



The National Association for the Employment of People who are Blind

BSC Committee Update

Submitted by: Michael Monteferrante, VP BSCs

Included are two files from the recently held BSC Operators Best Practice Meeting in Kansas City. Most of the work during the last four months centered around making decisions at this meeting. 18 BSC agencies were represented. A special thanks to Eric Stueckrath and NAEPB Board Members Horton and Mabry for attending.

Key items accomplished and discussed:

Pricing Strategy – GSA Midpoint

Todd Tiaht Initiative – total understanding

Army GCSS Initiative

4 PL Program

Using BSCs to launch new products – Johnette Lee to chair committee

BSC Best Practices Committee Meeting
March 29-30, 2017
Hosted by Alphapointe

Embassy Suites by Hilton Kansas City Plaza
220 West 43rd Street
Kansas City, Missouri, 64111
816-756-1720

**Hotel Includes Breakfast...Please eat at the hotel and be ready
for Alphapointe Transportation to pick us up at 7:45 AM**

March 29, 2017
Alphapointe

7:45 A.M. – 8:15 A.M.

(Alphapointe Transportation from Hotel to Agency)

8:30 AM to 9:30 AM (Tour of Alphapointe) **Dustin Altic**

9:30 A.M. – 10:00 A.M. (Opening Remarks)...
David Horton, Michael Monteferrante,
Bill Blackton & Ken Barnett

10:00 A.M. – 11:00 A.M. (Standardized AbilityOne Product Pricing)
Bill Blackton, Buddy Sell & Ken Barnett

11:00 A.M. – 12:00 P.M (Army GCSS Initiative)
Bill Blackton, Tommy Thomas, Buddy Sell, Mike Stine

12:00 P.M. – 1:00 P.M. (Lunch**)**

1:00 P.M. – 2:00 P.M. (BSC Legislative Initiative)
Todd Tiahrt

**2:00 P.M. – 2:45 P.M. (Agency Updates, Fleet Readiness Center Updates,
GSA 4PL Test Pilot Update)**
All, LCI, VIB, ECVV, SEA, Envision and Alphapointe

2:45 P.M. – 3:00 P.M. (Break)

3:00 P.M. – 3:30 P.M. (Alabama Product Presentation)
Cathy West

3:30 P.M. – 4:30 P.M. (Hewlett Packard Presentation)
Rhonda Brooks & Conrad Hill

6:15 P.M. (Dinner Sponsored by HP)

Gram & Dun

600 Ward Parkway, Kansas City MO 64112

Phone: 816-389-2900

<http://gramanddun.com/>

March 30, 2017

**Hotel Includes Breakfast...Please eat at the hotel and be ready for
Alphapointe Transportation to pick us up at 8:00 AM**

**8:45 A.M. – 9:30 A.M. (Opening Remarks/Discussion
from Previous Day) Bill Blackton, Ken Barnett**

9:30 AM. – 10:15 A.M. (NIB Update: Blind Labor, AO Sales %, etc.)
Tommy Thomas & Mike Stine

10:15 AM – 10:45 AM (Alphapointe Product Presentation)
Dustin Altic

10:45 A.M. – 11:00 A.M. (Customer Online/Ecommerce Ordering) All

11:00 A.M. – 12:00 P.M. (Open Discussion) All

12:00 P.M. – 1:00 P.M. (Box Lunch)

Next Meeting...In Conjunction with the Fall Conference

**2017 NIB/NAEPB National Conference and Expo
October 4-6, 2017**

**Crystal Gateway Marriott
Arlington, Virginia**



Best Practices Meeting Committee Meeting

March 29, 2017

BSC Legislative Initiative

Todd Tiahrt

Member of Congress

1995 to 2011

BSC Legislative Initiative



- Purpose: Increase revenue for Base Supply Centers
- Methodology
 - Build awareness of the challenges facing BSCs
 - Pursue support from Members of Congress and their staffs
 - Developed proposed language to measure BSC transactions
 - Place BSCs on same par as various Small Businesses
 - Work with Congress for passage of legislative language to measure AbilityOne/BSC success
 - Monitor and work with Administration to incorporate Congressional language into regulatory practices and procedures friendly to BSCs

Coordinated Effort NAEPB/NIB



- Primary Contacts
 - Michael Monteferrante, Envision
 - David Horton, WSIFB
- National Industries for the Blind
 - Kevin Lynch, President and CEO
 - Rick Webster, Vice President of Public Policy
- Appreciated Support from BSC Operators
 - Fred Puente and Ken Barnett, BISM
 - Capitol Hill visitation support
 - Tentative BSC visit from Hill staff

Background on Metrics



- Small business activity is measured by the federal government
- Small business participation is a priority for the federal government
 - Metrics for various small businesses on standard purchase forms

10. THIS ACQUISITION IS		<input type="checkbox"/> UNRESTRICTED OR	<input type="checkbox"/> SET ASIDE:	% FOR:
<input type="checkbox"/> SMALL BUSINESS	<input type="checkbox"/> HUBZONE SMALL BUSINESS	<input type="checkbox"/> SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS	<input type="checkbox"/> WOMEN-OWNED SMALL BUSINESS (WOSB) ELIGIBLE UNDER THE WOMEN-OWNED SMALL BUSINESS PROGRAM	<input type="checkbox"/> EDWOSB
			NAICS:	SIZE STANDARD:
			<input type="checkbox"/> 8 (A)	
				13b. RATING

- Original Equipment Manufacturers receive small business participation pass downs in government contracts
 - Contract percentage dedicated to small business though set asides
- Both the House and Senate have small business committees
- Gaining the attention of government purchasers must come through metrics for AbilityOne/BSCs.

BSC Legislative Challenges



- Washington has many moving parts
 - 435 Members of the House, each has multiple responsibilities
 - Washington responsibilities (voting, committees, correspondence, legislation)
 - Constituents in District (travel in District, town hall meetings, visits to businesses, local governments, schools, etc.)
 - Fundraising for next campaign (elections every two years)
 - 100 Members of the Senate
 - Similar challenges but only 1/3 of the Senate is up for election every two years
 - Larger staff to deal with statewide constituents (more time demands than House Members)
 - Thousands of Hill staff
 - Take direction from Members of Congress
 - View AbilityOne/BSCs viewed as proportional to budget (\$6M AbilityOne Commission budget vs \$618B DOD budget)
 - Schedule is nearly impossible to predict
 - Each term there is over 8000 legislative actions (bills, resolutions and amendments)
 - Committee actions often driven by politics rather than responsibilities
 - Administration
 - WH/OMB/DOD/GSA

Focused Legislative Effort



- Focus is on six Key Congressional Committees
 - House and Senate Armed Services Committees
 - (HASC and SASC)
 - Both committees impact Federal Acquisition Regulations (FAR)
 - House Committee on Government Oversight and Reform
 - Oversee government functions including procurement practices
 - Review FAR and General Services Administration Acquisition Manual (GSAM)
 - Senate Committee on Homeland Security and Government Affairs
 - Oversight issues similar to House OGR
 - House and Senate Appropriations Committees
 - Both appropriations committees often include report language to direct agencies to carry out the will of Congress

Legislative Contacts



- Visits to Key Congressional Committees
 - Ongoing communications with HASC, SASC, House and Senate Appropriations, House and House Committee on Government Oversight and Reform
 - Senate Committee on Homeland Security and Government Affairs scheduled for 04/07/2017
 - Focus on Committee Chairman, Ranking Members and their staff
- Visits to Congressional offices
 - Over 100 Congressional offices have had direct contact
 - Each office has received back ground information and proposed language
 - Continue Congressional outreach

Legislative Tool – Whitepaper



- White Paper: *Consideration for Establishing Base Supply Centers and AbilityOne Supplies and Services as a Priority* dated 03/20/2017 (Available upon request)
- Contents:
 - Background of statutory and regulatory obligations (government purchasing priorities)
 - Key challenges facing BSCs
 - Proposed solution of metrics for AbilityOne/BSCs
 - Draft legislative language
 - Summary
- Purpose: Consistent message distributed to Congressional Members and staff

Legislative Goals



- This is not an attempt to modify or amend the Javits Wagner O'Day Act (JWOD)
 - The goal is for acknowledgement of obligations under current law and the existing regulations
 - By engagement of metrics for AbilityOne/BSCs will create an awareness of the obligations that exist in regulations that is not always recognized today.
- Proposed Language
 - Seeking Report Language (vs Bill language) to express the will of Congress to measure BSC transactions similar to small business
 - Working with Sen. Inhofe's office to "tighten up the language" (Chair of SASC Subcommittee on Readiness and Management Support)
 - Working with Rep. Chaffetz's Senior Counsel on "clarifying language" (Chair of House Oversight and Government Reform (OGR))
 - Working with Rep. Smith move the language forward (HASC Ranking Member)
 - Working with John Duncan move the language forward (OGR Senior Republican)
- Legislative Vehicles
 - SASC / HASC pass the annual National Defense Authorization Act
 - Government Oversight various bills through term impacting regulations
 - House and Senate Appropriations bills fund the federal government

Near Term Actions



- Continue outreach with proposed language and Whitepaper to Members of Congress
 - Common awareness so no vote goes uninformed
- Work with targeted committees to request refined proposed language and research legislative vehicles
- Invite Members and staff to visit a nearby BSC
 - Tentative visit date for House OGR staff (Majority and Minority)
 - April 24 visit to Andrews AFB BSC (BISM facility)
- Letters of support from Members of Congress to targeted committee Chairs
- Grow AbilityOne Champions
 - 111 House Members are AbilityOne Champions (26%)
 - 35 Senators are AbilityOne Champions (35%)

Grow Ability One Champions



- TO BECOME AN ABILITYONE CHAMPION, THE FOLLOWING CRITERIA MUST BE MET*:
 - Meet with an AbilityOne Program associated nonprofit agency representative in your Washington, D.C., office.
 - Visit an AbilityOne Program associated nonprofit agency employment location and meet employees who are blind producing products or providing services for federal agency customers.
 - Purchase and use SKILCRAFT® and other products produced through the AbilityOne Program in your office.
 - Support the AbilityOne Program through a letter, statement of support via social media channels, press conference or Congressional Record statement, introduction to a federal agency or sponsorship of legislation.

* Requirements established by NIB

Summary



- Working in a coordinated effort
- Proposing language for metrics of AbilityOne/BSC transactions
- Direct contact with Members of Congress and their staff
 - Refined language for AbilityOne/BSC metrics
 - Investigate legislative vehicles for metrics language
- Focus on Chairmen/Ranking Members of targeted Committees and committee staff
 - Most likely committees with most acceptable legislative vehicles
- Inviting key Members and staff to visit a local DC BSC
- Encouraging Members to visit NAEPB agencies in their respective areas
- Growing AbilityOne Champions

2017 Congressional Calendar - House



HOUSE CALENDAR

MAJORITY LEADER KEVIN McCARTHY 115TH CONGRESS, FIRST SESSION

JANUARY							FEBRUARY							MARCH						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
22	23	24	25	26	27	28	29	30	31											
APRIL							MAY							JUNE						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
						1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30						
JULY							AUGUST							SEPTEMBER						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
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16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31					
OCTOBER							NOVEMBER							DECEMBER						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
22	23	24	25	26	27	28	29	30	31											
														31						

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FREEDOM | OPPORTUNITY | ACCOUNTABILITY

Members Targeted for Champions



- 111 Member of the House and 35 Senators are AbilityOne Champions
- Targeted House Members
 - Congresswoman Claudia Tenny
 - Congresswoman Virginia Foxx
 - Congressman Blake Farenthold
 - Congressman John Sarbanes
 - Congressman Mike Johnson
- Targeted Senators
 - Senator Kirsten E. Gillibrand
 - Senator Ted Cruz
 - Senator Tammy Baldwin
 - Senator Ron Johnson
 - Senator Roy Blunt
 - Senator Claire McCaskill
 - Senator Richard Shelby
 - Senator Luther Strange
 - Senator Chris Van Hollen
 - Senator Bill Cassidy
 - Senator John Kennedy
 - Senator Mike Rounds

Questions to answer



- Who will introduce the amendment?
- Who will you be working with to have the amendment drafted?
- Who will be working the committee with you to get the amendment passed?
- When will it be introduced? What are the advantages of submitting it then versus earlier (or later) in the Congressional Session?
- What will the language in the amendment look like?
- What bill(s) will it be attached to?
- How long will it take to get the amendment passed/ (provide your best estimate)?
- How much support do you believe that you have from the committee that will be considering the amendment?
- Who will be your opponents on the amendment? Why will they be opposed? (What will their arguments be based upon?)
- Do you need help from the BAC's (staff) to persuade the committee members?