



Ability Indiana

Annual Report

July 2015 to June 2016

"In the middle of difficulty lies opportunity."

Albert Einstein

Welcome

Dear Friends and Supporters of Ability Indiana,

2016 marked our 40th year of service and introduced an exciting new era for Ability Indiana! It was truly an extraordinary year in which we enthusiastically launched a new brand for the company, created and maintained better jobs for people with disabilities and embarked on new initiatives with cities, towns and counties throughout Indiana.

As part of these efforts, we focused on developing strong relationships throughout Indiana to bring increased awareness to people with disabilities in our workforce and how we can work together to maintain the jobs we have and earn new employment opportunities. This focus was guided by our ambitious endeavor to begin recognizing communities who are “An Ability City”. This component of Ability Indiana’s rebranding recognizes municipalities dedication to realizing the important contributions people with disabilities make to their communities and the dedication of their local service providers.

2016 results included an increase in individuals with disabilities working in the Ability Indiana program and earning more per hour than last year. We are committed to ensuring that our solutions continue to move people into meaningful employment.

As we prepare to aim higher, we remain committed to working together for people with disabilities, community rehabilitation programs, and our state customers. We also would like to thank all of our supporters for their numerous contributions who have assisted us in remaining faithful to our mission and look forward to the future with confidence.

Steve C. Cook,

President/CEO, Ability Indiana

James M. Hammond III,

Indiana State Use Committee Chair



About the Program

How It Works

Ability Indiana, formally titled “Purchases From Qualified Nonprofit Agencies for Persons With Severe Disabilities” is codified under IC 16-32-2. The law outlines the role of Ability Indiana, and helps state agencies purchase goods and services. The law also allows other Indiana governments (cities, counties, etc.) to take advantage of the program.

The Law and State Government

State agencies are required to purchase supplies and services from a qualified Ability Indiana vendor without advertising or solicitation. If an Ability Indiana provider cannot meet the specifications or provide the supply or service at fair market price, the state agency may then put the solicitation out for bid.

If the state agency issues a solicitation for a consolidated purchase containing items that are produced by a qualified Ability Indiana provider, the agency must either require the vendor to purchase these items through Ability Indiana or establish scoring standards that ensure that the products will be used.

The complete statute is available for review on the [Indiana State Website](#).

The Law and Local Government

Under the statute, local governmental entities may bypass regular procurement practices and purchase through the Ability Indiana program without the full bidding process.



Report of Progress

2016 was an era of remarkable growth and opportunity for Ability Indiana marking just a handful of times in the life of the program where sales exceeded \$10 Million. With great fanfare service sales totaled over \$6.8 Million and product sales tipped the scales above \$3.4 Million.

Ability Indiana is strong and is growing even stronger! **With an average of 360 individuals with disabilities employed each month, annual wages total \$1,829,745. More importantly, the hourly average wage reached was \$7.87 for services and contracts.**

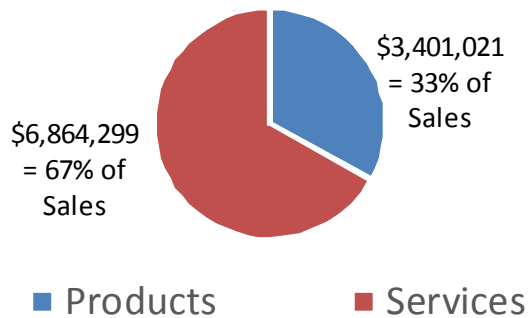
We also saw great movement with the arrival of our rebranding efforts “Ability Indiana, Solutions at Work”. We redoubled our efforts to educate elected officials at the highest level about the great opportunities offered through Ability Indiana for people regardless of where they start in life or where they want to start in life.

The brand is directed toward Hoosiers who care about people with disabilities and who have influence over purchasing decisions. Moreover, Ability Indiana focused on being the solutions provider, offering goods and services to the public and private sector, that helps employ Hoosiers with disabilities who make and provide high quality goods and services. Ability Indiana’s largest vendor, the Indiana Department of Transportation (INDOT), continues to be a strong supporter of individuals with disabilities. In 2016 INDOT contracted with Ability Indiana for \$4,695,733 of business, primarily focused on maintaining Indiana rest areas. This allows Indiana to be well represented and give an inviting area for visitors traveling through Indiana.



Program Results

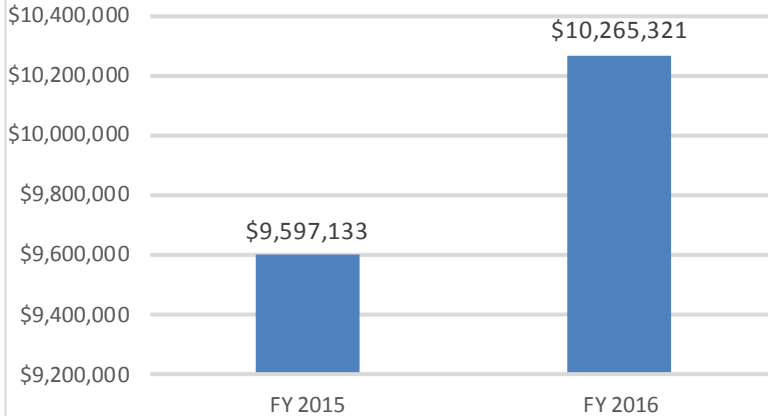
2016 Ability Indiana Member Sales
July 2015 - June 2016



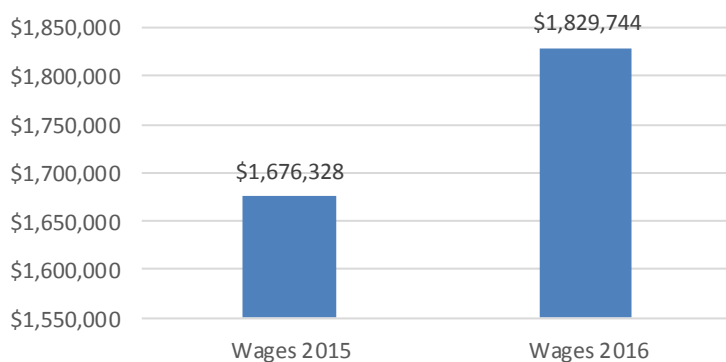
Value added by Ability Indiana

- Fair market analysis
- Fair market values
- Efficiencies
- Contract management
- Contract renewal
- Assistance in inspections
- Improve performance in contracts
- Customer service tracking
- Customer service resolutions

Ability Indiana Sales Revenue 2015 - 2016



Ability Indiana Member Paid Wages to
Individuals



Success Stories

Bobby Plummer

Bobby Plummer is a Janitorial Associate at the Lanesville Welcome Center on Interstate 64. Mr. Plummer works Monday through Friday with INDOT Site Manager, Janet Harrell. Mr. Plummer's job duties include cleaning the restrooms and the lobby area, lawn care, and making sure site visitors are greeted with a clean and friendly facility.

When asked, "What do you like about working at the welcome center"? He confidently answered, "Cleaning the restrooms and working outside". Janice Plummer, his mother reports, "the Ability Indiana contract is of great importance, as it provides Bobby the opportunity to make a difference in his community and gives him a job with real purpose".



Chris Dunlavy

"Ability Indiana is a valuable tool in fulfilling our mission of creating opportunities for people who are blind or visually impaired," said Lou Money maker, President/CEO of Bosma Enterprises. "With a 70% unemployment rate among people with vision loss, these partnerships are imperative to make our community more inclusive for everyone."

Chris Dunlavy was terrified when he heard the news that he would lose his eyesight. He wondered how would he provide for his wife and two children? He was an attorney and he couldn't fathom how he could continue to work. All of that changed when he heard about Bosma Enterprises. "After seeing so many successful people at Bosma, I realized I can do this."

Chris went through Bosma Enterprises' Rehabilitation Center.

The comprehensive programs taught him how to live life without eyesight. He learned how to navigate the world using tools like the white cane. He learned how technology can open doors he never thought possible. "I reclaimed my confidence and independence. I soon realized that I can do anything I want, I just have to do it differently."



He now is the education and outreach coordinator at Bosma Enterprises. In this role, he works with companies and community leaders to advocate for people who are blind and change minds about their abilities to work and live life independently.



Committee Members

James M. Hammond III
Chair

Greg Jinks
Vice-Chair
Division of Disability and Rehabilitative Services

Julia Anderson
Executive Secretary
Division of Disability and Rehabilitative Services

Christine Dahlberg
Indiana Governor's Council for People with Disabilities

Joseph Fistrovich
Indiana State Department of Health

Leone Carruthers
Division of Mental Health and Addiction

Leila Sublett - July 2015 to February 2016
Megan Lawson - March 2016 to July 2016
Indiana Department of Administration

Kenneth Cross - July 2015 to December 2015
William Coleman - January 2016 to June 2016
Member-At-Large

Dave Moore
Member-At-Large



Employment Centers

Abilities Services, Inc.

ADEC, Inc.

The Arc of LaGrange County

The Arc of Northwest Indiana

AWRC Industries (Postmasters, Highway Safety Specialists)

Blue River Services, Inc.

Bona Vista Industries

Bosma Enterprises

Carey Services, Inc.

CDC Resources, Inc.

Child Adult Resource Services, Inc.

Easterseals Crossroads

Easterseals Industrial Services

Easter Seals Arc of Northeast Indiana, Inc.

Evansville Association for the Blind

First Chance Center

Four Rivers Resource Services

Goodwill Industries of Central Indiana, Inc.

Hillcroft Services, Inc.

Hopewell Center, Inc.

Logan Community Resources, Inc.

Michiana Resources, Inc.

New Horizons Rehabilitation

Noble of Indiana

Opportunity Enterprises

Passages, Inc.

Pathfinder Services, Inc.

Putnam County Comprehensive Services

Rauch, Inc.

Red Oak Industries, Inc.

Southern IN Resource Solutions, Inc.

Stone Belt Arc, Inc.

TradeWinds Services, Inc.

Wabash Center, Inc.



Customers

Thank you to our many valued customers. Because of you, we can celebrate another successful year of creating employment and training opportunities for people with disabilities!

Evansville Psychiatric Children's Center

Evansville State Hospital

Hendricks County Highway Department

Indiana Board of Animal Health

Indiana Board of Law Enforcement Training

Indiana Bureau of Motor Vehicles

Indiana Archives and Records Administration

Indiana Department of Administration

Indiana Department of Child Services

Indiana Department of Corrections

Indiana Department of Environmental Management

Indiana Department of Financial Institutions

Indiana Department of Homeland Security

Indiana Department of Labor

Indiana Department of Natural Resources

Indiana Department of Revenue

Indiana Department of Transportation

Indiana Department of Workforce Development

Indiana Horse Racing Commission

Indiana Family & Social Services Administration

Indiana National Guard

Indiana Office of the Lieutenant Governor

Indiana School for the Blind

Indiana School for the Deaf

Indiana State Department of Health

Indiana State Library

Indiana State Museum

Indiana State Police

Indiana Veterans' Home

Indiana War Memorial

Integrated Public Safety Commission

Jefferson County Highway Department

Larue Carter State Hospital

Logansport State Hospital

Madison Educational Special Services Unit

Madison State Hospital

PEN - Correctional Industries

Richmond State Hospital

Seymour Police Department

State Department of Toxicology

Vanderburgh Co. Health Dept.





To access our catalog of products and services, please visit:

<http://www.abilityin.org/>

Or contact us at:

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Nick Rhoad, Director

Wes Bickers, Account Executive

Asher Weaver, Account Executive

Pat Huxley, Administrative Support