUALITY OF INSTRUCTORS.....	1	2	3	(4)	5	1	2	3	4	(5)
LEVEL OF YOUR PARTICIPATION & INVOLVEMENT.....										
QUALITY OF FACILITY (SIZE, COMFORT, ACOUSTICS, ETC.).....						1	2	3	(4)	5

TYPE below a summary of the significant areas of learning from this training and how you will use this instruction in your work. Include in the summary any suggestions you might have for improvement of the training. Use additional attached sheets as necessary.

Annual State Use conferences are my only opportunity to meet with my colleagues from other states' programs and to network with them. The states with strong State Use programs- Texas, New York, Pennsylvania, Ohio, Maryland, Florida, W.Va, Oklahoma, New Jersey, Oregon, Georgia, Tennessee, and Indiana- are continuing to move in a positive direction and are continuing to increase their sales to their respective states. As a group at least those states with six or seven years of history seem least inclined to forcefully implement their programs as a mandatory or legally required purchase preference. On balance though nearly all of the most successful programs indicate that their states would not have a successful program if not for legal mandates at least initially.

At this year's conference, I was able to gather additional information on cost-benefit-ratios. Florida has completed a program evaluation which while not as empirically rigorous as it might have been, nevertheless indicates that it saved their state over one million dollars per year based on a reduction in the number of persons receiving support services and payments related to their disability.

Given that there are no state revenues used in the operation of Florida's program, there are no offsetting costs to this savings. In addition an excellent model for measuring cost-benefit-ratios was presented by the CEO of Texas Industries for the Blind and Handicapped. This model was developed by an Economist and would be easily replicable in other states.

Some overall features of the collective impact of State Use programs are included for the readers information. There is over 217 million dollars reported in sales from the 17 programs participating in the survey. Over 21,000 workers with disabilities are employed by these programs. They were paid over \$30,000,000. in 1996. This statistic in particular is very understated because only 10 of the 17 organizations submitted client wage informatio.

To conclude this report, I thought it might be useful to report on some issues related to the relationship between the American Rehabilitation Association and the State Associations of

Rehabilitation Facilities, and the State Use division which is very closely related to the state ARFs but not exactly identical to it. It is highly likely that the state ARFs will break away from ARA if not completely, then for the most part which could occur late next year or early the following year. This situation is created mostly by the perception of the Vocational provider segment of ARA that ARA caters to the medical facilities to the exclusion of the vocational facilities. This is intensified by the strong conviction of the state ARFs and State Use members that they have long been unwanted step-children of ARA. There are strong leanings toward some kind of affiliation with the NISH organization coupled with interest in developing some nominal representation that might take on the appearance of a vocational NARF. In any event the staff of WVARF will take a keener interest in this than will our agency. In any event the state ARFs and State Use providers will meet quarterly in CY 1997 to chart their course of action.

I would like to thank the agency for affording me the opportunity to attend this very valuable conference.

JOHN PARKER--TRAINING EVALUATION REPORT FOR TAMPA FL
NOVEMBER 10-12, 1996

Executive Summary

The Study

Between February and April 1994, the Oregon Rehabilitation Association, under the supervision of Carla Orcutt, Ph.D., conducted a survey of approximately 7.5% of the workers with disabilities involved in work procured under Oregon's Products of Disabled Individuals Law (ORS 279.015 & 279.835 -.855). 150 individuals were randomly selected from three contract areas: Commodities, Custodial Services, and Other Services. The number selected from each contract area was determined by the percentage it represented of the total contract volume for calendar year 1993. Individual wage information was based upon December 1993. Qualified Rehabilitation Facilities were selected proportionately from each of five regions of the state (Tri-County, Mid-Willamette Valley, Southern, Eastern/Central, and Coastal).

Of the 150 surveys, 84% were completed and returned, resulting in a base of 126 responses.

The Results

- ◆ 33% of those involved were able to get off of all public supports (i.e., They now receive no public training money, welfare, food stamps, etc.)
- ◆ In all, public supports were reduced by more than \$4 million annually.
- ◆ 7% were homeless prior to this employment opportunity.
- ◆ Prior to this program, 72% were unemployed, over half for more than 1 year.
- ◆ State and Federal tax payments of these workers now exceeds \$1 million annually.
- ◆ 456 Workers achieved unsubsidized employment in '93. If they had been placed with Oregon VRD funds, the cost would exceed \$1.5 million.

For every dollar spent by Oregon's public agencies in the purchase of goods and services from QRFs, more than \$.35 returns in the form of increased taxes and reduced public supports.