BSC Committee Report – NIB Conference

The BSC Team conducts monthly conference calls for all BSC Operators to review program sales and employment, performance metrics, marketing activities and discuss issues affecting the success of the BSC program. Below are updates for some of the ongoing initiatives.

Sales & Employment:

There are 10 BVI (Blind and Visually Impaired) vacancies. Since last month, there was 1 vacancy filled and 3 vacancies created. Two vacancies are approaching the end of the 6-month grace period. Active recruitment efforts are documented by agencies with vacancies.
There are 29 managers, 204 direct labor positions, and 48 off-site BSC support positions, totaling 281 positions within the BSC Program filled by employees who are blind, visually impaired, or have a disability.

Sales by Category YTD (Through August) FY24:

Note the below analysis is subject to change, pending receipt of one quarter of an agency's reporting.

- AbilityOne sales were down 1.97% over FY23.
- Commercial sales were up 5.22% over FY23.
- HAZMAT sales were up 12.39% over FY23.
- IEE sales were down 16.79% over FY23.
- Total sales were down 2.13% over FY23.

AbilityOne Ratio:

The overall AbilityOne ratio is 24.2%. Sales reported as HAZMAT, IEE, COCESS, and COPARS are not included in this calculation.

- 12 of 18 operators reported AbilityOne ratios under 25%, 7 are between 20-25%, and 1 is in the single digits.
- 64 of 161 BSC stores had ratios over 25%.
- 6 of 161 BSC stores had a ratio in the single digits.

Base Supply Center Excellence Awards:

NIB extends sincerest congratulations to the FY 2024 BSC Excellence Award winners, that will be recognized for their strong Best Practices scores, AbilityOne Ratios, and employment of individuals who are blind or visually impaired. This year's award winners are the Fort Jackson BSC operated by LC Industries, Department of Energy BSC operated by IFB Solutions, and the Travis Air Force Base BSC operated by South Texas Lighthouse for the Blind.

AbilityOne Procurement Guide:

Commission staff indicated they are updating the AbilityOne Procurement guide and that most of the language from the NIB BSC and BSC Operators' proposed memo will be included in this guide. Proposed language references where BSCs fall in terms of the FAR. In August, the Commission reported that this guide is on track and in review by the Commission's legal team.

Defense Logistics Agency Tailored Logistics Support Program (DLA-TLSP):
There are 16 BSC Operating agencies participating in DLA-TLSP. The last CPARS rating period ended in April. Period 2 of the DLA-TLSP contract ends on April 20, 2025. October 1, 2023, through September 24, 2024, DLA has awarded 56 contracts to 9 agencies, totaling over $23.8 million.

BSC Director/Program Manager Visits:
NIB's CEO and BSC team visited the U.S. Naval Academy BSC's Grand Opening event on 8/8. The Director of the BSC Program visited Aberdeen Proving Ground BSC on 8/20, Dover AFB BSC on 8/21, Joint Base Andrews BSC on 8/22, and Fort Gregg-Adams BSC on 9/10. The Program Manager of the BSC Program visited Joint Base Anacostia-Bolling BSC on 9/11.

New BSC Locations Added to Procurement List (PL):
Lakehurst COPARS was effective 01/07 with Bestwork Industries. Altus COCESS was effective 07/28 with South Texas Lighthouse. Navy Ships Stores Resupply was effective 08/04 with South Texas Lighthouse as prime contractor. Hanscom COCESS was effective 08/19 with Industries for the Blind and Visually Impaired.
There are several additions in development for FY25 PL addition.

Compliance Audit FY24 Summary through Aug:

- 17 agencies, 55 store visits
- 16 BSCs had Best Practice scores lower than 95%
- 3 BSCs were not compliant with the ETS (Essentially the Same) policy
    - Total of 12 ETS were found
- 4 BSCs had no blind labor at the time of the visit
- 24 BSCs with AbilityOne sales below 25%
- 20 with AbilityOne active items below 50%
- 35 with AbilityOne active items 50% or higher
- No pricing issues identified