

**OFFICE OF PROCUREMENT  
FROM  
COMMUNITY REHABILITATION PROGRAMS**

**ANNUAL REPORT**

**FY2008**

During FY2008 103 Community Rehabilitation Programs (CRP) were certified to provide products and/or services pursuant to Ohio Revised Code sections 125.60 through 125.6012. Of that number 74 had contracts to provide products and services to state agencies and political subdivisions. Each year the office of Procurement from Community Rehabilitation Programs requests information from the CRPs to assess outcomes and evaluate the effectiveness of the programs activities.

The data collected on program activities during FY2008 demonstrated encouraging results. When compared with FY2007, total sales decreased by .9% (9/10 of 1%) but other indicators increased dramatically. The number of direct labor hours worked by persons with work-limiting disabilities increased by 21.7% and the total number of persons with work-limiting disabilities having a work experience increased by 4%. In addition, wages paid to persons with work-limiting disabilities increased 34.5%. While it is true there was a 24% increase in the minimum wage, these results still point to a substantial increase in wages for people with work-limiting disabilities. The significance of these numbers becomes evident as one realizes that people with disabilities experience the highest unemployment rate of any minority group within the state.

Under the current legislation CRPs have been given more autonomy, and government agencies have experienced a cost savings as more and more CRPs self-represent. In order to sell their products and services to state and local government entities prior to FY2006, CRPs were required to perform as subcontractors of a central nonprofit corporation. During FY2006 – and into FY2007 – pilot programs tested self-representation. The success of those efforts resulted in the dramatic changes observed in the data of this most recent fiscal period. While the central nonprofit corporation no longer exists, CRPs can still elect to perform as a subcontractor to a certified agent. However, more and more CRPs are choosing to self-represent and during FY2008 this appears to be the primary reason for a reduction in sales and an increases in the employment indicators. In fact, the sales of CRPs self-representing climbed by more than 405% while there was a comparable 72.4% reduction in sales through an agent during the period. Since CRPs pay a commission for the services of an agent, the transition to self-representation resulted in a projected savings of more than \$1.9 million for state agencies and political subdivisions.

# OFFICE OF PROCUREMENT FROM CRPs

## FY2005 - FY2008

	FY2005	FY2006	FY2007	FY2008	Increase/Decrease '07 to '08
<b>Certified CRPs</b>	<b>103</b>	<b>101</b>	<b>101</b>	<b>103</b>	<b>+2.0%</b>
<b>Certified Agents</b>	<b>- 0 -</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>0.0%</b>
<b>Number of CRPs with Sales</b>	<b>77</b>	<b>72</b>	<b>71</b>	<b>74</b>	<b>+4.2%</b>
<b>Total Sales</b>	<b>\$34,936,203.00</b>	<b>\$37,097,500.00</b>	<b>\$37,483,982.12</b>	<b>\$37,161,502.23</b>	<b>-0.9%</b>
<b>Sales thru Agent</b>	<b>\$33,114,595.00</b>	<b>\$34,515,165.00</b>	<b>\$31,869,367.00</b>	<b>\$8,795,455.26</b>	<b>-72.4%</b>
<b>Sales thru Self-representation</b>	<b>\$1,821,608.00</b>	<b>\$2,582,335.00</b>	<b>\$5,614,615.12</b>	<b>\$28,366,046.97</b>	<b>+405.2%</b>
<b>Persons w/Work-Limiting Disabilities (PW-LD)</b>	<b>2,692</b>	<b>2,509</b>	<b>2,438</b>	<b>2,536</b>	<b>+4.0%</b>
<b>Total Direct Labor Hours by PW-LD</b>	<b>1,331,826.17</b>	<b>1,436,292.96</b>	<b>1,301,284.61</b>	<b>1,584,163.26</b>	<b>+21.7%</b>
<b>Number of Full Time Equivalent (FTE) Positions<sup>1</sup></b>	<b>640.30</b>	<b>690.53</b>	<b>625.62</b>	<b>761.62</b>	<b>+21.7%</b>
<b>Total Wages Paid to PW-LD</b>	<b>\$9,050,159.68</b>	<b>\$9,499,810.84</b>	<b>\$9,480,085.26</b>	<b>\$12,752,485.43</b>	<b>+34.5%</b>
<b>Average Hourly Wage Paid<sup>2</sup></b>	<b>\$6.80</b>	<b>\$6.61</b>	<b>\$7.29</b>	<b>\$8.05</b>	<b>+10.4%</b>
<b>Number of PW-LD Who Gained Experience and Transitioned to Community Employment<sup>3</sup></b>	<b>286</b>	<b>N/A</b>	<b>N/A</b>	<b>196</b>	<b>N/A</b>

This table provides the results of production by Ohio's citizens with work-limiting disabilities in the manufacture of products and the provision of services on all state and local government contracts administered by the Office of Procurement from Community Rehabilitation Programs. It compares the most recent four years, FY2005 through FY2008, and assesses the relationship of the most recent two years.

<sup>1</sup> Projected FTEs of PW-LD based on a 2080 hour year.

<sup>2</sup> Some CRPs have a U.S. Department of Labor certificate which permits the payment of commensurate wages based upon an individual's productivity.

<sup>3</sup> Data not calculated in years FY2006 and FY2007.