



# 2019 Ability Indiana Annual Report

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Working to provide sustainable, fulfilling employment to Hoosiers with disabilities.

# Content Table



|  |     |
|--|-----|
| Message from the President/CEO and Committee Chair | 1   |
| Staff & Committee Members                          | 2   |
| Certified Ability Indiana Organizations            | 3   |
| Creative Supports                                  | 4-5 |
| Making an Impact Across the State                  | 6   |
| Fiscal Year at a Glance                            | 7   |
| Products and Services                              | 8   |
| Customers  | 9   |

## **Ability Indiana Mission:**

The Ability Indiana Committee, through the Central Coordinating Agency, creates a partnership among the public and private sectors to enhance employment and training opportunities for Indiana's citizens with disabilities. This coordinated effort provides an opportunity for individuals to achieve greater self-worth and esteem, improved economic independence and social inclusion, while the state realizes a savings through its investment in its citizenry.



Dear Friends and Supporters of Ability Indiana,

During FY 2019 the State Use preferential purchasing program coordinated by Ability Indiana continued its mission to assist individuals with disabilities attain employment. Partnering with State and municipal government agencies through the Ability Indiana Program, individuals with disabilities participated in a wide variety of employment experiences. Individuals had the opportunity to produce products including gloves, safety vests and trashcan liners. Additionally, Ability Indiana organizations employed individuals to provide janitorial maintenance services for the 30 rest areas throughout the State, janitorial services in a variety of State office locations and one organization continued to employ individuals to provide print and mail services for over 90 State agencies.

For the 32 Certified Ability Indiana Organizations it is “all about the employment of persons with disabilities,” because work is a fundamental element of achieving personal growth and independence that individuals with disabilities seek in spite of the challenges they face due to their disabilities.

The Ability Indiana Program is supported in its work by the State Use Committee with members from many State agencies. The State Use Committee continues to actively monitor contracts between Certified Ability Indiana Organizations and State agencies and the employment of persons with disabilities through the State Use preferential purchasing program. This partnership continues to be important to the success of the Ability Indiana Program.

With over 13 million dollars in program sales in FY 2019, Certified Ability Indiana Organizations provided employment opportunities for over 300 individuals with disabilities and continued the valuable work of the State Use Program for the 43<sup>rd</sup> year.

Steven C. Cook, President/CEO

James M. Hammond III, Committee Chair

# Ability Indiana Staff

Steve Cook, President/CEO

Barb Young, Vice President/CFO

Katy Stafford-Cunningham, Executive Vice President/COO

Wes Bickers, Account Executive

Asher Weaver, Account Executive

Heather Newman, Communications & Marketing Coordinator

Mindy Duddy, Accounting Coordinator



# 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:**

Christine Dahlberg, Governor's Council for People with Disabilities

Leone Hubbard, Division of Mental Health & Addiction (DMHA)

Megan Lawson, Indiana Department of Administration (IDOA)

Open - Representative from Indiana State Department of Health (ISDH)

Abilities Services, Inc. - Crawfordsville

ADEC, Inc. - Bristol

Anthony Wayne Rehabilitation Center - Fort Wayne / Indianapolis

(dba: Blue Octopus Printing; Highway Safety Specialists; & 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

Green Abilities - Schererville

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

# Be Creative in Your Support



Green Abilities, Inc.  
Granite Materials



## How can you help support our Certified Ability Indiana Organizations?

- Are you exhibiting or needing custom marketing materials? Let Pathfinder Services, Inc. create your products. With customized T-shirts, baseball caps and mugs they will be sure to make your business stand out!
- Does your company have a new vehicle that needs a wrap or your logo placed on the car? TradeWinds Services, Inc. does custom vehicle signage and wraps to ensure everywhere you go, the public knows who you are and what you do.
- Are you looking to send out annual reports, announcements or holiday cards? Blue Octopus Printing has state of the art equipment that will make anything you send look amazing! With a mail facility on site, they will also take care of the mailing.
- Do you want matching shirts for your next company-wide event? Blue River Services, Inc. creates custom screen printing to ensure everyone looks awesome!
- Is your office having a party or do you need janitorial items for office clean up? Evansville Association for the Blind will provide all the disposable cutlery you need. When it is time for cleanup, they also provide mops and brooms.

As a certified recycler of granite and stone, Green Abilities, Inc. manufactures split stone veneer tile, pallet boards, landscaping pavers, decorative home goods, jewelry and many unique craft wares. Products are available at their retail store in Schererville and are offered through the Ability Indiana Program.

The Certified Recycled Granite Artisan program teaches people with varying abilities how to work with granite remnants that were headed for landfills. Once trained in an apprentice program, the artisans are able to perform various jobs including stone identification, color separation, sorting, packaging, splitting and stamping.

For more information about Green Abilities and products, visit: [www.greenabilities.org](http://www.greenabilities.org).



Noble  
Janitorial Services



Goodwill of Central & Southern Indiana  
Building and Grounds Services



Noble, through its Employment and Workforce Services, offers professional, quality custodial and janitorial services to clients throughout central Indiana. Noble has worked on multiple state contracts for a number of years including the Indiana State Library, the Department of Administration Logistic Center, as well as Indiana State Police locations. Noble has also excelled with private partnerships. Noble works with large Indiana corporations such as Eli Lilly, which employ hundreds of individuals with disabilities.

For more information about Noble Employment and Workforce Services (N.E.W.S) programs:  
[www.mynoblelife.org/services/employment/community-employment/](http://www.mynoblelife.org/services/employment/community-employment/)



Goodwill of Central and Southern Indiana offers grounds maintenance and lawn care, among many other services. Goodwill has been doing lawn care for over two decades across the state. They have their Indiana Applicators' License in categories 3a, 3b, 5, 6, and 7a, their Commercial Pesticide Business License, and their Department of Natural Resources Nursery Dealers' License. Goodwill currently has lawn care contracts with a number of private industries, as well as state and local government agencies including the Indiana Department of Transportation. The Goodwill team is ready and willing to serve any of your outdoor and indoor needs.

For more information, visit:  
<https://goodwillbusiness.org/services/grounds/>

# Making an Impact Across the State One Meeting at a Time

Approximately one year ago, Ability Indiana with input from our Board of Directors and our Certified Ability Indiana Organizations, decided that the Ability Indiana Program needed to re-establish its focus of educating state agencies about the Program. This project was a chance for the Ability Indiana staff to meet new faces, reconnect with old customers, introduce and reeducate individuals about the Ability Indiana Program and the impact these purchases have on the lives of Hoosiers with disabilities.

This project could not have begun, nor could it have been successful without the tremendous support shown by Lieutenant Governor Suzanne Crouch. Lt. Governor Crouch sent a personalized letter to all of the state agencies asking for their support of the Ability Indiana Program. Lt. Governor Crouch understands the importance of the Ability Indiana Program, stating “throughout the State I have seen the positive impact the Program has had on the lives of the people it employs through the creation of quality jobs, greater independence, and the pride of productive, meaningful work.” She closed her letter by encouraging all agencies to support the Program.

With the Lt. Governor’s letter of support, the Ability Indiana team reached out to state agencies and setup meetings to discuss the Program’s products and services. Since the start of the project, the staff of Ability Indiana has held over twenty meetings with different agencies across the state. These meetings proved to be a great opportunity to make connections and reintroduce the Program.

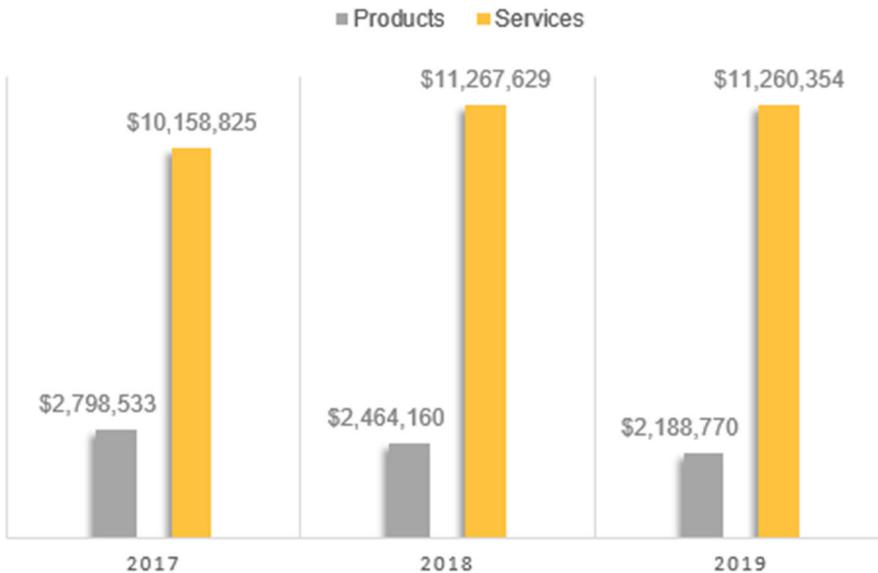
Because of these meetings, this keeps more Hoosiers with disabilities employed. Through the state agency outreach, Ability Indiana has procured five additional contracts, increased product and service sales and are currently pursuing countless opportunities that are still under development.

The work for Ability Indiana is far from complete. The staff of Ability Indiana values constantly connecting with those that procure and use the services of Ability Indiana. Going forward, Ability Indiana will continue reaching out to state agencies to ensure they purchase great products and services, while employing people with disabilities across the state of Indiana.

Set up a meeting with the Ability Indiana staff today by contacting Asher Weaver,  
Account Executive at [asher@inarf.org](mailto:asher@inarf.org) or 317-634-4957.

# Fiscal Year at a Glance

## ABILITY INDIANA SALES 2017-2019 PRODUCTS AND SERVICES



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

**56**

**Active Contracts**

### Top 3 Products

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

### Top 3 Services

1. Mailing/Print
2. Janitorial
3. Shredding

**260**

Average individuals per month working on approved Program Services &/or Products as reported by Certified Ability Indiana Organizations



**Non 14c**

Average Wage Earned: **\$9.84**

Average Product Wage: **\$10.57**

Average Service Wage: **\$9.80**

Wages Earned by Employees with Disabilities: **\$1,706,311**

Yearly Hours Worked by Employees with Disabilities: **173,423**

**14c**

Average 14c Wage Earned: **\$3.48**

Average 14c Product Wage: **\$2.50**

Average 14c Service Wage: **\$5.72**

14c Wages Earned by Employees with Disabilities: **\$76,431**

Yearly 14c Hours Worked by Employees with Disabilities: **21,990**

# 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  
Recycled Granite Landscaping /  
Decorative Products  
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

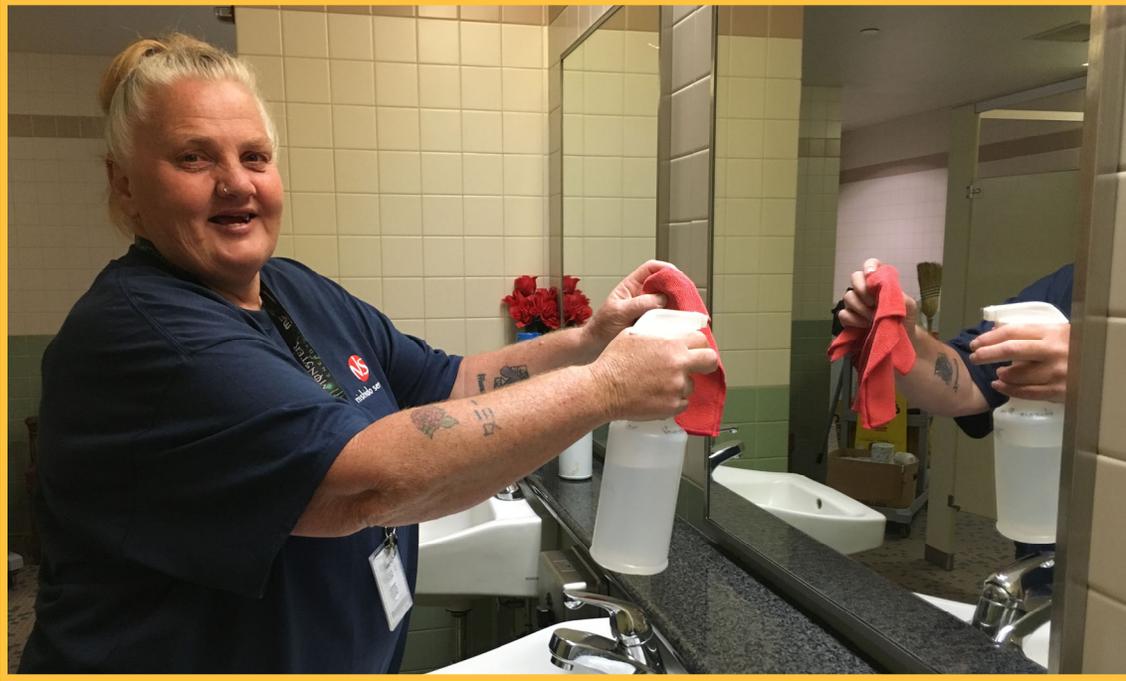


Visit [www.abilityin.org](http://www.abilityin.org) to learn more about products and services available.



Evansville Psychiatric Children's Center  
Family and Social Services Administration  
Fishers High School  
Greensburg Community Schools  
Indiana Arts Commission  
Indiana Board of Animal Health  
Indiana Board of Law Enforcement Training  
Indiana Bureau of Motor Vehicles  
Indiana Department of Administration  
Indiana Department of Child Services  
Indiana Department of Corrections  
Indiana Department of Environmental Management  
Indiana Department of Homeland Security (Fire & Safety)  
Indiana Department of Information Technology  
Indiana Department of Labor  
Indiana Department of Natural Resources  
Indiana Department of Revenue  
Indiana Department of Transportation  
Indiana Division of Mental Health and Addictions - State Hospitals  
Indiana Horse Racing Commission  
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  
MSD Washington Township  
PEN Industries  
PEN - Branchville Training Center  
PEN - Central Office  
PEN - Plainfield Correctional Facility  
PEN - Westville Correctional Facility  
Randolph Southern School Corporation  
Ridge View Elementary School  
Warsaw Community Schools  
Wells County Sheriff's Office

**Thank You to Our 2019 Customers**



2019

## Contact Us



[abilityindiana@inarf.org](mailto:abilityindiana@inarf.org)



(t) 317-634-4957

(f) 317-634-3221



[www.abilityin.org](http://www.abilityin.org)

