BSC Committee Report – February 26, 2025

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 a total of 7 vacancies currently, 3 reached or exceeded the 6-month grace period but have not hit the 12-month period deadline. All have recruitment plans in place.

Sales by Category YTD FY25 through January:

- AbilityOne sales are up 2.8% over FY24.
- Commercial sales are up 20.6% over FY24.
- HAZMAT Sales are up 2.5% over FY24.
- IEE Sales are up 14.6% over FY24.
- Total Sales are up 15.0% over FY24.

AbilityOne Ratios:

- The overall AbilityOne ratio stands at 23.8% YTD FY25. That is 1.2% below the 25% AbilityOne sales target and an improvement over last month.
- 10 of 19 operators reported overall ratios over 25%.
- 83 of 158 BSCs had ratios above 25% (excludes COCESS COPARS), 5 more than December.
- 10 BSCs had ratios in the single digits (excludes COCESS & COPARS).

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. At the end of calendar year 2024, the request was escalated to NIB's CEO as it stalled at the Commission to plan a meeting – no date has been set.

DLA/TLS: There are 16 BSC Operators participating in this program. The last CPARS rating period ended in April 2024. NIB shared top selling commercial and AbilityOne product lists with DLA and recommended that DLA query operators on what other products are requested but unable to be procured, be it exceeding MPT or not being a part of the TLSP (Tailored Logistics Support Program). Q1 was slow and recently there has been an uptick in awards.

BSC Director/Program Manager Visits: The BSC Team did not conduct a BSC visit this month. A travel schedule is in development.

New BSC Locations: There are several additions in active development for FY25. This includes the Joint Base Andrews Individual Equipment Element (IEE), and the opening of some locations that are already on the PL, such as a BSC at Fort Sam Houston.

BSC Best Practices Semi-Annual Meeting: BSC Operators are hosting the in person BSC Operators Semi-Annual Meeting in Cincinnati, OH, at Cincinnati Association for the Blind & Visually Impaired (CABVI). There will be the option to virtually join as well.

- 14 April: Travel Day/Arrivals
- 15 April: Full Day Meeting
- 16 April: Half Day Meeting, Optional Wright Patterson AFB BSC Visit
- 17 April: Travel Day/Departures

Compliance Audit FY25 Summary through January:

- 4 agencies, 10 store visits
- 2 BSCs had Best Practice scores lower than 95%
- None of the BSCs had ETS (Essentially the Same) policy violations
- All BSCs had blind labor equal to or greater than EDLH requirement
- 3 BSCs had AbilityOne sales below 25%
- None of the BSCs had AbilityOne active items below 50%
- All BSCs had AbilityOne active items 50% or higher
- No pricing issues identified