

	<p><b>State of Rhode Island</b></p> <p><b>Governor's Commission on Disabilities</b></p> <p><b>Disability Business Enterprise Program</b></p> <p><b>Annual Report 2006</b></p>	
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## **I. Introduction**

The Rhode Island Disability Business Enterprise (DBE) Program was created through the Governor's Commission on Disabilities in 1987 when the Handicapped Products Procurement Bill became law. It was brought forth through the effort of then Governor Edward DiPrete, Senator Richard Patterson, Representative Paul Sherlock and citizen advocates Peter Holden and Paul Pickens. Its purpose was to help establish a market for the goods and services produced by the employees of the State recognized rehabilitation agencies.

Originally, called the Handicapped Products Procurement Committee and under the stewardship of the State's Economic Development Corporation ([www.riedc.com](http://www.riedc.com)), the program was moved to the Governor's Commission on Disabilities in 1996 and is now titled the Disability Business Enterprise Program. It has evolved through amendments made to the original legislation in 1992, 1997 and 2004 to now certify companies owned by and employing people with disabilities.

More information about the Disability Business Enterprise Program can be found on the Internet at <http://dbe.gcd.ri.gov>

## **II. 2005 Committee (9 members)**

Bill Nieranowski, Chair; representing people with disabilities

Paul Grenon, Vice-Chair, designee of the Director of the Department of Mental Health, Retardation, and Hospitals

Linda Roche, designee of the State Purchasing Agent

Andy Argenbright, CPA, representing people with disabilities

Monica Dzialo, designee of the Director of the Department of Human Services

Paul Harden, designee of the Director of the Economic Development Corporation

Kevin McHale, Cranston ARC, representing rehabilitation facilities

Doddie McShane, Trudeau Center, representing rehabilitation facilities

Fran Belasco, representing rehabilitation facilities in the mental health community

## **III. Staff (1 part-time consultant)**

In May of 2005, Ms. Christine Botts joined the Governor's Commission on Disabilities as Public Information Officer and Disability Business Enterprise Program Coordinator. Previous to Ms. Botts arrival, the coordinator's position was unfilled since the departure of Ms. Andrea Castaneda fourteen months earlier. Ms. Botts brings a wealth of business experience to the program. For the previous eight years, Ms. Botts ran her own contracting business where she competed for and won commercial and government construction contracts.

#### **IV. Certified Disability Business Enterprises (20 organizations)**

A New Leaf, Providence, RI  
[Adaptive Technology Consultants](#), Salisbury.MA  
Andy Argenbright, CPA, East Providence, RI  
[Arc of Blackstone Valley](#), Pawtucket, RI  
[Arc of Northern RI](#), Woonsocket, RI  
Coffee Plus, Providence, RI  
Cookie Place, Providence, RI  
[Cove Center, Providence, RI](#)  
CranstonArc Comstock Industries, Cranston, RI  
EVAS, Westerly, RI  
Fogarty Center, North Providence, RI  
In-Sight, Warwick, RI  
James L. Maher Center, Newport, RI  
J. Arthur Trudeau Memorial Center, Warwick, RI  
Ocean State Center for Independent Living, Warwick, RI  
Pandora s Products, North Providence, RI  
Thayer Wood Products, Inc. South Kingstown, RI  
[Training Thru Placement](#), North Providence, RI  
Vision Dynamics, Cromwell, CT  
Zane Sherman, artist, Providence, RI

#### **V. New State contracts awarded**

Event catering – Various (Cookie Place- 6% sales from State Agencies)  
Flowers /Plants – (A New Leaf, The Cove Center-various < \$5,000)  
Calendar Mailing – In-Sight \$1,000  
Mass Mailings-Trudeau Center -various  
Grounds Maintenance- Arc of Northern RI- \$1,500  
Computer Equipment/software - Adaptive Technology Consulting

#### **VI. Ongoing DBE State contracts**

Laundry Service - Veterans Home Bristol/Federal (Maher Center)  
Paper Shredding- URI (CranstonArc)  
Office Cleaning- GCD (CranstonArc)

#### **VII. Other accomplishments**

- Certified 20 organizations as Disability Business Enterprises
- DBE Trainings - Coordinated training programs for the DBE's
  - "What are you Selling-Really" Jim Jackson, Essex Group
  - Expo Training- Jim Jackson, Essex Group
- Bid research – Documented bid opportunities based on DBE Commodity Code
- DBE Regulations-Facilitated meeting with DoP to discuss implementing the amended regulations
- Support effort. Provided assistance to DBEs pursuing State contracts.
  - Janitorial Services- E911
  - URI Grocery
  - RIC Grocery
  - Grounds Maintenance DLT
  - Janitorial- Warwick Family Center

- Shredding Services-RIC
- Shredding Services-CCRI
- Janitorial Services-Board of Elections
- Janitorial Services-Benjamin Rush L. Pastuer
- Catering/Prisoner Lunches
- Janitorial Services- CCRI Newport campus
- Training Programs – Developed a DBE training plan for 2007-2009
- Marketing effort- attended RI/FANS training with the state agency buyers and distributed DBE brochures

#### **VIII. Issues to resolve in 2007**

- Increase the number of contracts awarded to DBEs. The target is 7 new contracts
- Offer follow-up training to DBEs on Trade Shows before the DoP vendor fair.
- Develop a training plan for future DBE training.
- Increase program awareness with State agency buyers.
- Increase awareness of the State agencies and their buyers with the DBEs.
- Increase the dollar volume of contracts awarded to DBEs.
- Increase the number of DBEs.

#### **IX. 2007 Goals**

- Increase program awareness with State agency buyers.
- Increase the dollar volume of contracts awarded to DBEs
- Increase the number of contracts to DBE's. (Would like to see 7 contracts awarded in 2007)
- Increase the number of DBEs
- Develop a training plan for future DBE training
- Implement state recycle pilot project
- Work with DoA and DoP to develop a statewide recycling/shredding program

#### **X. Conclusion**

We thank the Governor's Office, the Department of Administration (DoA), the Division of Purchases (DoP), the State's agencies buyers and The Governor's Commission on Disabilities (GCD) for their cooperation in moving the DBE program forward. We look forward to working with them to make our program successful.

Going forward in 2007, we believe there are three key elements needed for making our program successful

- Maintain the staff support hours from the previous year. We need no less than 40% of staff support person's time in the next year to keep our program on track and moving forward.
- Continued commitment from the DoA, DoP and the State's buyers for our program. Our program simply can not be successful if we are not given the opportunity to submit bids. Given the opportunity the DBEs will win contracts and provide the State with high quality goods and services.
- Continued commitment from the DBEs to learning how the State purchasing system works and to marketing their goods and services to the State's buyers. In general, the DBEs produce quality goods and services at competitive pricing, and are a valuable asset to their customers.