

Turning Disabilities Into Possibilities



Georgia Enterprises for Products and Services

FY 2025 Annual Report
July 1, 2024 to June 30, 2025

State Use Council Chair

Message from the Chair:

As 2025 draws to a close, Georgia's State Use Council continues to advance its mission amid a dynamic economic and social landscape. While the state's expanding economy and job market signaled progress, these gains were tempered by persistent inflation and uncertainty surrounding future economic growth.

Established by the Georgia legislature more than three decades ago, the Georgia State Use Program was designed to create **meaningful employment opportunities for Georgians with disabilities** through Georgia Enterprises for Products and Services (GEPS). The program exemplifies a model in which everyone benefits; individuals with disabilities gain stable, rewarding employment; state agencies receive high-quality products and services at competitive prices; and participating non-profit agencies expand their capacity to serve communities across Georgia.

The State Use Council partners with the Georgia Department of Administrative Services (DOAS - the procurement agency for state purchasing), and with our Central Non-profit Agency (CNA), which is the Georgia Association of Training, Employment, and Supports (GATES) which the State Use Council designates to manage GEPS (the state entity which provides for the day-to-day operations of the State Use Program). Through collaboration among these organizations, the State Use Program continues to empower individuals with disabilities by creating meaningful, paid employment opportunities that supply Georgia's state agencies with essential goods and services. During Fiscal Year 2025, the Georgia State Use Program achieved sustained growth, reflected in an increase in total revenue.

The State Use Program is a true team effort, united by a single objective: expanding employment opportunities for Georgians with disabilities. At the core of the program are Community Rehabilitation Providers (CRPs) - nonprofit organizations that deliver the high-quality products and services central to the program's mission while offering vocational training and meaningful employment. Both the CRPs and the goods and services they provide are certified by the State Use Council to ensure compliance with program standards. To qualify, CRPs must maintain a workforce in which at least 50 to 75 percent of employees engaged in service contracts or product manufacturing are individuals with disabilities.

During Fiscal Year 2025, the Georgia State Use Program achieved **total revenue of \$7,705,402**, marking a **4% increase** from the previous year. This growth reflects the continued commitment of Georgians with disabilities who take pride in producing high-quality goods and services that keep our state running. **Product sales rose by 14%**, a testament to their skill, dedication, and perseverance. While **service revenue declined by 16%**, this change serves as both a reminder and an opportunity to strengthen partnerships, expand service offerings, and create even more pathways to meaningful employment for individuals with disabilities across Georgia.

The majority of service contracts within the State Use Program support custodial operations for State of Georgia agencies. Although COVID-19 infection rates have declined significantly from previous years, the demand for thorough cleaning and regular disinfection of state facilities remains essential. Across the broader industry, custodial staff shortages continue to pose challenges. However, GEPS and our Community Rehabilitation Providers (CRPs) have successfully met this demand by engaging a dedicated workforce of individuals with disabilities. These individuals, who often face higher barriers to employment, demonstrate both readiness and pride in stepping forward to provide critical custodial services that keep Georgia's government facilities safe, clean, and operational.

In Fiscal Year 2025, the Georgia State Use Program achieved a **29% increase in net assets**, bringing the total to **\$651,063**. This growth reflects our continued financial strength and the collective impact of our mission-driven partnerships. The Program created **59,672 hours of meaningful employment** for Georgians with disabilities - a reflection of our continued commitment to providing opportunities that make a difference in people's lives. While this represents a modest **13% decrease** in total hours from the previous year, we are deeply encouraged by the remarkable **83% increase in individuals employed, with 157 Georgians** now gaining valuable

skills, income, and independence through the program. Each of these individuals represents a story of perseverance, purpose, and pride. Although labor shortages continue to challenge the broader market, the dedication of our Community Rehabilitation Providers and the resilience of our workers inspire confidence that Fiscal Year 2026 will bring even greater opportunities for growth and impact across Georgia.

Looking ahead to **Fiscal Year 2026**, our outlook remains strong as we build on this momentum - expanding employment opportunities and empowering even more Georgians with disabilities to contribute their talents to our state's workforce. The State Use Program continues to advance its mission of expanding employment opportunities for Georgians with disabilities. Although Georgia's **3.1% unemployment rate** remains below the national average of 4.3%, individuals with disabilities continue to experience significantly higher unemployment levels, underscoring the importance of this program and its ongoing work. This annual report highlights the **"Faces of State Use"** - the individuals whose dedication, skill, and perseverance embody the program's success. Their achievements and the recognition they have earned through the State Use Program illustrate how meaningful employment fosters both personal growth and community impact. As the need for job opportunities for Georgians with disabilities continues to rise, the State Use Program remains committed to addressing that need by creating pathways to stable, rewarding employment that benefits individuals, families, and communities throughout the state.

The State Use Program remains **focused on growth and innovation**, continually seeking new products and services that open doors to opportunity for Georgians with disabilities. In September, we successfully recertified hundreds of existing products for Fiscal Year 2026 and introduced several new offerings that reflect the evolving needs of our state partners. These efforts represent more than just expanded product lines; they signify progress toward a stronger, more inclusive workforce. Looking ahead, GEPS is committed to fostering creativity, collaboration, and expansion that will translate into even greater employment opportunities and lasting impact across Georgia.

We must continue working together to ensure that the State Use Program reaches even more individuals who benefit so deeply from its mission. The purpose that guided this program at its creation in **1993** remains just as vital today, empowering Georgians with disabilities through meaningful employment and inclusion in our state's workforce. This program serves the best interests of the **State of Georgia**, its employers, and the citizens whose lives it touches. I am confident that the State Use Program will continue fulfilling this essential purpose well into the future.

Moving forward will require the collective effort of all our partners - **DOAS, CRPs, GATES**, and the many advocates and community members dedicated to helping Georgians with disabilities succeed. Together, we can strengthen and expand this program, building a future where every individual has the opportunity to contribute, thrive, and overcome the challenges they face.

On behalf of the **Georgia State Use Council**, I invite you to join us in supporting our mission to create meaningful employment opportunities for Georgians with disabilities. As you review this report, you will meet the **"Faces of State Use"** - the individuals whose dedication, talent, and perseverance exemplify the impact of this program. Their stories reflect the real difference the State Use Program is making every day in the lives of those it serves and in communities across our state.

We look forward to the continued growth and success of the State Use Program as it creates new opportunities and improves the lives of Georgians with disabilities across our state.

Wanda Warren

Wanda Warren, Chair
Georgia State Use Council



The Faces of State Use

Ruth McCullum

The Bobby Dodd Institute (Atlanta)

Ruth has been a valued member of the Bobby Dodd team for four years. She consistently demonstrates a strong work ethic and maintains a positive, can-do attitude in all her tasks.

Ruth works efficiently with minimal supervision and is always ready to support and assist her fellow employees, fostering a collaborative and supportive work environment. Her dedication and reliability have earned her high praise from our clients at the Department of Human Services, DFACS Office, and at the Donald Lee Hollowell Parkway location here in Atlanta, who speak very highly of her professionalism and commitment to quality and customer satisfaction. Ruth's dependable nature and positive influence make her an invaluable asset to our team.



Pictured: Ruth McCullum (Bobby Dodd Institute)



*Pictured from Left to Right: Chris Valley (VC, SUC),
Albert Carter (GWSR), Jim Barnaby (DOAS)*

Albert Carter

Goodwill Industries of the Southern Rivers (Columbus)

Albert came to Powerworks, an affiliate of Goodwill Industries of the Southern Rivers, as a Custodian after completing Goodwill's Custodial Training Program and working at Fort Benning, providing custodial services to our military personnel. Albert has accomplished several personal and professional goals, such as obtaining his driver's license, purchasing and maintaining a vehicle, and maintaining his family's homestead. He continues to pursue his GED and has not allowed any setbacks to stop him. He also earned a scholarship through Goodwill's scholarship program to participate in a Forklift training program. Albert shows up for work daily and is very helpful to his entire team as he knows the buildings, tasks, and routes because of his tenure with Powerworks. He was recently nominated and was awarded Team Member of the quarter, which is indicative of his overall performance and attitude towards work. Albert is one of our most dedicated and dependable team members at Powerworks.

Jivarious Williams

Goodwill Industries of the Southern Rivers (Columbus)

Jivarious is a testament to resilience, determination, and the power of opportunity. Born with a disability that presented unique challenges, Jivarious never allowed those obstacles to define or limit his future. After earning his high school diploma, he set his sights on higher education and enrolled at Columbus State University to pursue a degree in Elementary Education. Jivarious took a leap of faith and joined PowerWorks at the Albany MCLB location, where hands-on training, mentorship, and a supportive environment provided him with not only the technical skills needed for employment but also the confidence to believe in his abilities. His dedication and positive spirit quickly made him a valued member of the PowerWorks team. He takes pride in each task he completes. He exemplifies how courage, support, and hard work can overcome any obstacle. He is not only building a future for himself but also paving the way for others who dare to dream beyond limitations.



*Pictured from Left to Right: Chris Valley (VC SUC),
Albert Carter (GWSR), Jim Barnaby (DOAS)*



*Pictured from Left to Right: Nick Wright (TNC) and
Jim Barnaby (DOAS)*

Nick Wright

Tommy Nobis Center (Atlanta)

Nick was born deaf, but he has never let living in silence... silence him from achieving his goals. Nick was introduced to Nobis Works and began working part-time at Dobbins Air Force Base, where he remained for 7 years. He wanted a full-time job that would ultimately advance to a lead position, and when opportunity knocked, Nick answered when he obtained a full-time position in the Social Security Administration's mailroom as a mail clerk in 2013. In 2019, Nick's perseverance and desire to provide outstanding service paid off, and he was promoted to Lead Clerk. Nick has been very instrumental in motivating team members, and he takes great pride in all his responsibilities. In 2024, having developed and honed his leadership skills, Nick was promoted to Assistant Supervisor for EPA Region 4 Mail and Supply Room, and shortly after that, Assistant Program Manager. Nick has strong leadership skills with exceptional decision-making abilities.

He leads by example and is very proactive. Nick's future is extremely promising as he continues to grow and develop.

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The Faces of State Use ...continued from previous page

Erin Williams

New Ventures (LaGrange)

Erin was referred to New Ventures, was a quick learner, and was able to demonstrate her newly acquired skills with a position at the Troup County Archives, assisting with restoring older documents and ensuring they were filed electronically. She was praised for being hardworking and helpful. Erin exemplified a positive attitude and a willingness to learn. Her dedication and perseverance made her an asset to the project and showcased her potential for future professional growth. She expressed an interest in NVI's Shipping Coordinator role for Georgia Enterprises for Products and Services (GEPS). After interviewing, Erin was offered the role and officially joined NVI. Erin has continued to demonstrate her exceptional work ethic and commitment to excellence, as she plays a vital role within GEPS and the State Use Program. She is hard-working, willing to take on new challenges, and eager to help whenever possible. Erin's success serves as an inspiration to others, proving that dedication and hard work can lead to significant personal and professional growth.



Pictured from Left to Right: Chris Valley (VC, SUC), Erin Williams (NVI), and Jim Barnaby (DOAS)



Spirit of State Use Award – Georgia State University

The Georgia State University nomination was inspired by their increased compliance with the State Use Law. The law does not mandate state agencies to buy any amount of products, but does mandate that when they do purchase those products that they already need, they purchase them from the State Use Program and GEPS. That, in turn, employs people like Erin Williams, one of this year's Working Wonders Award recipients, who has worked to provide those products, such as the Hand Soap, Hand Sanitizer, and Floor Maintenance Pads that New Ventures provides for the State Use Program.

In FY25, Georgia State University also significantly increased its purchases for Gloves from BDI and began buying Wiping Rags, which are provided by Easterseals of East Georgia. They also increased their purchases from GEPS for several other products from various GEPS CRPs across the state.

All of those purchases are very much appreciated and continue to provide those individuals with disabilities with the dignity of a paycheck. Georgia State University's commitment to continue purchasing those mandatory products from GEPS is the kind of cooperation that continues to provide even more employment opportunities for individuals with disabilities throughout the state of Georgia.

Pictured from left to right: Rodney Holden (Director of GSU Purchasing) and Jim Barnaby (DOAS)

State Use Council Members *

Wanda Warren, Chair**
Thomasville, GA

Christopher Valley, Vice Chair**
Atlanta, GA

Commissioner Rebecca Sullivan
Department of Administrative Services
Jim Barnaby, DOAS Representative

Commissioner Candice L. Broce
Department of Human Services
Demetrius Taylor, DHS Representative

Commissioner Tyrone Oliver
Department of Corrections
Ross Barrineau, DOC Representative

Commissioner Kevin Tanner
Department of Behavioral Health and
Developmental Disabilities
Robert Bell, DBHDD Representative

Commissioner Christopher Nunn
Department of Community Affairs
William Dews, DCA Representative

Marty Owens**
Gainesville, GA

Rick Hooper**
Dalton, GA

Kerri Hammond**
Watkinsville, GA

Reid Laurens**
Alpharetta, GA

Lyndsey Rudder**
Savannah, GA

* as of June 30, 2025

** appointments by the Governor

State Use Council Mission

To support and encourage state and local agencies to purchase products and services from qualified non-profit organizations, which serve the vocational needs of Georgians with disabilities.

GEPS Staff *

Shawn Pursley, Executive Director, State Use Program
Christina Zolomy, Customer Service Representative
Teresa Beck, Director of Accounting

* as of June 30, 2025

Financial Summary

Statement of Activities for the Period ending:

	June 30, 2024	June 30, 2025
Income		
GEPS Product Sales	\$ 4,951,796	\$ 5,651,991
GEPS Service Sales	\$ 2,397,904	\$ 2,018,680
Grant Revenue	\$ 32,797	\$ 32,797
Other Revenue	\$ 1,599	\$ 1,933
Total Revenues	<u>\$ 7,384,096</u>	<u>\$ 7,705,402</u>
"Cost of Sales, Products"	\$ 4,656,021	\$ 5,326,945
"Cost of Sales, Services"	<u>\$ 2,272, 566</u>	<u>\$ 1,911,783</u>
Net Revenue	<u>\$ 455,509</u>	<u>\$ 466,673</u>
Expenses		
Program Services	<u>\$ 302,008</u>	<u>\$ 321,938</u>
Net Expenses	<u>\$ 302,008</u>	<u>\$ 321,938</u>
FY Net Income	\$ 153,501	\$ 144,735
Net Assets from Prior Year	<u>\$ 351,866</u>	<u>\$ 505,367</u>
Net Assets at end of Period	<u>\$ 505,367</u>	<u>\$ 650,102</u>

Comparative Sales by Category

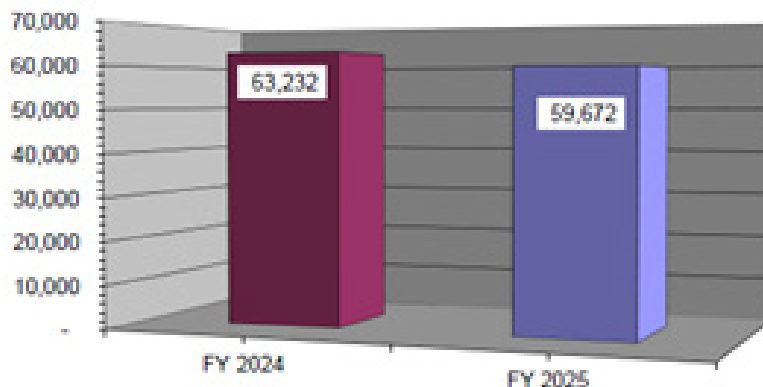
Products	FY24	FY25	Variance	% Change
Batteries	\$ 226,503	\$ 213,291	\$ (13,212)	-6%
Cotton Face Masks	\$ 6,576	\$ -	\$ (6,758)	-100%
Disposable Masks	\$ 3,251	\$ 628	\$ (2,569)	-79%
COVID Test Kits	\$ 1,726,473	\$ 2,603,664	\$ 877,191	51%
Disinfectant Spray	\$ 14,160	\$ 10,219	\$ (3,941)	-28%
Drug Test Kits	\$ 455,589	\$ 437,822	\$ (17,767)	-4%
First Aid Kits & Accessories	\$ 79,347	\$ 33,938	\$ (45,409)	-57%
Floor Maintenance Pads	\$ 109,738	\$ 109,703	\$ (35)	0%
Flu Prevention Kits	\$ -	\$ -	\$ -	0%
Gloves	\$ 1,334,744	\$ 1,180,450	\$ (154,294)	-12%
Hand Sanitizer	\$ 136,515	\$ 160,724	\$ 24,209	18%
Microfiber Cleaning Cloths	\$ 2,734	\$ 2,921	\$ 186	7%
Mop Products	\$ 45,505	\$ 28,641	\$ (16,864)	-37%
Pallets	\$ 10,538	\$ -	\$ (10,538)	-100%
Pillows	\$ 10,211	\$ 18,343	\$ 8,132	80%
Printer Cartridges, Reman	\$ 150,294	\$ 107,836	\$ (42,458)	-28%
Razors	\$ -	\$ 38	\$ 38	100%
Soap	\$ 545,895	\$ 678,874	\$ 132,979	24%
Surface Wipes	\$ 70,528	\$ 50,135	\$ (20,393)	-29%
Wiping Rags	\$ 23,012	\$ 14,710	\$ (8,302)	-36%
Total Products	\$ 4,951,796	\$ 5,651,992	\$ 700,196	14%
Services	FY24	FY25	Variance	% Change
Custodial	\$ 1,987,189	\$ 1,538,762	\$ (448,427)	-23%
Grounds Maint. /Landscaping	\$ 311,900	\$ 382,708	\$ 351,518	1127%
Fulfillment	\$ 98,815	\$ 97,210	\$ (1,605)	-2%
Furniture Moving	\$ -	\$ -	\$ -	0%
Total Services	\$ 2,397,904	\$ 2,018,681	\$ (379,223)	-16%
Grand Total	\$ 7,349,700	\$ 7,670,672	\$ 320,972	4%

Employment of People with Disabilities

Quarterly Employment Report

Work Center Reporting	1st Qtr.			2nd Qtr.		3rd Qtr.		4th Qtr.		FY 2024 TOTAL	
	Labor Hours	workforce July 1	New 7/1 – 9/30	Labor Hours	New 10/1 – 12/31	Labor Hours	New 1/1 – 3/31	Labor Hours	New 4/1 – 6/30	Labor Hours	State Use Emp
Bobby Dodd Institute	4,087	18	0	3,376	2	3,632	0	5,507	6	16,602	26
Easter Seals of East Georgia	2,116	36	3	1,856	2	5,184	3	7,954	2	17,110	46
Easter Seals of Southern Georgia	0	0	0	0	0	0	0	0	0	-	0
Georgia Industries for the Blind	548	26	0	525	0	480	0	450	1	2,003	27
Tommy Nobis Center	98	2	0	91	0	236	0	188	0	613	2
Middle Georgia Easter Seals	0	0	0	0	0	0	0	0	0	-	0
New Ventures Inc.	1,002	32	3	1,097	2	597	1	836	0	3,532	38
Veterans Resource Group	4,953	18	0	4,953	0	4,953	0	4,953	0	19,812	18
Totals	12,804	132	6	11,898	6	15,082	4	19,888	9	59,672	157

State Use Labor Hours of Disabled Employees FY 2024 & FY 2025
as of July 2025

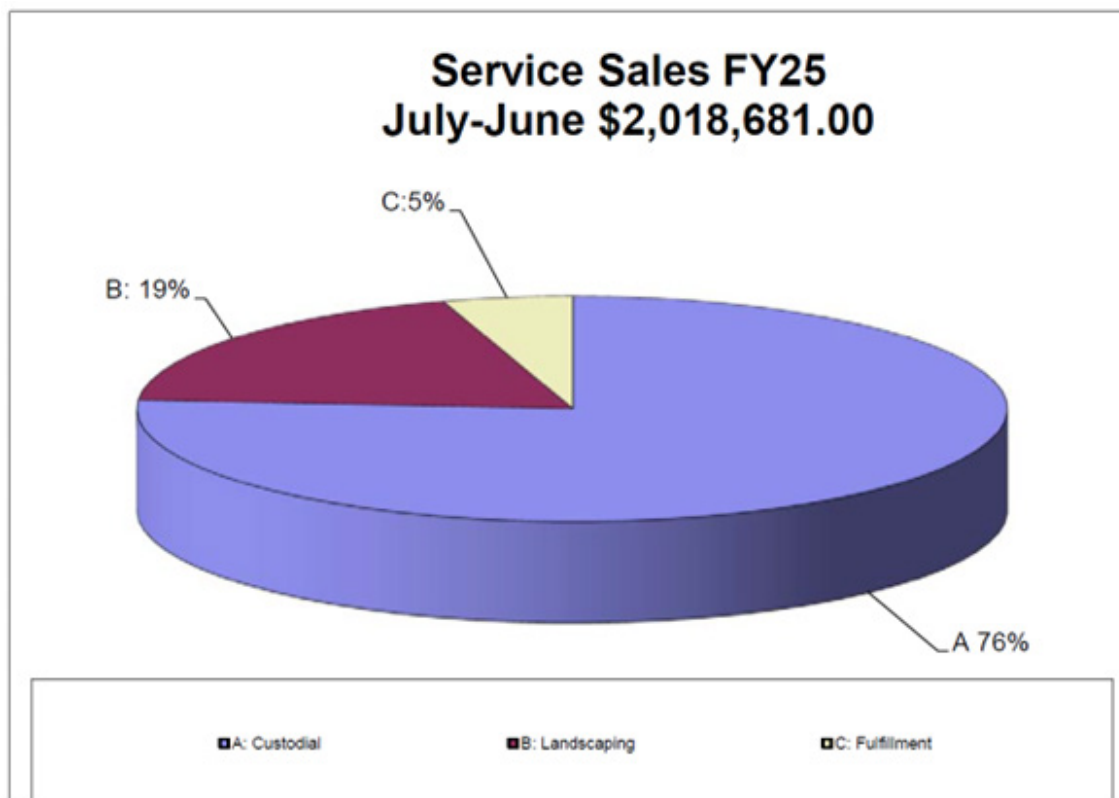
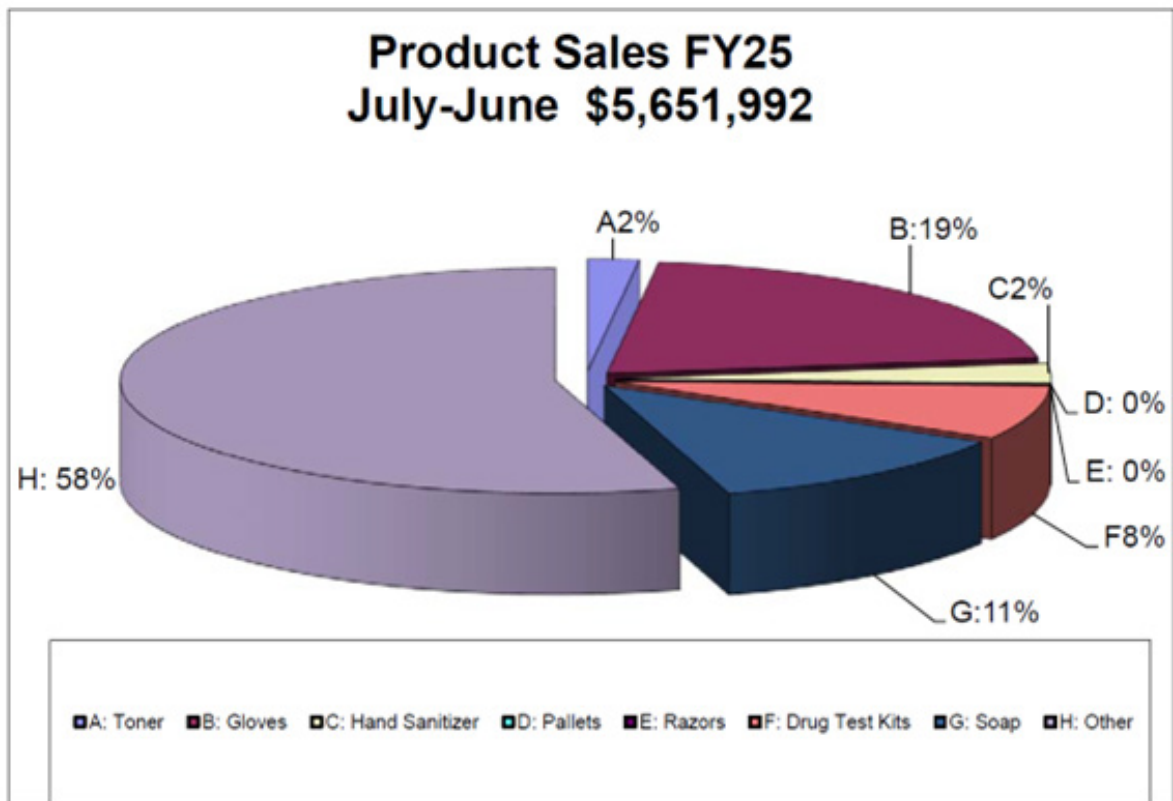


Comparative State Use - Disabled Workers Used FY 2024 & FY 2025
as of July 2025



State Use Program labor hours of employees with disabilities totaled 59,672 hours in FY25. During the same period, there was an 85% increase in the number of workers with disabilities employed by the program.

Product and Service Sales by Category



Georgia Enterprise Partners

Bobby Dodd Institute

Atlanta, GA

Dover Training Institute

Atlanta, GA

Easter Seals East Georgia

Augusta, GA

Easter Seals Middle Georgia

Dublin, GA

Easter Seals Southern Georgia

Albany, GA

Georgia Industries for the Blind

Bainbridge, GA

Goodwill Industries of the Coastal Empire

Savannah, GA

Goodwill Industries of Middle Georgia

Macon, GA

Goodwill Industries of North Georgia

Decatur, GA

Goodwill Industries of the Southern Rivers

Columbus, GA

New Ventures, Inc.

LaGrange, GA

Tommy Nobis Center

Atlanta, GA

Peak Performers

Austin, TX

Veterans Resource Group

Forrest Park, GA

Houston County Association for Exceptional Citizens, Inc.

Warner Robins, GA

Georgia Enterprises Mission

To afford Georgians with disabilities the opportunity to perform aptly in doing meaningful work and to gain the self-respect, self-confidence, and a sense of purpose that productive employment can bring, while providing quality products and services at reasonable prices.

GEPS

GATES Board of Directors *

Myndi Kuhlmann, President
Goodwill of North Georgia

Joel Prawucki, Secretary
Easter Seals of Middle Georgia

Mike Wilson, Vice President
New Ventures, Inc.

John McCain, Treasurer
Easter Seals of Southern GA

At Large Members

Meredith Champagne
Goodwill of Southeast Georgia

Sheri Coleman
Easterseals of East Georgia

Leigh McIntosh
Creative Enterprises

Tricia Llewellyn Konan
Goodwill of Southern Rivers

Debbyn Milligan
Bobby Dodd Institute

Past President

Dave Ward
Tommy Nobis Center

CEO

Caitlin Hyatt

* as of June 30, 2025

A Vision for Empowerment

The Georgia Legislature established the State Use Council in 1993 to offer quality services and products to be used by state and local government agencies. The statute requires state agencies and political subdivisions to purchase those products and services from Certified Rehabilitation Programs (CRPs) employing Georgians with disabilities. This, in turn, would improve the quality of life for Georgia's citizens with disabilities by providing employment opportunities from the production of those products and services.

The State Use Council designates a private nonprofit agency to administer daily operations on behalf of the Council. This program is Georgia Enterprises for Products and Services, and its nonprofit administering agency is the Georgia Association of Training, Employment, and Supports (GATES). The State Use Council ensures that services and products are priced at a fair market value and are of the highest quality. This is a unique partnership between the government and the private nonprofit sector.

Georgia Enterprises for Products and Services operates on these guiding objectives:

- Dedication to encouraging and assisting individuals with disabilities to achieve maximum personal independence by engaging in useful and productive vocational activities.
- Working to facilitate and expand employment opportunities for people with disabilities through state and local programs.
- Striving to develop an environment for successful employment of people with disabilities through marketing research, public relations, and educational activities.
- Developing cooperative relationships with business, state, and local community leaders that promote programs that support the employment of Georgia's citizens with disabilities.

Georgia Enterprises for Products and Services

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