The National Association for the Employment of People who are Blind

NAEPB/NIB Operations Subcommittee Updates as of July 19, 2024

Joint Commodity: Brian Patchett (NPA), Amanda Alderson (NIB), Shawn Spengler (NIB)

Major Challenge or Accomplishments:

- The survey was sent out, completed and the results are in.

Significant Updates:

- There were no surprises in the results of the survey. Communication is a point that is brought up a lot throughout the survey responses.
- 70% of the agencies that responded said that they are interested in quarterly subcommittee meetings.
- Numbers below reflect FY23 Oct-May sales vs FY 24 Oct-May sales
- Commodities as a total are up 2%

	% Difference
Commodity Food Service	13%
Household Item	3%
JanSan	14%
MRO	20%
Office Products	-10%
Writing Instruments	-17%

Action Items:

- Go over the results with the subcommittee to see how we would like to present this information.

Jan/San Working Group: Blake Lohnes and Shelley Foust

Major Challenge or Accomplishments:

- Implementation of US AbilityOne Commission Policy 51.542. Nonprofit Agency Use of AbilityOne Products in the Performance of AbilityOne Service Contracts.
- Phase I: Began October 1, 2022
- Phase II: Began October 1, 2023

Significant Updates:

- FY24 Projections and Results
  - 182 Live contracts FY24 Q1-Q3
  - 108 Projected to go live in FY24-Q4

Action Items:

- On-going collaboration between NIB and SourceAmerica
- Proposed FY25 Implementation plan to the Commission to include all PL service contracts regardless of line of business or contract value
- Quarterly SA NPA training sessions as well as contract specific Q & A Sessions

- On-going compliance monitoring and sales reporting by CNAs
- Increased outreach for additional training to specific NPAs with no or low sales
- On-going Distributor training and engagement of sales teams and customer events
- ABOR and Federal contracting training to include GSA PBS
- Environmental attributes and SDS updated for chemicals/soap on AbilityOneCatalog.com
- Future marketing/educational tools for Federal Contracting

TAG: George Tobler and Gary Colello

Major Challenge or Accomplishments:

- Delinquencies
    - Monitoring since January 2023
    - Healthy reduction continuing in CY24 after seeing steady increases throughout CY23.
    - From a high of almost $27M, the delinquency total at the end of June is $14M.

Significant Updates:

- Textiles Apparel Group (TAG) Met in Philadelphia June 11-13.
    - Largest TAG ever … over 200 registered and attended.
    - Shared event with Source America.
    - DLA-Troop Support, Clothing & Textiles full support with Acquisition, Technical, and Quality Assurance AB1 teams represented.
    - Service, Industry, CNA, and NPA representation providing very positive feedback.

Action Items:

- The semi-annual NIB only TAG Conference.
    - Will be held in early December at an NPA (TBD).
    - Focus on best practices, Blind employment, and PDP preparation.
    - Development of the Equipment and machinery availability shared repository.

Military Resale: Julie Cooper and Anne-Marie Wallace

Major Challenge or Accomplishments:

- DeCA FY 24 sales through June plus 4.03%.
- DeCA FY 24 savings standard 25.6%
- Supply Chain constraints impacting competitive pricing for MR products.

Significant Updates:

- DeCA established benchmarks for slow mover items. Impacted MR assortment. Deleted items were changed to active. NIB is working with DeCA to refine the process for the MR DeCA assortment.

Action Items:

- Supply chain constraints - need for alternative solutions and management of product assortment.
    - Test on moving selected SKILCRAFT items to cross docking distribution method started. Reviewing option of transition to produce house distribution.
    - Produce house alternative test going well. Eliminates slow mover.
    - Considering other alternative solutions.
    - Current and forthcoming new items must consider supply chain constraints and costs associated with slowing moving inventory.
    - Reducing duplications and slow-moving items.

Pricing Subcommittee: Ken Fernald, Jenn King, Kevin Campbell and Brian Ganzert

Major Challenge or Accomplishments:

- First, the Subcommittee would like to recognize Jim Kerlin for his hard work and support in the pricing initiative. In late June, Ken Fernald and Jenn King assumed the roles alongside Kevin Campbell and Brian Ganzert.
- In late June, the Subcommittee gathered back again after some time. GSA Region 7 price change cycle proved problematic for NIB as prices were inflated. Inappropriate ETS and incorrect unit of issue were used in conducting the market survey. NIB embarked on updating the pricing tool methodology and implemented controls for the market survey. NIB launched the updated methodology during the GSA Region 2 APC cycle with limited visibility from the subcommittee. The subcommittee asked for a review of the new methodology to understand it.
- The Commission verified that the new PLIMs 2.0 system will accommodate the FMP Commission field without a commitment on the implementation date unfortunately.
- We reiterate that once the body of work from the Pricing Strategy Subcommittee occurs, all recognize the need to tackle the out-of-cycle price change process.

Significant Updates:

- NIB made changes to the commodity pricing tool. The subcommittee needs to review, understand and discuss the changes.

Action Items:

- The subcommittee will meet on July 23rd to review the proposed methodology changes. The subcommittee will need to discuss the changes and determine the road ahead.

Service Level Working Group: Cinthya Mabee and Annelie Eyre

Major Challenge or Accomplishments:

- In June 2024, Jon Katz extended an invitation to the NIB NPA's to join the SLWG as team members move on to join other NAEPB focus groups. To date, we have confirmed Alex Keiser (OHI) to commit. We will continue to search for replacement team members.
- NPAs have maintained an average of 90% or greater for the past 6 months for non-PE NSNs.
- Year-over-year service levels for the past 3 months improved by 8%.

Report Month	On-Time %	Report Month	On-Time %
May-24	94.27%	May-23	83.74%
Jun-24	93.77%	Jun-23	87.52%
Jul-24	91.60%	Jul-23	86.99%
	93.77%		87.52%

Significant Updates:

- In April 2024, Cinthya Mabee, Vice President of Sales and Development, South Texas Lighthouse for the Blind graciously volunteered to serve as the new NAEPB co-chair of the SLWG.
- In July, all NIB (41) and SA (28) NPAs provided monthly KPI reports for GSA sponsored non-PE commodities.
- There has been a steady increase of accurate submissions since updating the template since November 2023. Additionally, reports are being submitted with minimal errors.

- NPA template checklist is delivered to each NPA as part of the monthly email to remind the NPAs of the report due date.

Action Items:

- Continue to find replacement NPA members to join SLWG.
- Development of a mentoring program.
- Enhance the monthly scorecard format based on NPA feedback.

ETS: Joshua Glaze and David Barrett

Major Challenge or Accomplishments:

- Stood the subcommittee up with initial meeting occurring on June 17, 2024

Significant Updates:

- Initial roster of 13 members (expect this to raise and fall early in the tenure)
- Established two working groups with overarching goals
    - ETS/A1 education for NPAs, sellers, and buyers
    - Identify largest areas of leakage and strategize efforts to reduce

Action Items:

- Next meeting scheduled for July 18, 2024
- Working groups to establish clear strategies and path forward