



Ability Indiana
www.abilityin.org



**ANNUAL
REPORT
2018**



CONTENTS

- 1 – Message From President/CEO and Committee Chair
- 2 – Mission
- 3 – Staff & Committee Members
- 4 – Certified Ability Indiana Organizations
- 5 – Products & Services
- 6 – Customers
- 7 – Fiscal Year at a Glance
- 8 – Impact Story – Bosma Enterprises
- 9 – Partnerships that Make an Impact



Dear Friends and Supporters of Ability Indiana,

2018 marked the 42nd year of the State Use preferential purchasing program coordinated by Ability Indiana. The mission of the Ability Indiana Program remains to assist individuals with disabilities attain employment. Partnering with State and municipal governmental agencies through the Ability Indiana Program continues to create work opportunities through sales of products and services to these governmental agencies.

Ability Indiana is pleased to have 31 certified organizations that provide products and services to our partners in State and municipal governments. With over 13 million dollars in program sales in 2018, certified Ability Indiana organizations continue to grow and expand the opportunities for persons with disabilities to experience employment in a supportive environment throughout many Indiana communities.

As we reflect on Ability Indiana for 2018, we understand the success of the Program is not really measured in product and service sales, but rather the achievement of the individual workers who had the opportunity for employment. Please join us in celebrating the success of the many people with disabilities who individually and collectively represent a successful 2018 for the Ability Indiana Program.

Steven C. Cook, President/CEO

James M. Hammond III, Committee Chair

Mission

Ability Indiana, Indiana's State Use Program, is a purchasing program that encourages the State and municipalities to purchase products and services from Certified Ability Indiana Organizations without competitive bidding. As part of its ongoing mission to promote the employment of persons with disabilities, Ability Indiana, Inc. is the Central Coordinating Agency for the program.

Program Benefits



People with Disabilities will benefit from the creation of quality jobs, greater independence, and the pride of productive, meaningful work. All Ability Indiana Program partners use these jobs as opportunities to provide training in the skills needed for competitive employment.



Government Procurement Personnel benefit by bypassing the normal bidding process and establishing a contract directly with the qualified Certified Ability Indiana Organizations.



Indiana Taxpayers benefit from reduced need for government entitlements and increases in tax revenue as Ability Indiana Program workers become tax paying citizens. A recent study by the State Use Programs Association (SUPRA) determined that states receive an annual savings of over \$2,300 per worker employed through Ability Indiana.

Ability Indiana Staff

Steve Cook, President/CEO

Barb Young, Vice President/CFO

Katy Stafford-Cunningham, Executive Vice President of Public Policy,
Technical Assistance and External Operations

Wes Bickers, Account Executive

Asher Weaver, Account Executive

Heather Newman, Communications & Marketing Coordinator

Mindy Duddy, Administrative Assistant/Program Support

steve@inarf.org

barb@inarf.org

katy@inarf.org

wes@inarf.org

asher@inarf.org

heather@inarf.org

mindy@inarf.org



Pictured L to R: Barb Young, Steve Cook, Mindy Duddy, Asher Weaver,
Katy Stafford-Cunningham, Heather Newman and Wes Bickers.

Ability Indiana Committee

Chair: James M. Hammond III

Vice Chair: Greg Jinks, Division of Disability and Rehabilitative Services (DDRS)

Executive Secretary: Ladonna Isikalu, Family and Social Services Administration (FSSA)

Member at Large: William Coleman, Jr.

Member at Large: Dave Moore

Committee Members:

Aaron Atwell, Indiana State Department of Health

Christine Dahlberg, Governor's Council for People with Disabilities

Leone Hubbard, Division of Mental Health & Addiction

Megan Lawson, Indiana Department of Administration

Certified Ability Indiana Organizations

Abilities Services, Inc. - *Crawfordsville*
ADEC, Inc. - *Bristol*
Anthony Wayne Rehabilitation Center - *Fort Wayne / Indianapolis*
(dba: Highway Safety Specialists and/or Post Masters)
Arc Opportunities, Inc. - *Howe*
(dba: The Arc of LaGrange County)
Blue River Services, Inc. - *Corydon*
Bona Vista Programs, Inc. - *Kokomo*
Bosma Enterprises - *Indianapolis*
Carey Services, Inc. - *Marion*
CDC Resources, Inc. - *Monticello*
Child Adult Resource Services, Inc. - *Rockville*
Easterseals Arc of Northeast Indiana - *Fort Wayne*
Easterseals Crossroads - *Indianapolis*
Evansville Association for the Blind - *Evansville*
First Chance Center - *Paoli*
Four Rivers Resource Services - *Linton*
Goodwill of Central & Southern Indiana - *Indianapolis*
Hillcroft Services, Inc. - *Muncie*
New Horizons Rehabilitation - *Batesville*
Noble - *Indianapolis*
Opportunity Enterprises, Inc. - *Valparaiso*
Paladin, Inc. - *Michigan City*
Passages, Inc. - *Columbia City*
Pathfinder Services, Inc. - *Huntington*
Putnam County Comprehensive Services - *Greencastle*
Rauch, Inc. - *New Albany*
Red Oak Industries - *Columbus*
Southern IN Resource Solutions, Inc. - *Boonville*
Stone Belt Arc, Inc. - *Bloomington*
TradeWinds Services, Inc. - *Merrillville*
Wabash Center, Inc. - *Lafayette*

Products

3-Ring Binders
Belts
Brushes
Brooms
Corrugated Boxes
Cutlery
Disposable Gloves
Drink Mix
Drug Testing Kits
Gear Bags
Highway Safety Products
INDOT T-Shirts
Laundry Bags
Leather Products
Mops
Red Danger Flags
Reflective Bands
Safety Vests
Signs
Squeegees
Stocking Caps
Towels
Trash Can Liners
Washcloths
Work Gloves

Services

Document Scanning
Janitorial/Cleaning
Mailing/Pre-Sorting
Screen Printing
Shredding/Document Destruction



Visit www.abilityin.org to see a complete list of products and services available.



Thank You to Our 2018 Customers

City of Indianapolis
Evansville Psychiatric Children's Center
Indiana Archives & Records Administration
Indiana Board of Law Enforcement Training
Indiana Bureau of Motor Vehicles
Indiana Commission of Civil Rights
Indiana Commission of State Racing
Indiana Criminal Justice Institute
Indiana Department of Administration
Indiana Department of Child Services
Indiana Department of Corrections
Indiana Department of Environmental Management
Indiana Department of Health
Indiana Department of Homeland Security
Indiana Department of Natural Resources
Indiana Department of Revenue
Indiana Department of Transportation
Indiana Department of Workforce Development
Indiana Family and Social Services Administration

- Indiana Division of Family Resources
- Indiana Division of Mental Health and Addictions - State Hospitals

Indiana Finance Authority
Indiana Office of Utility Consumer Counselor
Indiana School for the Blind & Visually Impaired
Indiana School for the Deaf
Indiana State Department of Health
Indiana State Department of Toxicology
Indiana State Museum and Historic Site Corp.
Indiana State Police
Indiana Veterans' Home
Indiana War Memorials Commission
Madison Educational Special Services Unit
PEN Industries

- PEN - Branchville Training Center
- PEN - Central Office

Seymour Police Department
Town of Bunker Hill
Wells County Sheriff

2018 Fiscal Year at a Glance

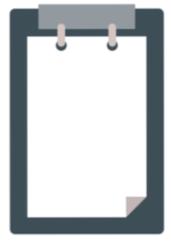
Employment

295 Average individuals per month working on approved Program Services and Products as reported by Certified Ability Indiana Organizations



Contracts

86 Active Contracts



Products

TOP 3 PRODUCTS

1. Trash Can Liners
2. Corrugated Boxes
3. Disposable Gloves

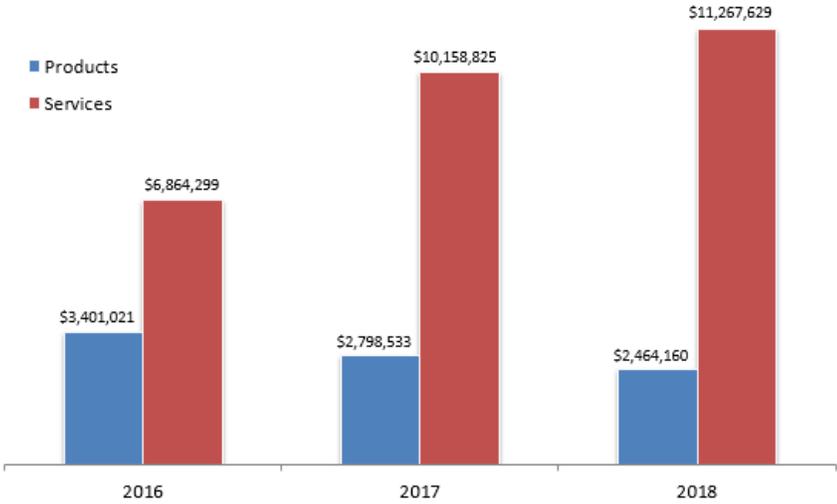


Services

TOP 3 SERVICES

1. Janitorial
2. Mailing/Print Services
3. Shredding

Ability Indiana Sales 2016-2018 Products and Services



Comparison of product and service sales for the last 3 years for all Certified Ability Indiana Organizations.

Hours & Wages

\$1,748,236

Wages Earned by All Employees with Disabilities

184,768

Yearly Hours Worked by All Employees with Disabilities

\$9.46

Average Wage Earned

\$10.34

Average Product Wage Earned

\$9.42

Average Service Wage Earned

Bosma Enterprises

When Joe's parents learned he could be blind by his 18th birthday, they were devastated. They wondered how he would ever live an independent life without his sight.

Joe James was only 15 years old when he was diagnosed with the degenerative eye disease Retinitis Pigmentosa. He was told he could lose all of his vision by the time he turned 18. His parents, Gil and Jeanne, were devastated. They were concerned about Joe's future and they wondered if he would ever be able to live independently. They felt as though all their hopes and dreams for their son had disappeared. How was he going to live without his sight? So much was unknown.



When the family began searching for resources, they found Bosma Enterprises. Joe and his parents toured Bosma and learned about the rehabilitation programs that they offer. Gil and Jeanne began to have hope for their son's future. Shortly after, Joe became a client and began to relearn how to live his life. He learned to read Braille, use a screen magnifier on his computer and label food so he was able to prepare his own meals again.

Joe's life changed when he found Bosma. He realized that "just because someone is blind or visually impaired, it doesn't mean their life completely stops."



Someone who is blind can still do all the same things someone with sight does; the only difference is how they do it. Joe and his parents were pleasantly surprised to learn that people who are blind can work and be independent. Thanks to the training he received at Bosma, Joe found a job and has never been happier. Joe is now working in Bosma Enterprises' production lines including Bosma products in the Ability Indiana Program.

Partnerships that Make an Impact

Ability Indiana has been fortunate enough to have allies and friends across state government since its inception. Brian Shattuck has worked with the Indiana Department of Transportation (INDOT) for nearly twelve years. Since his onboarding, Brian has proven to be a crucial ally. His work with Ability Indiana on many opportunities with INDOT, especially the Rest Area Contracts for janitorial services held by Certified Ability Indiana Organizations, has been unparalleled.

As much as Ability Indiana has respected the work Brian has done, the feeling seems to be mutual as outlined by his comments regarding the program:

“Over the 10 years in my role at the State of Indiana I worked with Ability Indiana on various services. Ability Indiana was always outstanding from their management team to front line work. Ability Indiana approached projects as a partner and understood the factors for successful outcomes. This approach always produced solid results!”

Becky Lane has been with INDOT for nearly two decades and during her tenure as a Purchasing Agent, she has not only helped to ensure the Vincennes District Office of INDOT follows the State Use Purchasing law, but also sees the value that is added through the program. Ability Indiana has truly appreciated her support. Her thoughts below show why our program not only is a great social enterprise, but it is also a good business.

“I have worked in Procurement for almost 20 years and have dealt with many Certified Ability Indiana Organizations during that time. I have found them to be one of the most organized, efficient and friendly vendors I have the opportunity to work with. When I place an order, I get an order confirmation before the day is over. If there is a question, they contact me and get the problem correct before it is shipped, eliminating headaches and confusion processing payment. I appreciate their courtesy and friendliness. A little kindness goes a long way and helps to make everyone’s day better.”

Although Brian recently has moved on to a different position within INDOT, the work he has done and the past support he has given Ability Indiana have been very impactful.

ANNUAL REPORT 2018



Connect With Us!

(317) 634-4957 | abilityindiana@inarf.org

