BSC Committee Report – Through July FY24

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 8 BVI (Blind and Visually Impaired) vacancies. There was 1 vacancy filled over the past month. Active recruitment efforts have been documented by agencies with vacancies. The following BSC locations have vacancies that approached or are approaching the end of the 6-month grace period: Camp Shelby, West Point, Crane NSA. There are 27 managers, 204 direct labor positions, and 53 off-site BSC support positions, totaling 284 positions within the BSC Program filled by employees who are blind, visually impaired, or have a disability.

Sales by Category YTD (Through June) FY24

*** Note: One BSC operator has been unable to report on June sales. Below comparisons are estimated based on current and historical performance data.**

- AbilityOne sales were down 0.7% over FY23.
- Commercial sales were up 6% over FY23.
- HAZMAT sales were up 14% over FY23.
- IEE sales were down 16% over FY23.
- Total sales were flat at -0.6% over FY23.

AbilityOne Ratio: The overall AbilityOne ratio is 24.6%. Sales reported as HAZMAT, IEE, COCESS, and COPARS are not included in this calculation.

- 10 of 19 operators had AbilityOne ratios above 25%.
- 75 of 161 BSC stores had ratios over 25%.
- 9 of 161 BSC stores had a ratio in the single digits.

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. As of 7/16, the guide is on track and in review by Commission legal.

Air Force:

- First Look: Some BSC Operators are participating in the VIT First Look marketplace and/or the NDVSB/EPS First Look marketplace. VIT has begun outreach to participating operators to renew annual contracts. NDVSB/EPS is part of GSA's Commercial Platforms Program. Some AbilityOne Distributors (including BSC Operators) are in discussion with NDVSB/EPS on joining this platform.
- Above MPT Purchases: Air Force ABORS (Lee and Doug) will continue strategizing with other AF ABORs and Contracting Squadrons (CONS) on use of BSCs as a procurement option above MPT. ABORS recommended BSC Operators engage with local CONS to put

BPAs (Blanket Purchase Agreement) (or other contracting vehicles) in place to allow cardholder purchases above MPT.

Defense Logistics Agency Tailored Logistics Support Program (DLA/TLS): There are 16 BSC Operators participating in this program. The last CPARS rating period ended in April. DLA held IPRs that ended on 7/3. Overall feedback indicates improvements in responsiveness, on time delivery, and complete order receipt than last IPRs. 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.

Army:

- Army has confirmed they will promote BSCs before any other open market option. The decline in sales at Army BSCs may be attributed to reduced deployments and Contingency Operations Budgets, as well as increased competition for the remaining dollars. GCSS-A may play a role, especially at training bases. In June and July, some BSC operators shared that different instructions provided by base contracting may be alleviating some concerns.
- First Stop: Cardholder instruction is to first go to the brick-and-mortar BSC on base, then the BSC ecommerce site, then to NDVSB/AAFES First Stop marketplace, and lastly to open market sources. Cardholder education will continue to be addressed during training sessions and GPC (Government Purchase Card) management reviews.

BSC Director/Program Manager Visits: NIB's CEO and BSC team visited Fort Detrick for the BSC's 15th anniversary event on 6/12.

New BSC Locations: Lakehurst COPARS was added to PL (Procurement List), effective 01/07, with Bestwork Industries. Altus COCESS will be effective on 07/28 with South Texas Lighthouse. Navy Ships Stores Resupply will be effective on 08/04 with South Texas Lighthouse as prime contractor. Hanscom COCESS will be effective on 08/18 with Industries for the Blind and Visually Impaired. There are several additions in active development for FY25 addition.

Compliance Audit FY24 Summary through June:

- 11 agencies, 33 store visits
- 8 BSCs had Best Practice scores lower than 95%
- 2 BSCs were not compliant with the ETS (Essentially the Same) policy
    - Total of 11 ETS were found
- 4 BSC had no blind labor at the time of the visit
- 14 BSCs with AbilityOne sales below 25%
- 10 with AbilityOne active items below 50%
- 18 with AbilityOne active items 50% or higher
- No pricing issues identified