



GEORGIA STATE USE COUNCIL

WANDA WARREN
CHAIR, STATE USE COUNCIL

SHAWN PURSLEY
EXECUTIVE DIRECTOR, GEPS

Thursday, March 26, 2026 -10:00 AM
Tommy Nobis Center, Atlanta, GA

MINUTES

COUNCIL MEMBERS' PRESENT

Ms. Wanda Warren, Chair
Mr. Christopher Valley, Vice Chair
Ms. Carrie Steele, DOAS
Ms. Kerri Hammond
Mr. Ross Barrineau, DOC
Mr. William Dews, DCA
Ms. Lyndsey Rudder
Mr. Rick Hooper

GUESTS

Mr. Andrew Barrett, New Ventures
Ms. Amy Steele, New Ventures
Ms. Autumn Cole, DOAS
Ms. Emily Hirst, DOAS
Mr. David Francois, GWSEGA
Ms. Debbyn Milligan, BDI
Ms. Shamicka Demery, BDI
Ms. Beth Anders, TNC

COUNCIL MEMBERS ABSENT

Mr. Reid Laurens
Mr. Demetrius Taylor, DHS
Mr. Robert Bell, DBHDD
Mr. Reid Laurens

STAFF

Mr. Shawn Pursley, GEPS Executive Director
Ms. Caitlin Hyatt, GATES CEO
Mr. VJ Mayor, GATES
Ms. Christina Zolomy, GATES/GEPS

Adoption of Agenda

Mr. Shawn Pursley conducted the roll call to account for everyone attending and noted a quorum was present. Madam Chair Wanda Warren called the meeting to order at 10:00 a.m. and welcomed all members and guests.

Madam Chair called for any exceptions to the agenda.

Hearing none, a motion was made, seconded, and all Council members voted in favor of accepting the agenda. Ms. Anders spoke briefly about TNC as the mission moment for the meeting.

Approval of Prior Meeting Minutes

Madam Chair called for approval of the January 22nd, 2026, minutes

A motion was made, seconded, and all Council members voted in favor of accepting the agenda.

Financial Report

Mr. Pursley reported the following:

The Finance Committee has previously reviewed the January reports, so looking more closely at the most recent February report:

Overall, GEPS had an EOM Net Gain of \$2,446 and a YTD Net Gain of \$11,493.

Taking a closer look at that EOM breakdown:

Revenue EOM February was \$435,179, which is \$137,309 (or 46%) higher than budget projections.

After considering the Cost of Sales EOM of \$403,586, Net Revenue was \$31,593, which was \$13,445 (or 74%) higher than budget projections.

EOM February expenses were \$29,147, or \$2,378 (or 9%) over budget, ending the month with the above-mentioned Net Revenue figure of \$2,446.

That is \$11,067 more than the projected Net Revenue loss of -\$8,621.

Taking a closer look at the YTD breakdown:

Revenue from sales YTD was \$3,503,467, which is -\$1,160,714 (or 25%) below budget projections.

After considering the Cost of Sales YTD, of \$3,270,327, Net Revenue was \$233,140, which is \$-74,353 (or 24%) under budget projections.

YTD expenses were \$221,647, which brings the YTD Net Revenue to the previously mentioned Net Gain of \$11,493.

That Net Gain is \$-101,783 (90%) less than the projected Net Revenue of \$113,276.

The Balance Sheet shows total Net Assets increased to \$662,556 as of the end of February.

Payments to the CRPs show that GEPS paid the CRPs a YTD total of \$3,078,697, and 100% of these payments were all made in 7 days or less.

With no further comments or questions, the report was submitted with a recommendation for approval by the Council.

Comparative Sales Report by Category and Customer (FY26)

Mr. Pursley reported the following:

The Comparative Sales by Category Report begins and gives you the FY26 July - January comparison with the same period last fiscal year, and shows that Product Sales were down -53%. This is most notably contributed to by the loss of COVID testing orders we received this year.

The Service Contract Sales were down -13% from FY25.

Overall, GEPS Total Sales were down -44% from FY25.

Pages 18 - 35 have the breakdown of all the sales for the various customers we served during FY26.

On Page 36, the Comparative Sales by Category demonstrates the dramatic drop in "Other" (which includes COVID Test Kits) as being the largest sales change.

On page 37, the breakdown of Service Sales comparing FY25 against FY26, showing declines in both Custodial contracts as well as Landscaping.

Page 38 - you have the breakdown of Product Sales showing that Gloves (B) represents the items with the largest percentage (at 40%) of those sales.

For Service Contracts, below that, Custodial still represents the largest percentage of those sales at 80%.

Quarterly Employment Reports

Mr. Pursley reported the following:

Page 39 of the Quarterly Employment Report shows the number of hours employees with disabilities worked through the end of Q2 FY26 as being 30,121, which is up from last fiscal year's hours of 24,702. The number of Georgians with disabilities who were employed during FY26 is lower at 63 when compared to 148 for FY25.

On page 40, at the end of Q2 FY26, YTD CRP sales were \$2,114,929.

Internet (GEPS Website) Sales

Mr. Pursley reported the following:

GEPS website sales for FY26 were down to \$18,109 when compared to \$23,035 in FY25.

The graph below on the same page shows that the single largest category for those website sales during that time was from Drug Testing Kits.

Page 43 shows website sales peaked in March, July, October, and January.

Current Contract Status

Mr. Pursley reported the following:

Beginning on page 45, we have GEPS's current contract status for FY26. The first band is the green band, which represents bids that are pending (16).

Below that and on the next page, we have the blue band, which represents existing contracts (19).

Below the existing, we have the Lost contracts (4) in yellow.

Below that, and on the same page, in grey, are the expired contracts (2).

And below that, on page 49, the clear band represents the (17) bids that were sent out to the CRPs but not bid upon. The reasons why are listed in the last column, and they are totaled at the bottom of the page in the dashboard section. Over to the left is the average % lost. In the middle, you have the totals. Over to the right, you have the reasons why the potential bids were not submitted by categories, and the reasons (mostly cancelled).

State Use Operational Plan

Mr. Pursley stated the report was submitted, via email, to the Operational Plan Committee on 3/19/26 and then noted that everything below is standard, with most things ranging within expectations.

He noted the following FY26 Operational Plan (highlights):

Tab A 1.1.a. and 1.1.b. Updated attendance at SUPRA and reported back to the SUC about the conference.

Tab B 1.1.a. and 2.2.a. Updated the stats for the number of bids sent out, completed, and awarded.

Tab B 2.2.b. Updated the Service Contracts renewed to date.

Tab D 1.1.a. CRP to host March meeting (TNC).

Tab D 1.1.b. Working Wonders and TNC.

Tab D 2.2.d. Updated DOAS newsletter mentions

Note that to get this report out to the committee quicker, the stats on Tab D 3.3.a and Tab D 3.3.b had to be left without an update. Now, it can be reported that FY26 Q2 has 63 employees with disabilities provided with 30,121 hours of employment.

Mr. Pursley pointed out that the summary of all of this is in the submitted report on page 57.

The Operational Plan Committee had no further comments to add to the report, and the report was submitted with the recommendation for approval by the Council.

Madam Chair called for a motion to approve the CNA report.

A motion was made, seconded, and all Council members voted in favor of accepting the report.

Committee Reports

Finance Committee Report - Kerri Hammond, Chair

Ms. Hammond reported that all Financial Committee reports were submitted for review before this meeting. The most recent month is last, and the last page of this section has the summary as it was submitted, via email, to the Finance Committee on March 20, 2026, by Shawn Pursley, GEPS Executive Director

Executive Summary:

8 Months into the new fiscal year, and the loss of COVID testing kits still presents numbers lower by comparison with the previous year. February YTD Product sales figures are down from last year and well below budget projections. Service Sales are slightly down and under budget. On a positive note, the bottom line is still showing a YTD Net gain of \$11,493 at the end of February.

Financial Report February:

GEPS ended February with an EOM Net Revenue gain of \$2,446.

YTD Product Sales are down -51% from the Previous Year and -28% under Budget.

YTD Service Sales are down -13% from the Previous Year and -20% under Budget.

YTD Net Revenues are down -35% from the Previous Year and -24% under Budget.

YTD, Total Expenses are down -1% from the Previous Year and are 13% over Budget.

All this results in the above-mentioned February YTD Net gain of \$11,493 YTD.

The Balance Sheet shows the total Net Assets at \$662,556 as of the end of February.

The report on payments to the CRPs shows that at the end of the month, GEPS paid the CRPs a YTD total of \$3,078,697, and 100% of these payments were made in 7 days or less.

Madam Chair called for a motion to approve the Finance Committee report. A motion was made, seconded, and all Council members voted in favor of accepting the report.

Marketing Committee - Lyndsey Rudder, Chair

Marketing assistance continues as planned and is progressing within budget.

Exhibiting efforts continue as planned and are within budget.

The development of graphics and marketing materials continues as planned and is within budget.

Building capacity also continues as planned and is within budget.

Overall, YTD, the current spend of \$29,602 on marketing is well within the budget of \$34,300.

Operational stats for bids sent out and bids awarded so far are lower than the previous year. Much of this is due to the low number of bids that have come out in comparison to previous years.

The number of bids submitted is below target due to about 53% being cancelled, with about 35% being outside of viable Geographical areas for the CRPs.

Marketing efforts continue to be expanded on social media and eBlast.

Lastly, the number of individuals with disabilities and the number of employment hours worked by those individuals were reported, as of FY26 Q1, to be 57 employees with disabilities provided with 16,235 hours of employment.

Note that in an effort to get his report to the committee quicker, this stat had to be left without an update. Now, it can be reported that FY26 Q2 has 63 employees with disabilities provided with 30,121 hours of employment.

The Marketing Committee had no further comments to add to the report, and the report was submitted with a recommendation for approval by the Council.

Madam Chair called for a motion to approve the Marketing Committee report. A motion was made, seconded, and all Council members voted in favor of accepting the report.

Certification Committee – Chair Ross Barrineau

It was noted that the following report was submitted via email to the Certification Committee on 3/23/26. By Shawn Pursley, GEPS Executive Director

It was noted that the FY26 Q2 % Compliance Report data was attached to the report, and the high points were summarized:

BDI continues to be within the required range and has increased the overall percentage of their labor ratio.

ESEGA There have been some operational changes at ESEGA, and we have moved their products over to two other CRPs. As predicted, ESEGA labor ratio has risen above the required 50%.

VRG has 2 new contracts that have been added to their lineup in Q2.

All other CRPs comply.

There were no further questions or comments concerning the report, and the report was submitted with the recommendation for approval by the Council.

Madam Chair called for a motion to approve the Certification Committee report. A motion was made, seconded, and all Council members voted in favor of accepting the report.

**Fair Market Price
Review**

Fair Market Price Committee

No FMP certifications were scheduled for this meeting.

It was noted that when TNC took over wiping rags, a typo was noticed in the listed product description, but the difference was so small that it did not affect the item's fair market price. DOAS was notified, and they concurred. The correction was made to the description, and GEPS brought it to the FMP Committee's attention with no objections. Now being brought to the Council's attention as well, the request was that the Council approve this minor corrective action.

Madam Chair called for a motion to approve the FMP addendum note. A motion was made, seconded, and all Council members voted in favor of accepting the report.

**Nominating
Committee**

N/A

**Old
Business**

Old Business

- A. Update on % disabled labor ratio discussion (Page 82)

Provided Federal stance on the issue for consideration to leave the % at the current 50% (and to change the policy manual to reflect such).

Chair – called for approval of that consideration

With no motion, the Chair suggested tabling for further discussion and asked the Certification Committee to gather further information and discuss to come up with a recommendation to the Council.

- B. Renew Agreements Between SUC/DOAS/CNA (pages 83-89) and SUC/CNA and (pages 90-95)

Provided updated documents for approval to sign

Noted that the incorrect version of the 2 agreements was listed in the SUC book, but the question was brought up as to how long it would be before a draft of the new waiver policy would be available for review.

The GEPS Executive Director mentioned that it was nearly complete.

DOAS requested that the draft waiver policy be finished and available for review by the Executive Committee before the agreements were to be signed.

The GEPS ED promised that the draft would be finished quickly, and the Chair of the SUC promised to convene the Executive Committee to review and hopefully approve a final draft before the next SUC meeting in June 2026.

- C. GEPS and the CNA reexamining the timetable of SUC Reports

Noted that GEPS was able to move some of the Committee reports up sooner to the various committees (with noted stats unable to be updated until the Quarterly Meeting); with some additional investigation required, and is being undertaken with the CRPs on moving the reporting timeline up to be received earlier by the CNA for aggregation and reporting to GEPS.

**New
Business**

New Business

None

Call to Adjourn

Madam Chair called for a Motion to Adjourn. A motion was made and seconded. Hearing no discussion, questions, objections, or comments on the motion, the Vice Chair called for a vote to adjourn. The vote passed unanimously. The meeting was therefore adjourned.

Respectfully submitted this 15th day of May. 2026

Wanda Warren, Madam Chair