



**Providing Quality Products and Services  
Produced by Florida Citizens with  
Disabilities**

**July 1, 2004 – June 30, 2005**

**IN ACCORDANCE WITH ITN NO. 13-914-000-E,  
THE FLORIDA ASSOCIATION OF REHABILITATION FACILITIES, INC.  
RESPECT OF FLORIDA  
SUBMITS THE  
CENTRAL NONPROFIT AGENCY FY 2004-2005 ANNUAL REPORT  
TO THE  
FLORIDA DEPARTMENT OF MANAGEMENT SERVICES**

**RESPECT of Florida  
(An entity of the Florida ARF)**



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## INTRODUCTION

RESPECT of Florida is a preferential purchasing program established by the Florida Legislature in 1974 through Chapters 413.032-413.037, Florida Statutes. The purpose of RESPECT is to encourage and assist individuals with severe disabilities to achieve maximum personal independence through useful, productive, and gainful employment by assuring an expanded and constant market for their products and services.

The statute directs state agencies to purchase certain products and services from participating qualified nonprofit agencies throughout Florida employing individuals who have severe disabilities. The idea is simple: state and local government agencies purchase products and services they already need from Florida-based nonprofit community organizations employing persons with disabilities. Under RESPECT, persons with disabilities, governmental agencies, and Florida citizens all win. Here is how:

- Meaningful employment is created for individuals with severe disabilities whose opportunities are otherwise limited;
- Government receives quality products and services at a fair market price determined by the Department of Management Services; and
- Florida and its populace benefit by having fewer citizens dependent upon welfare and other tax-supported subsidies, and the state experiences economic growth as a result.

The purchase of these products or services is made available by RESPECT of Florida, the designated Central Nonprofit Agency and an entity of the Florida Association of Rehabilitation Facilities, Inc.

RESPECT is an example of privatized government operating at its best, requiring no direct state funding for operation. Jobs include packaging, janitorial and grounds maintenance, coin collection, electronic assembly, and various office employment opportunities. RESPECT of Florida has affirmed that citizens with disabilities are capable of competing in any industry if given the opportunity.

In terms of revenue, RESPECT sales remained somewhat level due to the dynamic issues of state budget constraints, restructuring and privatization initiatives. In all, this year can be characterized as a "challenging" year. In spite of these challenges, RESPECT product sales generated \$4,901,495.88 and service contracts generated \$18,272,573.72, which enabled 1660 persons with disabilities to be employed through the RESPECT program.





During this period there were 48 DMS certified nonprofit agencies located throughout the State of Florida.

The RESPECT Oversight Committee, a cross-section of employment center representatives that oversees operations and discusses important state use issues and developments, remained active and was instrumental in drafting the contract between Florida ARF and the Department of Management Services entitled ITN No. 13-914-000-E, which was signed in July 2004. The committee continues to meet on a quarterly basis. We foresee the RESPECT Oversight Committee remaining actively involved in exploring new employment opportunities for Florida citizens with disabilities. Three targeted surveys were conducted to solicit feedback from our customers, employment centers and most importantly the individuals we serve. Results of the surveys were overwhelmingly positive and are included for review.

Below are the "standards and indicators," as stated in the contract, that the service provider shall achieve in order to increase employment in integrated settings of those individuals who are blind or have other severe disabilities:

- 1) Place 5% of individuals with disabilities into competitive and supported employment annually (17.5% were placed);
- 2) Maintain placement of at least 25% of individuals with disabilities in supported employment annually (40% placement was maintained);
- 3) Increase the number of employment centers by one annually (increased by 7);
- 4) Increase the number of individuals being served by 5% annually (increased by 2%); and
- 5) Increase the hourly wage by 3% annually (increased by .6%).

Listed below are the "performance measures" as stated in the contract that will be evaluated annually:

- 1) Increase gross revenue by 5% annually (increased by 4%);
- 2) Achieve a minimum score of 90% on customer satisfaction survey (achieved a score of 97%);
- 3) Achieve a minimum score of 90% on employee satisfaction survey (achieved a score of 93%);
- 4) Achieve a minimum score of 90% on employment center satisfaction survey (achieved a score of 98%);
- 5) Achieve a minimum score of 90% on satisfaction survey conducted by DMS annually; and
- 6) Increase the number of employment center employees receiving benefits by 3% annually (increased by 14%).





Marketing hit an all-time high due in part to the services provided by The Macsata-Kornegay Group, Inc, a marketing and public relations firm based in Miami. The group assisted RESPECT of Florida with its educational program advancing the mission of Florida's State Use program, and served to heighten general public awareness.

The marketing plan targeted several key areas, including the general public, policy makers, customers, and stakeholders to solidify support for RESPECT of Florida. News media, procurement officers, as well as general business officers are provided information as part of the overall plan to raise visibility.

The Macsata-Kornegay Group, Inc. also assisted employment centers with their marketing and public relation needs this past year. There was also a significant increase in registrants for Club 413, a loyalty-based program that shares RESPECT highlights and information with its members on a regular basis. This site now "touches" nearly 4200 VIP users and has become an integral part of the marketing of products and services for RESPECT of Florida.

We are excited about what we have in place and look forward to meeting any challenges head-on. We are committed to working closely with the Department of Management Services to improve RESPECT of Florida. We will continue to pursue all avenues that lead to increased job opportunities for Florida citizens with disabilities.





## The RESPECT of Florida Team

### SERVICE CONTRACTING

Aubrey Goff, Northeast Project Manager  
John Maslar, Northwest Project Manager  
Nancy Perlman, Service Contracts Administrator  
Nancy Robertson, South Florida Project Manager  
Bob Scripter, Service Contracts Director

### PRODUCT MARKETING — CUSTOMER SERVICE

Erin Albertson, IT Administrator  
Randy Borges, Products Manager  
Joan Cobb, Customer Service Coordinator

### PROGRAM SUPPORT

Patty Allen, Accounting Supervisor  
John Bruntlett, Human and Physical Resources Director  
Terry Farmer, President/CEO  
Faith Mitchell, Fiscal Assistant  
Cyndi Schumaker, Administrative Assistant  
Michelle Stephens, Senior Accountant





## RESPECT OF FLORIDA RESPONSIBILITIES

- Represent participating nonprofit agencies to DMS
- Represent participating nonprofit agencies to government agencies
- Recommend products and services to DMS
- Negotiate contracts with government agencies
- Process purchase orders from government agencies
- Invoice government agencies for products and services provided
- Administration and reporting
- Provide technical assistance and training to participating nonprofit agencies
- Maintain nonprofit agencies' annual DMS certification
- Develop marketing packages of products and services for government agencies
- Monitor quality of products and services
- Conduct annual satisfaction surveys (employee, nonprofit agency, customer)
- Maintain RESPECT of Florida Web site
- Maintain all standards, indicators, and measures as required in the contract between DMS and RESPECT of Florida





## DEPARTMENT OF MANAGEMENT SERVICES RESPONSIBILITIES

- Support RESPECT of Florida
- Designate a DMS liaison for RESPECT of Florida
- Designate products and services to be procured by government agencies
- Participate in service provider coordination
- Determine fair market prices for designated products and services
- Assist the service provider in making program improvements
- Monitor the procurement list for duplications
- Assign products and service contracts to qualified nonprofit agencies
- Certify nonprofit agencies as qualified to participate in the program
- Assist the service provider with awards and recognition at state venues
- Establish rules and procedures necessary to operate the program



## 2004 AWARDS: RESPECT OF FLORIDA EMPLOYEES OF THE YEAR

### Products Division



**Roderick "Bobby" Smith**  
***Work Oriented Rehabilitation Center***

Bobby Smith was selected as RESPECT of Florida's Employee of the Year, Products Division. Bobby has worked at W.O.R.C. for 33 years producing chair mats, corkboards, stakes and picture frames. He is very dependable, helpful, and produces quality work. Bobby sets a great example for his co-workers.

### Services Division



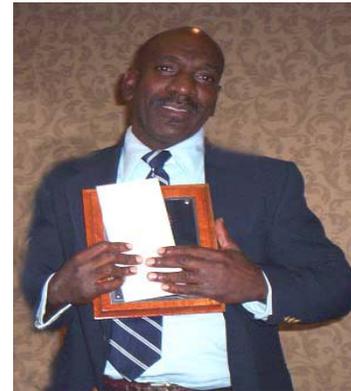
**Shawn Kerr**  
***Jackson County ARC***

Shawn Kerr was awarded RESPECT of Florida's Employee of the Year, Services Division. Shawn has worked at JCARC for three years providing lawn services at state parks. His peers consider him a team leader and respect his judgment. Shawn is an inspiration to others.



**MOST IMPROVED EMPLOYEE  
OF THE YEAR**

Darrell Parish, Of Quest, Inc. received the award for the Most Improved Employee of the Year. Darrell has been with Quest for 7 months and works on the Orange County Parks Enclave. He is a team player with a positive attitude.



**ROOKIE EMPLOYEE  
OF THE YEAR**

Dennis Byrd of CARC-Advocates for Citizens with Disabilities was chosen as the Rookie Employee of the Year. He has worked at an interstate rest area for over one year. Dennis is industrious, helpful and dependable.



## 2004 AWARDS

### OUTSTANDING EMPLOYEES OF THE YEAR

**Terri Smith**  
*ACT Corporation*

**Larry Andrews**  
*ARC Santa Rosa*

**Luanne Daughtry**  
*ARC Washington-  
Holmes*

**Dameon Forrester**  
*Goodwill of Broward  
Co.*

**Nowell Hill**  
*MACtown*

**Gerald Jackson**  
*MacDonald  
Training Center*

**David Jordan  
Grayland Rolle**  
*Quest, Inc.*

**Matthew Sankey  
Terrance Simpson  
Darla Stott**  
*ARC Gateway*

**Betty Scott**  
*Glades Area ARC*

**Ray Slaton**  
*AXON  
Technologies*

**Eric Webster**  
*Pine Castle*

**Christopher  
Wright**  
*Palm Beach  
Habilitation Center*

**Employment Center of the Year – Products**  
**ARC of Washington-Holmes Counties**

**Employment Center of the Year – Services**  
**Lakeview Center**

### RESPECT OF FLORIDA CUSTOMERS OF THE YEAR

**PRODUCTS**  
**Department of Financial Services**

**SERVICES**  
**Florida DEP**

### INDIVIDUAL RECOGNITION

**Loyola Marsh**  
*DHSMV/Division of Drivers Licenses*

**Elizabeth Weidner**  
*Alfred B. Maclay Gardens State Park*





**JEB BUSH**  
**GOVERNOR OF THE STATE OF FLORIDA**

June 13, 2003

Dear Friends:

The state of Florida can be proud of the accomplishments of RESPECT of Florida. For nearly 29 years, RESPECT of Florida, in partnership with Florida's state and local government agencies, has provided meaningful employment opportunities to Florida residents with disabilities.

I encourage all state agencies and political subdivisions to fully comply with the statutory responsibility of purchasing from RESPECT of Florida. Cooperation is critical for the program to continue to successfully expand employment for Florida residents with disabilities.

State and local government agencies who participate in the RESPECT program receive high quality products and services which have been independently reviewed and evaluated for performance and price requirements. Florida residents with disabilities are employed in the production of these products and services, thereby reducing their dependence on government support.

RESPECT of Florida and the participating community-based organizations are working to ensure every individual with a disability in the sunshine state is provided an opportunity to enjoy economic independence.

Sincerely,

A handwritten signature in blue ink that reads "Jeb Bush".

Jeb Bush

State of Florida  
**HOUSE OF REPRESENTATIVES**



House Resolution 9191

By Representative Gannon

A resolution recognizing RESPECT of Florida for promoting quality jobs for Floridians with disabilities.

WHEREAS, it is the policy of the State of Florida to encourage and assist individuals with disabilities, including those with severe disabilities, to achieve maximum personal independence through useful and productive employment, thus enhancing their dignity and minimizing their dependence on public support, and

WHEREAS, more than 70 percent of individuals in Florida with disabilities, including individuals with severe disabilities, are unemployed, and

WHEREAS, for more than 30 years, RESPECT of Florida has provided thousands of jobs for individuals whose disabilities range from relatively mild to severe, and

WHEREAS, RESPECT of Florida creates industries that contribute to the economies of local communities in the state, and

WHEREAS, RESPECT of Florida provides a valuable service to the state and is a nationally recognized model program for providing employment for persons with severe disabilities, NOW, THEREFORE,

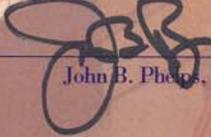
*Be It Resolved by the House of Representatives of the State of Florida:*

That RESPECT of Florida is recognized as a necessary, viable, and valuable means for carrying out the state's policy of promoting gainful employment for Floridians with disabilities, including those with severe disabilities.

*This is to certify the foregoing was adopted by publication in the Journal on May 2, 2005.*



  
Allan G. Bense, Speaker

  
John B. Phelan, Clerk

# Florida Senate Resolution

By Senator Lynn

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A resolution recognizing RESPECT of Florida  
for promoting quality jobs for Floridians with disabilities.

WHEREAS, it is the policy of the State of Florida to encourage and assist individuals with disabilities, including severe disabilities, to achieve maximum personal independence through useful and productive employment, enhancing their dignity and minimizing their dependence on public support, and

WHEREAS, more than 70 percent of individuals with disabilities, including individuals with severe disabilities, in the state are unemployed, and

WHEREAS, RESPECT of Florida has provided thousands of jobs for individuals with disabilities, including severe disabilities for more than 30 years, and

WHEREAS, RESPECT of Florida creates industries that contribute to the economies of local communities in the state, and

WHEREAS, RESPECT of Florida provides a valuable service to the state and is a nationally recognized model program for providing employment for persons with severe disabilities, NOW,  
THEREFORE,

Be It Resolved by the Senate of the State of Florida:

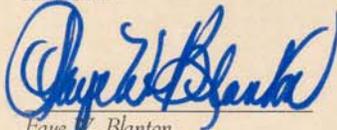
That RESPECT of Florida is recognized as a necessary, viable, and valuable means of carrying out the state's policy of promoting gainful employment for Floridians with disabilities, including those with severe disabilities.

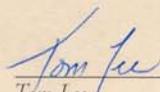
.....



This is a true and correct copy  
of Senate Resolution No. 1234,  
adopted by the Florida Senate  
on May 3, 2005.

ATTEST:

  
Faye V. Blanton  
Secretary of the Senate

  
Tom Lee  
President of the Senate



*The Administrative and Operations Arm  
of Florida's Government*



DEPARTMENT OF MANAGEMENT  
**SERVICES**

JEB BUSH, GOVERNOR

WILLIAM S. SIMON, SECRETARY

December 14, 2004

Dear Procurement Employee:

I am pleased to announce the Department of Management Services and Florida Association of Rehabilitation Facilities/RESPECT of Florida recently entered into a three-year agreement continuing RESPECT of Florida's role as the State of Florida's nonprofit partner. This continues a nearly 30-year partnership and has created meaningful employment opportunities for Florida residents with severe disabilities by providing products and services to state and local government agencies.

RESPECT of Florida and the participating community-based agencies work to ensure that disabled citizens are provided with an opportunity to enjoy economic independence. The products and services offered span technologies and industries, providing a wide array of training opportunities for Floridians with disabilities. RESPECT's purpose is to ensure a constant market for these products and services to state and local government agencies.

When you purchase a RESPECT product or service, you are helping to employ Florida citizens with disabilities, reducing their dependence on welfare and the need for costly institutionalization.

I urge all state agencies to support RESPECT of Florida and to fully comply with Florida Statute, Chapter 413, by making purchases through RESPECT. Your cooperation is critical for RESPECT of Florida to continue its success in expanding employment for Floridians with disabilities.

I commend you for your efforts in supporting RESPECT of Florida and encourage you to continue to do so in the future.

Sincerely,

William S. Simon

Secretary, Department of Management Services





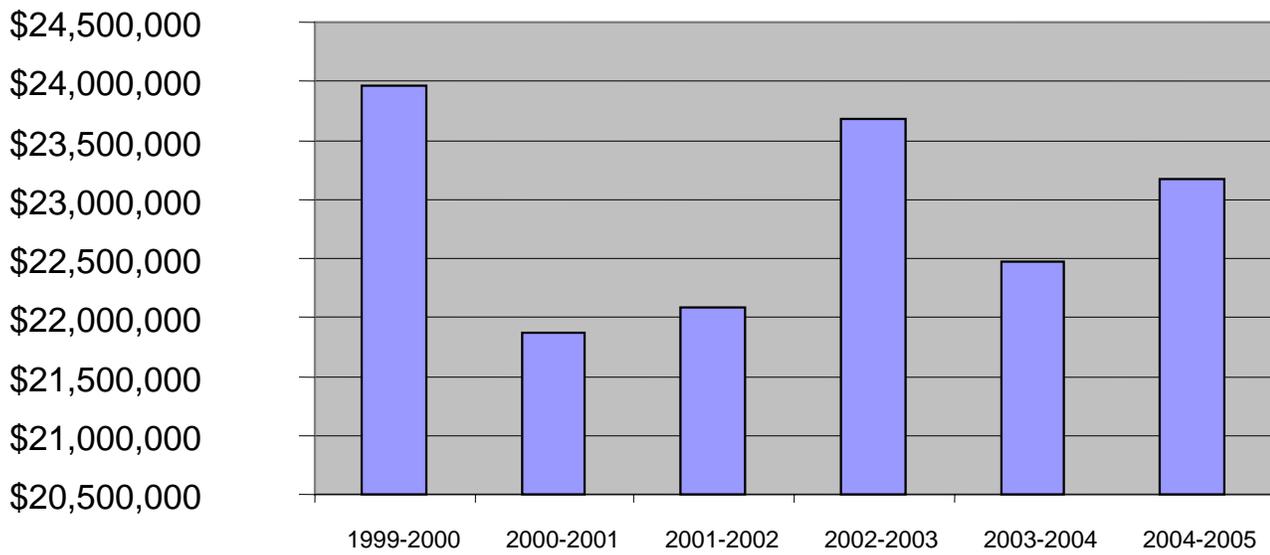
## LETTERS OF SUPPORT

RESPECT of Florida has 47 employment centers around the state working to employ Floridians with disabilities. This partnership is embodied in the 30-year history of RESPECT, employment centers, and the State of Florida recognizing the value of providing meaningful employment opportunities to people with disabilities. RESPECT is pleased to have received the following endorsements:

- Abilities of Florida - An Affiliate of ServiceSource
- ACT Corporation
- ARC Brevard
- ARC Gateway
- ARC Indian River County
- ARC Jacksonville
- ARC Nassau
- ARC Nature Coast
- ARC of the St. Johns
- ARC of Washington-Holmes Counties
- Axon Technologies
- Brevard Achievement Center
- CARC
- Community Supports
- Comprehensive Community Services
- Easter Seals of Florida
- Gadsen Association Rehabilitation Center
- Goodwill Industries of South Florida
- Goodwill Industries of Southwest Florida
- Gulfstream Goodwill Industries
- HOPE Center
- Horizons of Okaloosa County
- Jackson County ARC
- Jeff Industries
- Lakeview Center
- MacDonald Training Center
- MACtown
- Palm Beach Habilitation Center
- Pine Castle
- Polk County ARC
- Quest
- Research & Service Foundation
- Seagull Industries for the Disabled
- Walton County ARC
- UCP East Central Florida/WORC



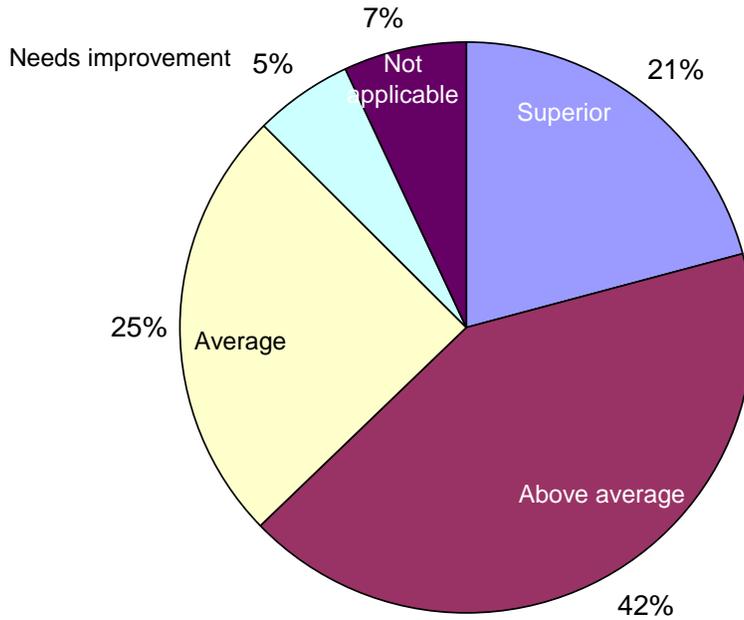
### Sales History - 1999-2005



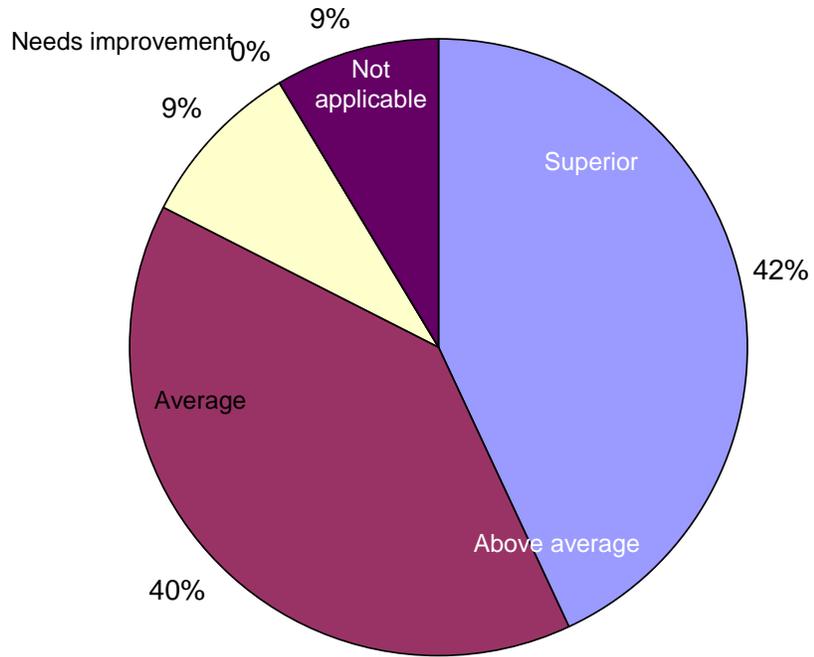
Customer Satisfaction Survey  
November 30, 2004

	5 Superior	4 Above average	3 Average	2 Needs improvement	1 N/A
1) The ROF web site is easy to navigate.	42	85	50	11	14
2) ROF staff was courteous and helpful.	89	82	18	0	18
3) ROF staff provided complete and accurate information to you.	73	84	26	4	20
4) When help was requested, ROF staff provided a response in a reasonable amount of time.	64	86	31	10	15
5) The product or service received from ROF was per the terms of the purchase order/contract agreement.	61	93	28	6	15
6) My overall experience with ROF was positive.	68	87	36	8	7
<b>TOTAL</b>	<b>397</b>	<b>517</b>	<b>189</b>	<b>39</b>	<b>89</b>

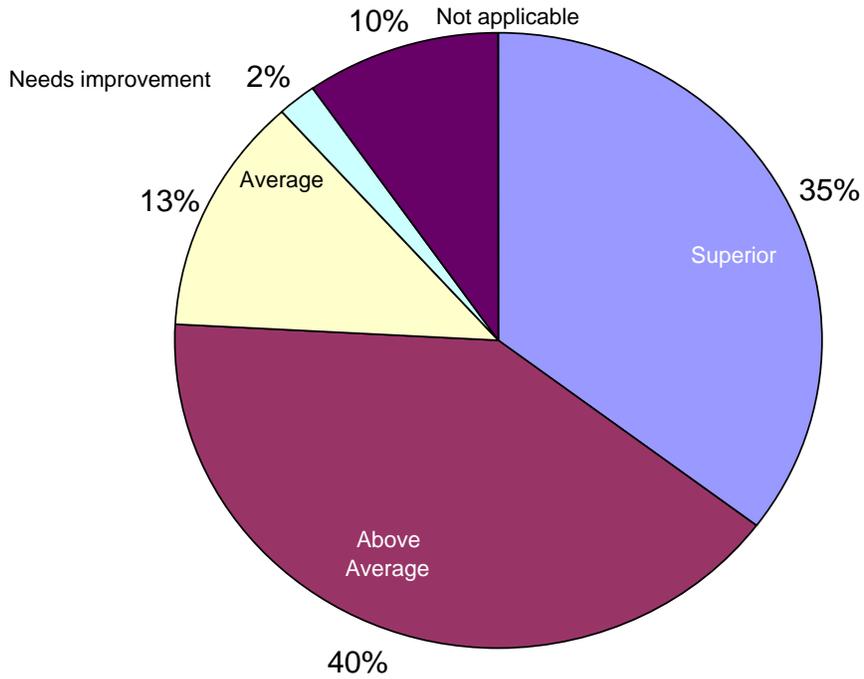
1. ROF web site is easy to navigate.



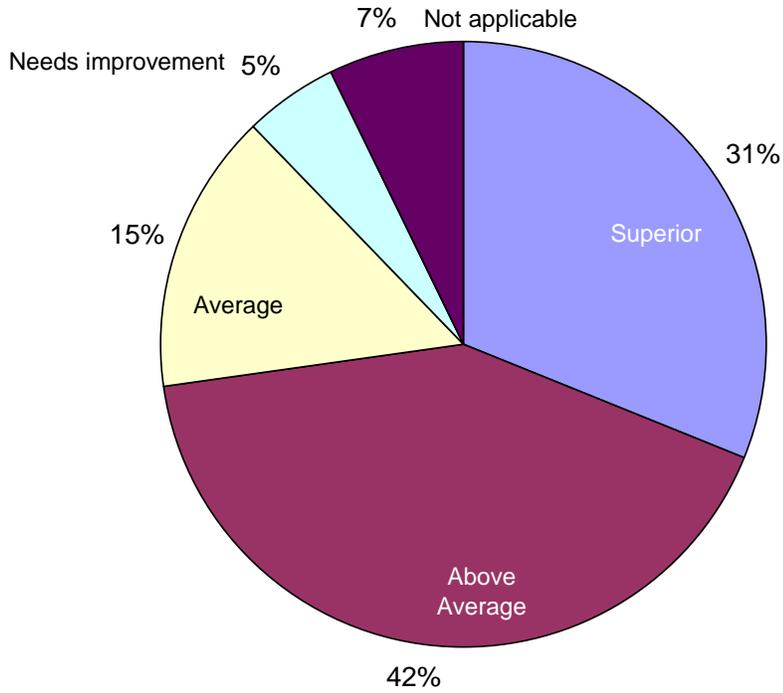
**2. ROF Staff was courteous and helpful.**



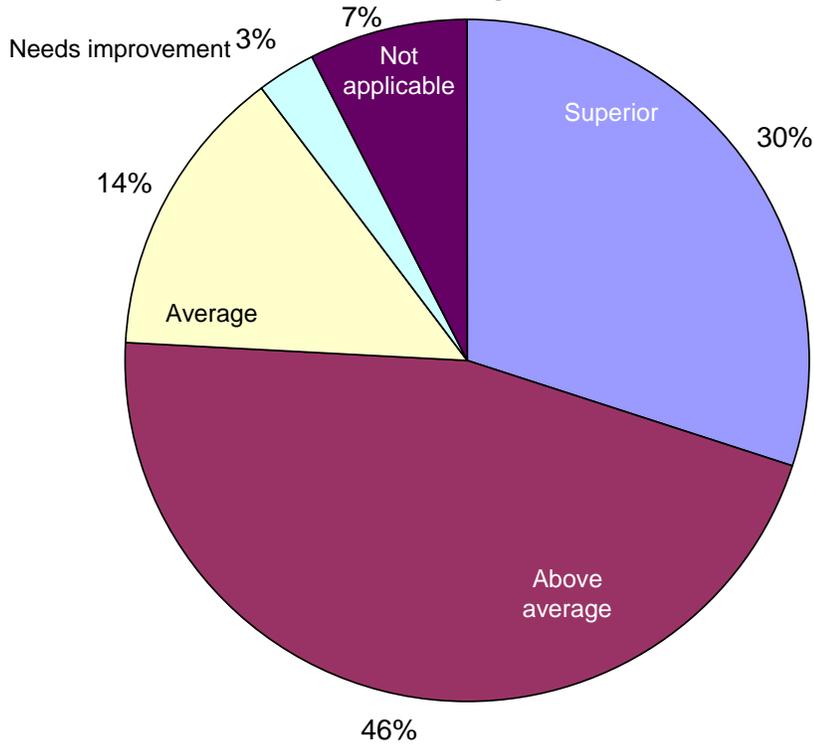
**3. ROF staff provided complete & accurate information to you.**



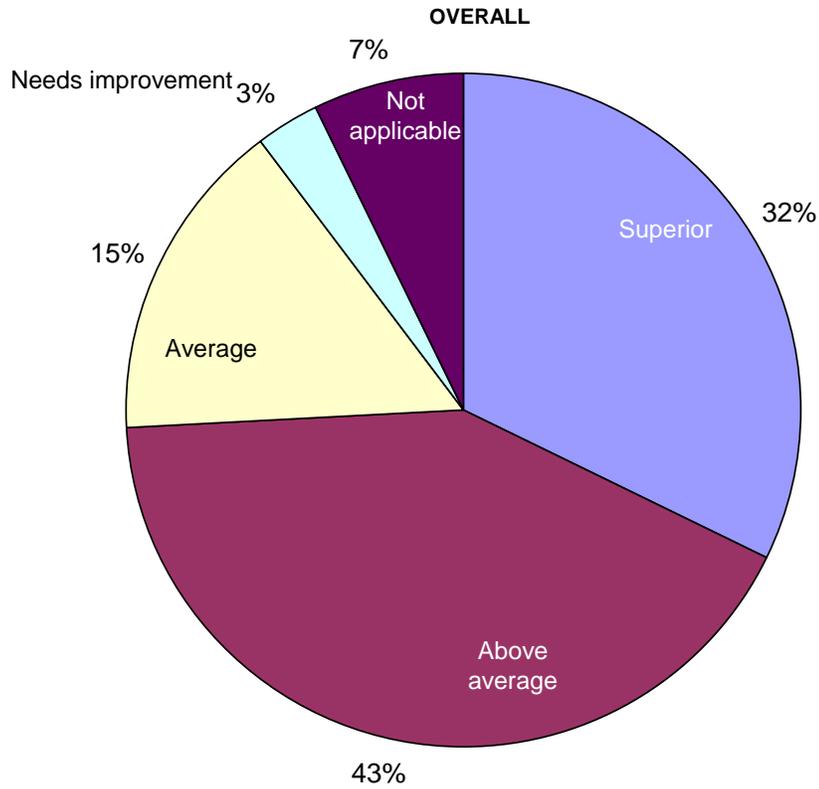
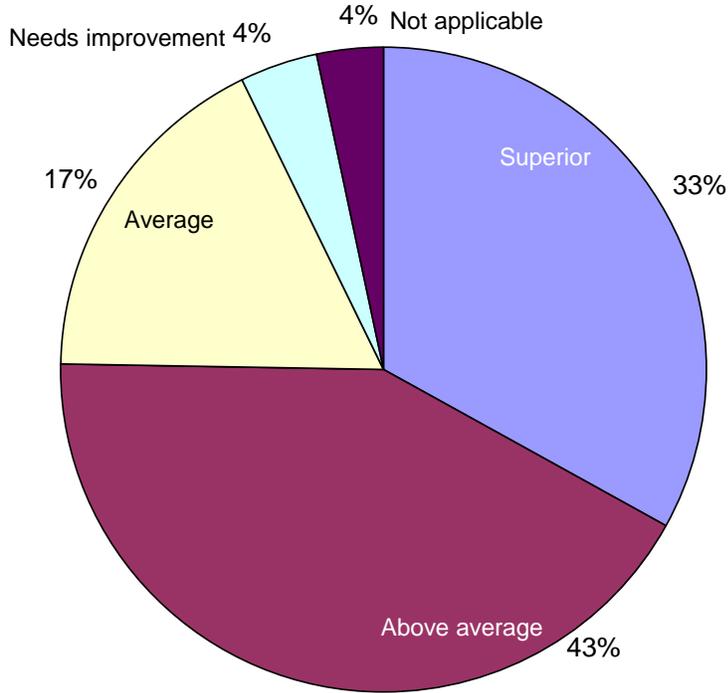
**4. When help was requested, ROF staff provided a response in a reasonable amount of time.**



**5. The product or service received from ROF was per the terms of the purchase order/contract agreement.**

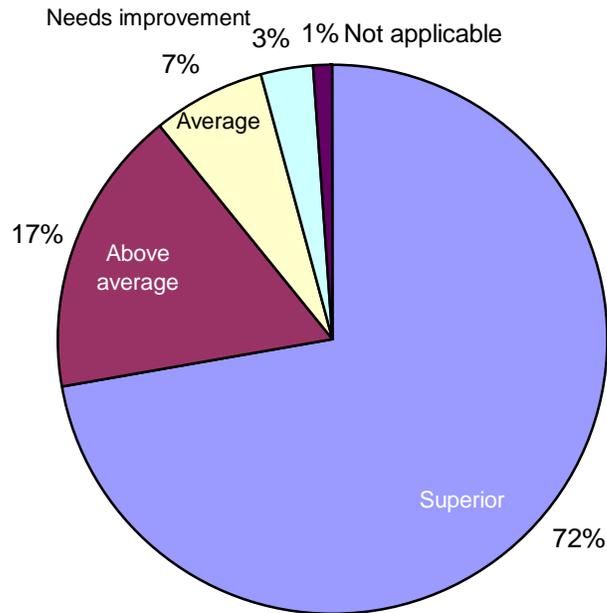


6. My overall experience with ROF was positive.

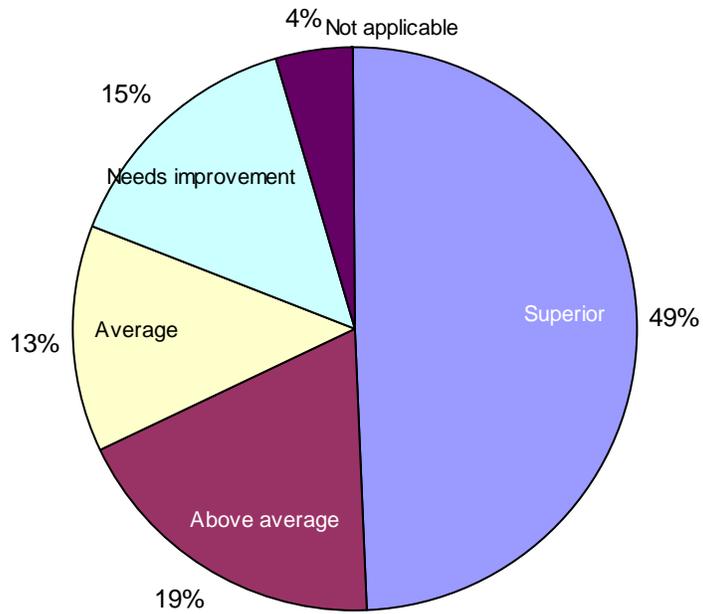


Client Satisfaction Survey November 30, 2004		5 Superior	4 Above average	3 Average	2 Needs improvement	1 N/A
1)	I like what I do in my job.	400	93	37	17	6
2)	I am happy with my salary and benefits.	275	104	73	83	25
3)	I like where I work.	380	108	36	24	6
4)	I get the help I need when I ask for it.	386	104	40	26	6
5)	I want to keep my job for another year.	397	74	37	31	14
<b>TOTAL</b>		<b>1838</b>	<b>483</b>	<b>223</b>	<b>181</b>	<b>57</b>

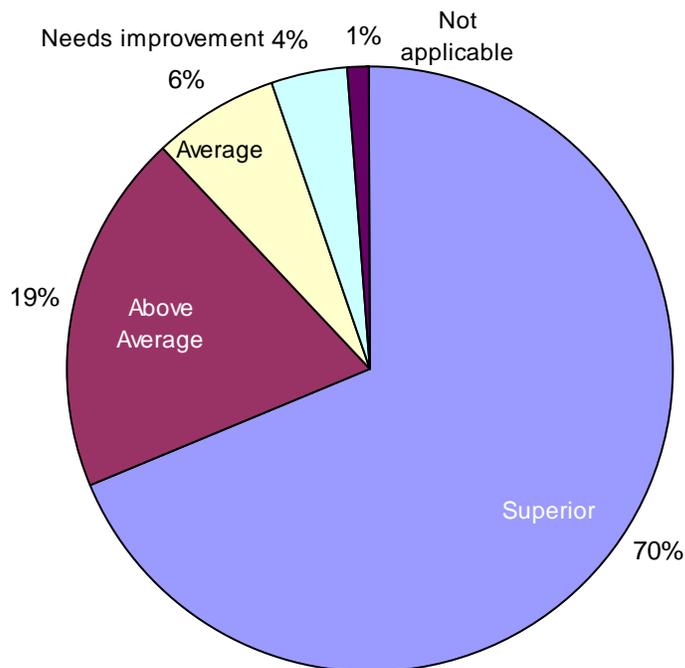
**1. I like what I do in my job.**



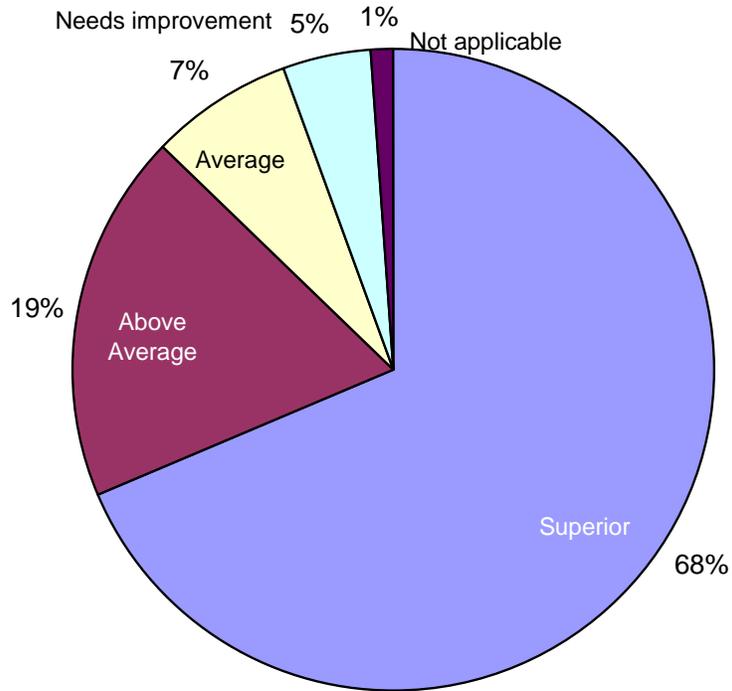
**2. I am happy with my salary and benefits.**



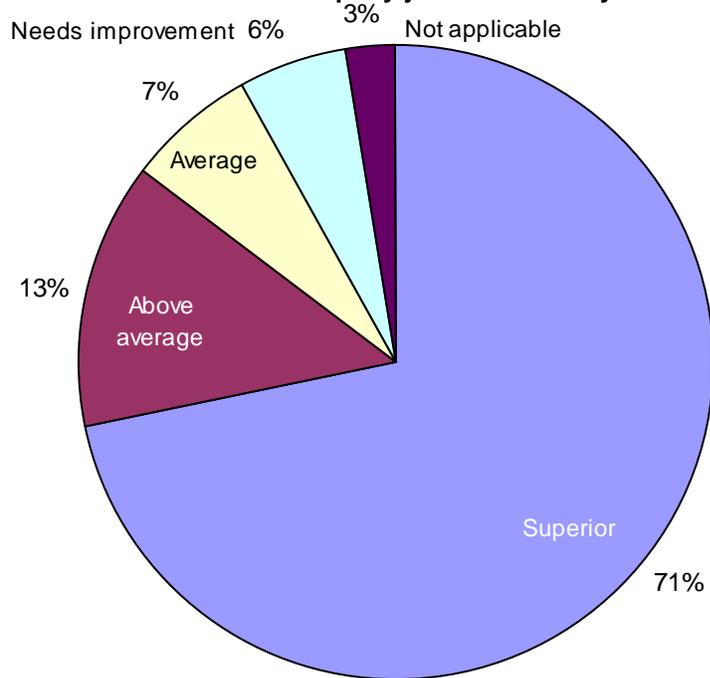
**3. I like where I work.**



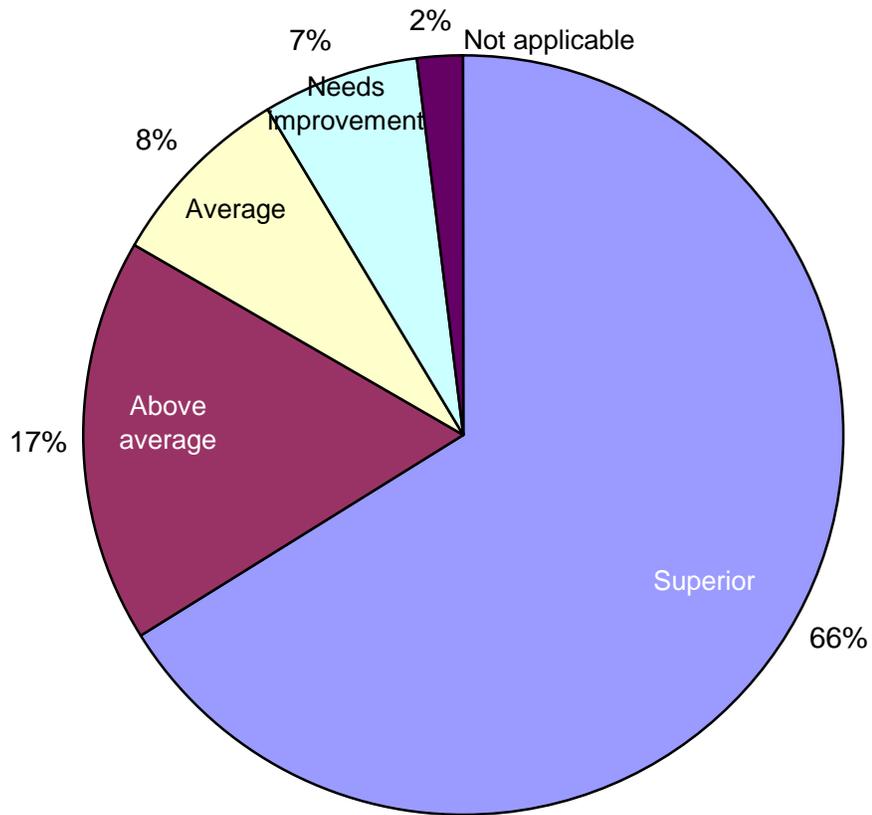
**4. I get the help I need when I ask for it.**



**5. I want to keep my job for another year.**



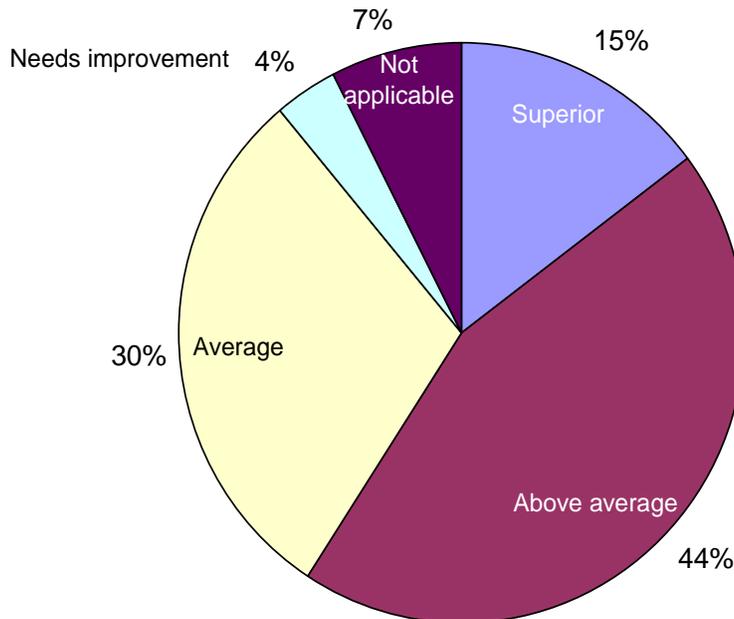
**OVERALL**



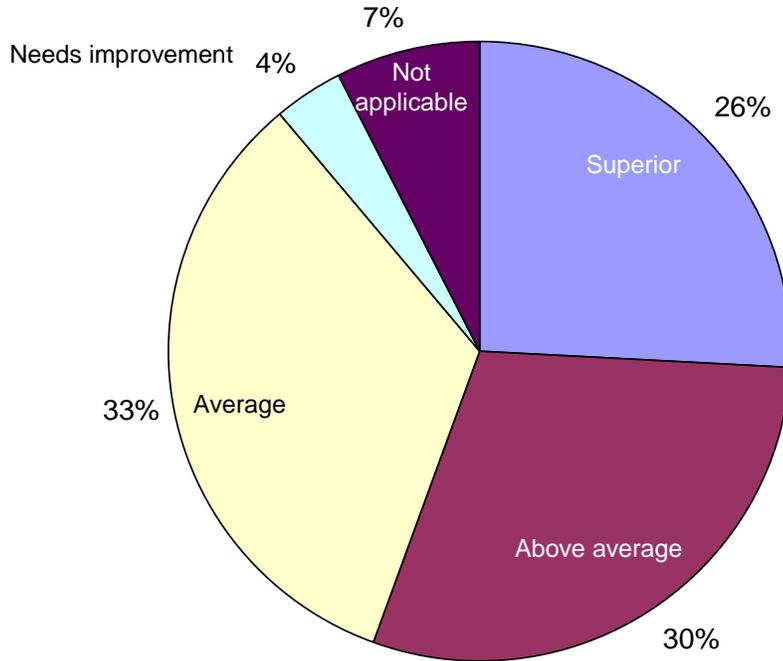
Employment Center Satisfaction Survey  
November 30, 2004

	5 Superior	4 Above average	3 Average	2 Needs improvement	1 N/A
1) ROF's operational procedures are clear. (product development, certification, invoicing procedure, etc.)	4	12	8	1	2
2) ROF staff provided complete and accurate information to you.	7	8	9	1	2
3) ROF staff was courteous and helpful.	11	10	5	0	1
4) When help was requested, ROF staff provided a response in a reasonable amount of time.	10	7	8	1	1
5) The ROF web site is easy to navigate.	5	13	6	1	2
6) My overall experience with ROF was positive.	6	13	7	0	1
<b>TOTAL</b>	<b>43</b>	<b>63</b>	<b>43</b>	<b>4</b>	<b>9</b>

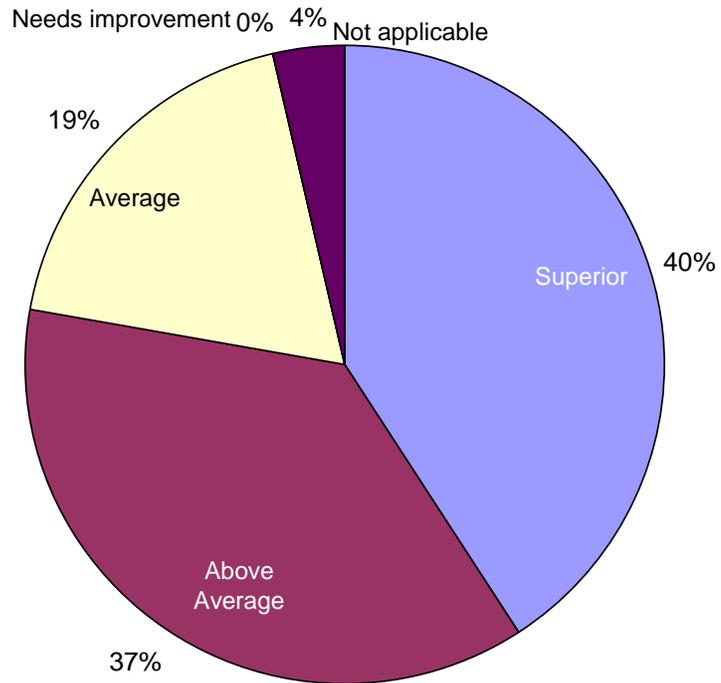
1. ROF's operational procedures are clear.  
(product development, certification, invoicing procedures, etc.)



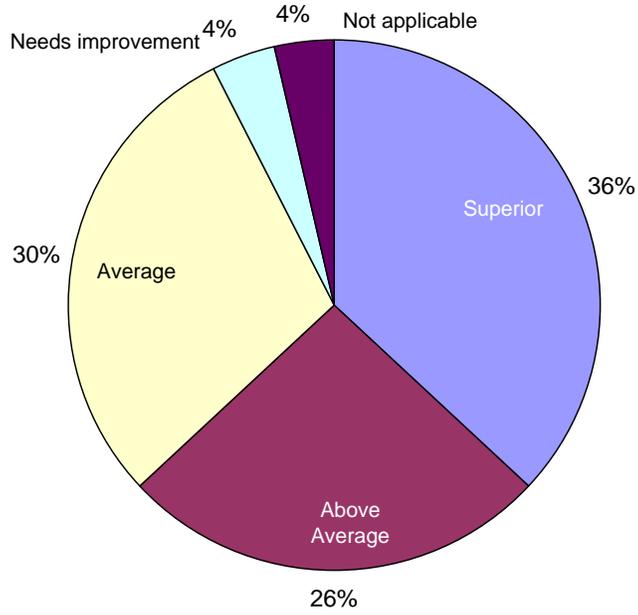
**2. ROF Staff provided complete and accurate information to you.**



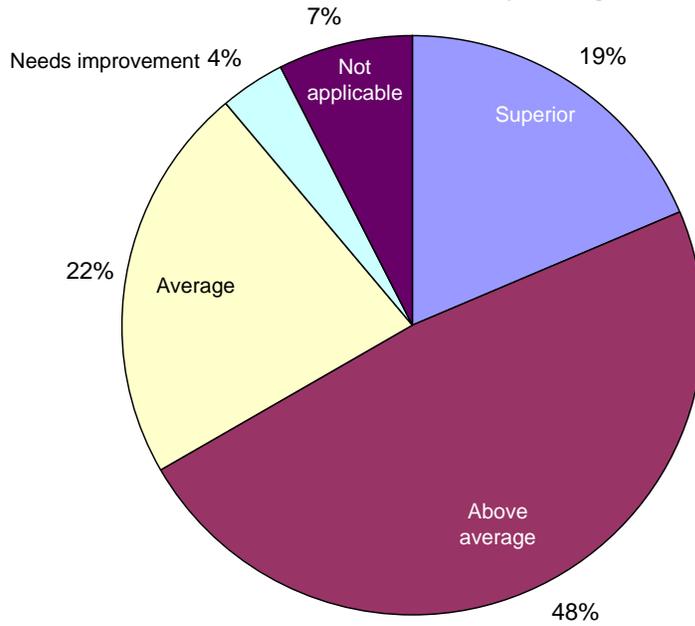
**3. ROF staff was courteous and helpful.**

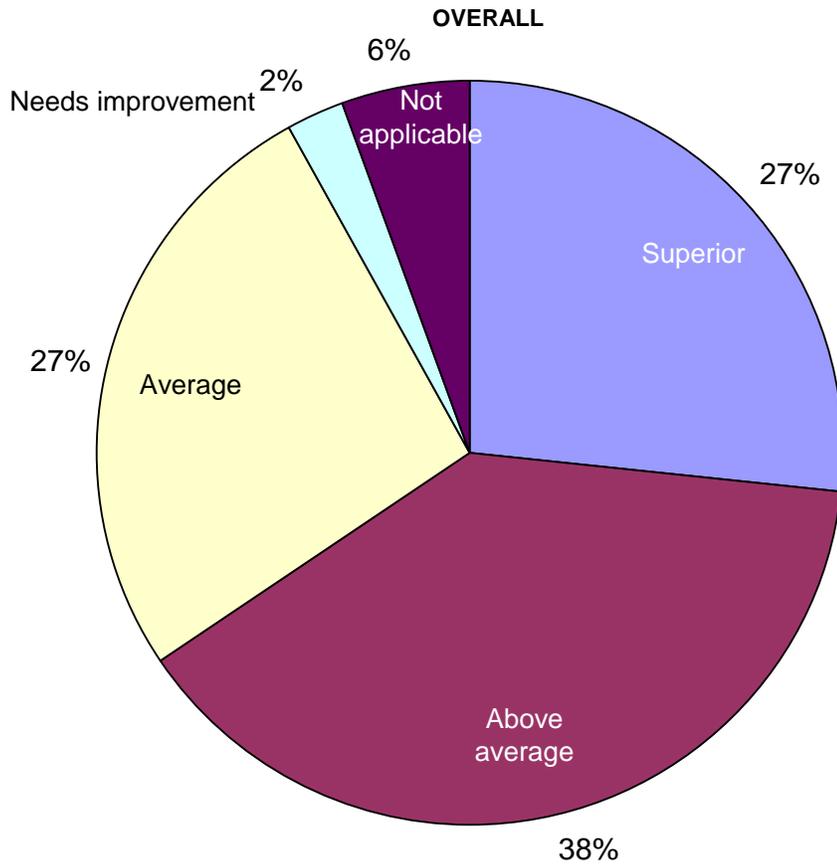


**4. When help was requested, ROF staff provided a response in a reasonable amount of time.**



**5. The ROF web site is easy to navigate.**







## RESPECT OF FLORIDA SALES BY EMPLOYMENT CENTERS July 04 - June 05

Name	Products Sales	Service Sales
ACT Corporation, <i>Daytona Beach</i>	\$ 52,411.02	\$ 1,650,873.46
ARC of Alachuha, <i>Gainesville</i>		\$ 66,115.23
ARC Brevard, <i>Rockledge</i>		\$ 96,395.76
ARC Gateway, <i>Pensacola</i>		\$ 582,524.99
ARC Jacksonville, <i>Jacksonville</i>		\$ 87,400.56
ARC Nassau County, <i>Yulee</i>		\$ 456,228.03
ARC Nature Coast, <i>Brooksville</i>		\$ 198,040.14
ARC South Florida, <i>Miami</i>		
Guld County ARC, <i>Port St. Joe</i>		\$ 64,769.84
Archways, <i>Ft, Lauderdale</i>	\$ 9,347.16	\$ 10,127.55
Axon Technologies, <i>Port Richey</i>	\$ 1,195,136.26	\$ 342,656.33
Brevard Achievement Ctr, <i>Rockledge</i>	\$ 2,289,279.33	
CARC, <i>Lake City</i>	\$ 51,367.62	\$ 1,094,279.88
CCAR Services, <i>Green Cove Springs</i>	\$ 7,285.50	
East Coast Contract Industries, <i>Orlando</i>	\$ 1,254.50	
Comprehensive Community Svs., <i>Live Oak</i>		\$ 758,890.28
Easter Seals of East Central Fl, <i>Melbourne</i>		\$ 7,430.52
Gadsden ARC, <i>Quincy</i>	\$ 27,323.24	\$ 906,393.04
Glades ARC, <i>Belle Glade</i>		\$ 37,588.74
Goodwill Industries-Broward, <i>Ft. Lauderdale</i>		\$ 31,117.42





Goodwill Industries-Gulfstream, <i>West Palm Beach</i>		\$	596,327.83
Goodwill Industries-South Fl, <i>Miami</i>	\$	121,219.01	\$ 5,125,124.79
Hope Center, <i>Miami</i>		\$	11,354.76
Horizons of Okaloosa County, <i>Ft. Walton Beach</i>		\$	112,696.22
Jackson ARC, <i>Marianna</i>		\$	305,647.73
James Ranch/Div. of MacDonald Training Ctr, <i>Tampa</i>	\$	39,011.34	
Jeff Industires, <i>Hypoluxo</i>	\$	734.12	
Lakeview Center, <i>Pensacola</i>	\$	89,997.99	\$ 1,150,327.85
MacDonald Training Center, <i>Tampa</i>	\$	188,467.77	\$ 13,283.03
MacTown, Inc., <i>Miami</i>	\$	284,473.40	\$ 29,244.46
Madison/Jefferson ARC, <i>Madison</i>		\$	975,873.46
Palm Beach Habilitation Ctr, <i>West Palm Beach</i>	\$	12,724.04	\$ 158,440.59
Pine Castle, <i>Jacksonville</i>	\$	394,794.22	
Polk County AHC, <i>Lakeland</i>		\$	751,572.05
Quest, <i>Sunrise</i>		\$	257,176.42
The ARC of Santa Rosa County, <i>Milton</i>		\$	869,024.60
Seagull Industries f/t Disabled, <i>Riveria Beach</i>	\$	1,840.00	\$ 115,492.71
St. Andrew Bay Center, <i>Lynn Haven</i>		\$	49,161.81
Walton County ARC, <i>Defuniak Springs</i>		\$	83,553.23
Washington/Holmes ARC, <i>Chipley</i>	\$	42,176.97	\$ 1,242,700.41
UCP of East Central Fl (WORC), <i>Daytona Beach</i>	\$	92,652.39	
ICA Sub-Contractors		\$	34,740.00
<b>TOTAL:</b>	\$	<b>4,901,495.88</b>	\$ <b>18,272,573.72</b>





## SALES BY CATEGORIES

### JULY 04 - JUNE 05

#### COMPUTERS

Personal Computer & Up-Grades	\$	449,492.78
Web Page Design	\$	7,285.50
	\$	456,778.28

#### FIRST AID AND SAFETY

Back Support Belts	\$	3,717.12
Ballistic Vest	\$	12,724.04
Biohazard Kits	\$	4,125.05
CPR Kits	\$	5,322.31
Ear Plugs	\$	4,653.07
Elastic Bandages	\$	2,408.06
Eyewash Solution	\$	520.78
First Aid Kits	\$	81,244.21
Latex Gloves & Dispensers	\$	1,028,318.12
Prophylactics (all types)	\$	1,079,601.89
Safety Glasses & Goggles	\$	15,131.75
Safety Vest	\$	53,575.16
Sunscreen Lotion	\$	489.94
Wheelchairs	\$	89,997.99
	\$	2,381,829.49

#### JANITORIAL AND KITCHEN

Wiping Rags	\$	24,687.65
Dust Mops	\$	3,014.78
Mop Products	\$	394,794.22
Soap & Dispensers	\$	58,892.78
Scrubbers	\$	17,489.32
Squeegees	\$	168.62
	\$	499,047.37

#### MUNICIPAL

Admission Kits	\$	13,370.04
Bike Racks	\$	604.12
Condiments Kits	\$	284,473.40
Drug Testing Kits	\$	1,840.00
Flags(State,USA & POW)	\$	121,219.01
Jumper Cables	\$	5,685.56
Sandblasted Signs	\$	130.00
Survey Stakes	\$	22,405.24
	\$	449,727.37



**OFFICE**

Bulletin Boards	\$	18,642.55
Calculators	\$	1,911.43
Calendars (all types)	\$	132,193.15
Chair Mats	\$	43,889.38
Clipboards & Archfiles	\$	4,872.04
Clocks	\$	23,757.24
Correction Fluid - <i>discontinued</i>	\$	375.42
Ergonomic Accessories	\$	3,954.04
Laser & Ink-Jet Cartridges	\$	441,767.26
Mailing Tubes	\$	575.75
Paper Clips & Push Pins	\$	1,254.50
Pencils, Pens & Makers	\$	154,299.61
Staplers & Accessories	\$	51,367.62
Toner Services	\$	139,618.60
White Marker Boards & Accessories	\$	51,249.16
	\$	1,069,727.75

**PROMOTIONAL**

Award Plaques	\$	27,323.24
Clothing-Silk Screened/Embroidery	\$	9,347.16
Documents Frames-Wood & Metal	\$	7,715.22
	\$	44,385.62
	\$	4,901,495.88



**SALES BY CUSTOMERS**  
**JULY 04 - JUNE 05**

**CITIES**

<b>NAME</b>	<b>PRODUCTS</b>	<b>SERVICES</b>
Altamonte Springs	\$ -	\$ 1,616.89
Boynton Beach	\$ 518.16	\$ 15,429.12
Casselberry	\$ 1,054.60	\$ -
FT. Walton Beach	\$ 1,273.16	\$ -
Live Oak	\$ 258.00	\$ -
Melbourne	\$ 65.16	\$ -
Miami Beach	\$ 542.80	\$ -
Lodsmar	\$ 692.40	\$ -
Opa-Locka	\$ 313.62	\$ -
Palm Bay	\$ 622.87	\$ -
Pembroke Pines	\$ 1,241.45	\$ -
Pensacola	\$ 70.92	\$ 375,394.07
St. Augustine	\$ 308.28	\$ -
St. Petersburg Beach	\$ 754.43	\$ -
Tallahassee	\$ -	\$ 188,428.06
Titusville	\$ 120.90	\$ -
Umatilla	\$ 342.60	\$ -
West Palm Beach	\$ 2,581.51	\$ 92,261.39
Wildwood	\$ 119.95	\$ -
Winter Haven	\$ 175.92	\$ -
Winter Park	\$ -	\$ 28,239.15
	<b>\$ 11,056.73</b>	<b>\$ 700,675.78</b>

**COUNTIES**

<b>NAME</b>	<b>PRODUCTS</b>	<b>SERVICES</b>
Alachua	\$ 2,008.51	\$ -
Bay	\$ 2,609.60	\$ -
Brevard	\$ 248.76	\$ 31,117.42
Broward	\$ 43,102.19	\$ -
Citrus	\$ 9.70	\$ -
Escambia	\$ 3,482.90	\$ -
Gilchrist	\$ 222.91	\$ -
Highland	\$ 1,078.00	\$ -
Hillsborough	\$ 232,703.81	\$ 4,701.45
Lee	\$ 7,310.93	\$ -
Marion	\$ 1,495.60	\$ -





NAME	PRODUCTS	SERVICES
Martin	\$ 144.44	\$ -
Miami/Dade	\$ 8,609.46	\$ 3,841,705.35
Orange	\$ 166,354.54	\$ 190,384.75
Palm Beach	\$ 19,570.44	\$ 203,831.23
Pinellas	\$ 5,743.33	\$ -
Seminole	\$ 9,958.20	\$ 38,552.52
Volusia	\$ 327.88	\$ -
Walton	\$ 374.01	\$ -
	\$ 562.00	\$ -
	<b>\$ 505,917.21</b>	<b>\$ 4,310,292.72</b>

**COMMUNITY COLLEGES**

NAME	PRODUCTS	SERVICES
Brevard	\$ 223.70	\$ -
Santa Fe	\$ 360.72	\$ -
Valencia	\$ -	\$ 6,964.69
	<b>\$ 584.42</b>	<b>\$ 6,964.69</b>

**SCHOOL BOARDS**

NAME	PRODUCTS	SERVICES
Bay	\$ 161.40	\$ -
Broward	\$ 25,901.85	\$ -
Clay	\$ 665.28	\$ -
Columbia	\$ 5,926.13	\$ -
Duval	\$ 8,655.60	\$ -
Gadsden	\$ 2,538.90	\$ -
Hendry	\$ 116.40	\$ -
Lake	\$ 14,806.39	\$ -
Lee	\$ 227.24	\$ -
Martin	\$ 1,989.76	\$ -
Miami/Dade	\$ 154,228.00	\$ -
Osceola	\$ 59,663.81	\$ -
Palm Beach	\$ 2,485.81	\$ -
Seminole	\$ 5,825.08	\$ -
	<b>\$ 283,191.65</b>	<b>\$ -</b>

**TOWNS**

NAME	PRODUCTS	SERVICES
Havana	\$ 446.38	\$ -
	<b>\$ 446.38</b>	<b>\$ -</b>





**STATE AGENCIES**

<b>NAME</b>	<b>PRODUCTS</b>	<b>SERVICES</b>
Agency for Health Care	\$ 9,484.31	\$ -
Agriculture & Consumer Svs	\$ 9,763.79	\$ 10,127.55
Attorney General Office	\$ 457.20	\$ -
Business & Professional Regulation	\$ 23,837.58	\$ -
Children & Families	\$ 163,366.24	\$ -
Citrus	\$ 634.06	\$ -
Community Affairs	\$ 1,014.52	\$ -
Corrections	\$ 1,628,381.66	\$ -
Education	\$ 11,152.25	\$ -
Elder Affairs	\$ 11,742.78	\$ -
Environmental Protection	\$ 33,056.89	\$ 140,508.45
Financial Services	\$ 57,687.51	\$ -
Fish & Wildlife Conservation Commission	\$ 7,834.22	\$ -
Governor's Office	\$ 685.01	\$ -
Health	\$ 1,391,918.69	\$ 782,111.54
Highway Safety & Motor Vehicles	\$ 48,729.47	\$ 41,795.26
Judicial	\$ 312.30	\$ -
Juvenile Justice	\$ 295,271.39	\$ 154,026.60
Law Enforcement	\$ 11,519.47	\$ -
Management Services	\$ 8,859.00	\$ 342,656.33
Military Affairs	\$ 14,442.32	\$ -
Public Defenders Office	\$ 5,276.09	\$ -
Public Service Commission	\$ 553.80	\$ -
Revenue	\$ 96,160.48	\$ -
State's Attorney	\$ 4,492.36	\$ -
Department of State	\$ 16,360.79	\$ 7,261.98
Transportation	\$ 67,135.55	\$ 4,019,416.19
Veteran's Affairs	\$ 7,262.82	\$ -
Agency for Workforce Innovation	\$ 996.37	\$ -
	<b>\$ 3,928,388.92</b>	<b>\$ 5,497,903.90</b>

**UNIVERSITIES**

<b>NAME</b>	<b>PRODUCTS</b>	<b>SERVICES</b>
Florida International	\$ -	\$ 277,997.36
University of Florida	\$ 2,588.69	\$ -
University of North Florida	\$ 101.82	\$ -
	<b>\$ 2,690.51</b>	<b>\$ 277,997.36</b>



**OTHERS**

<b>NAME</b>	<b>PRODUCTS</b>	<b>SERVICES</b>
Jackson Memorial Hospital	\$ 163,824.97	\$ -
Gainesville Regional Utilities	\$ -	\$ 41,428.71
Southwest Water Mgmt	\$ -	\$ 198,040.14
St John's River Water Mgmt	\$ -	\$ 254,676.49
	<b>\$ 163,824.97</b>	<b>\$ 494,145.34</b>

**ASSET MANAGEMENT CONTRACTS**

<b>NAME</b>	<b>PRODUCTS</b>	<b>SERVICES</b>
ICA (DOT)	\$ 5,395.09	\$ 6,105,609.25
Penske Trucking Leasing	\$ -	\$ 128,865.87
VMS (DOT)	\$ -	\$ 751,042.80
	<b>\$ 5,395.09</b>	<b>\$ 6,985,517.92</b>
<b>GRAND TOTALS</b>	<b>\$ 4,901,495.88</b>	<b>\$ 18,272,573.72</b>



Service Contract Activity  
Summary  
July 1, 2004-June 30, 2005

5	New Service Contracts		\$438,192.38
		Asset Management Contracts	
3	VMS, Inc.		\$751,042.84
20	ICA/DOT District Two Contract Value by Site		\$3,456,047.04
	ICA/DOT District Two Escrow *(draw)/deposit	(\$122,934.96)	
12	ICA/DOT District Three Contract Value by Site		\$3,068,599.08
	ICA/DOT District Three Escrow (draw)/deposit	\$146,315.28	
31	Service Contract Renewals (same terms, price and conditions)		\$2,666,762.92
46	Service Contract Renewals (with Price Adjustments)		\$7,994,657.44
117	Total Service Contracts June 30, 2005		\$18,375,301.70
(4)	Terminated Contracts	(\$573,416.65)	

\*(draw)—funds extracted from escrow to subsidize performance of contract requirements





New Service Contracts  
and Assignment to Employment Centers  
July 1, 2004-June 30, 2005

Department of Transportation

Gainesville Maintenance, Construction Office, <i>Alachua ARC</i>	\$24,686.52
Martin County Rest Area, I-95, <i>Gulfstream Goodwill</i>	\$335,535.31
W Palm Beach Operations-Forest Hill Blvd, <i>Palm Beach Hab Center</i>	\$23,119.23
Total	<u>\$383,341.06</u>

Palm Beach County

County Owned Parcels, <i>Seagull Industries &amp; Glades Area ARC</i>	\$24,216.00
Haverhill Park, <i>Seagull Industries for the Disabled</i>	\$30,635.32
Total	<u>\$54,851.32</u>

**Grand Total** **\$438,192.38**





Service Contract Renewals  
 Asset Management  
 July 1, 2004 -June 30, 2005

	July1, 2003 - June 30, 2004	July1, 2004 June 30, 2005	% Change
Department of Transportation Asset Management			
VMS, Inc.			
Brevard North (Mims) Rest Area	\$295,000.08	\$295,000.00	0.00%
Brevard South (Palm Bay) Rest Area	\$354,684.96	\$354,684.96	0.00%
Flagler Weigh Station, I-95	\$101,357.88	\$101,357.88	0.00%
<b>Total</b>	<b>\$751,042.92</b>	<b>\$751,042.84</b>	<b>0.00%</b>
Department of Transportation Asset Management			
DOT District 2			
Infrastructure Corporation of America			
DOT Baker County Rest Area I-10	\$298,336.56	305,672.88	2.46%
DOT Baker County Scale Facility SR 121	\$957.48	957.48	0.00%
DOT Columbia County Scale Facility US 441	\$2,553.24	2,553.24	0.00%
DOT Columbia-Suwannee Rest Area I-10	\$250,643.40	305,676.48	21.96%
DOT Dixie County Scale Facility US 19	\$10,212.72	10,212.72	0.00%
DOT Duval County Rest Area I-10	\$288,683.76	299,028.00	3.58%
DOT Ellisville Rest Area I-75	\$304,525.68	310,535.88	1.97%
DOT Hamilton Welcome Center I-75	\$291,272.40	394,495.44	35.44%
DOT Madison County Rest Area I-10	\$251,901.48	269,847.84	7.12%
DOT Madison Weigh-in-Motion I-10	\$129,193.32	137,122.68	6.14%
DOT Nassau County Scale Facility US 1	\$8,489.40	8,489.40	0.00%
DOT Nassau County Scale Facility US 17	\$8,489.40	8,489.40	0.00%
DOT Nassau Weigh-in-Motion I-95	\$132,398.76	134,521.32	1.60%
DOT Nassau Welcome Center I-95	\$309,635.40	317,995.20	2.70%
DOT Payne's Prairie Rest Area, I-75	\$349,265.64	349,265.64	0.00%
DOT Putnam County Scale Facility US 17	\$8,489.40	8,489.40	0.00%
DOT St. Johns County South Rest Area I-95	\$333,083.88	333,083.88	0.00%
DOT Suwannee Scale Facility US 27	\$3,829.80	3,829.80	0.00%
DOT Taylor County Rest Area US 19	\$104,211.84	111,113.28	6.62%
DOT White Springs Weigh-in-Motion I-75	\$128,738.76	144,667.08	12.37%
Total Contract Value by Site	\$3,214,912.32	3,456,047.04	7.50%
10 Year Annual Amount Billed to ICA	\$3,333,112.08	3,333,112.08	0.00%
ICA/DOT District Two Escrow (draw)/deposit	\$118,199.76	(\$122,934.96)	





DOT District 3

Infrastructure Corporation of America

DOT Escambia Scale US 90	\$38,918.52	\$39,043.20	0.32%
DOT Escambia Weigh-in-Motion I-10	\$145,573.08	\$146,009.16	0.30%
DOT Escambia Welcome Center I-10	\$329,825.52	\$339,159.72	2.83%
DOT Gadsden County Rest Area I-10	\$191,623.32	\$200,431.92	4.60%
DOT Holmes County Rest Area I-10	\$180,934.80	\$189,777.12	4.89%
DOT Jackson County (Sneads) R A I-10	\$309,284.28	\$330,573.12	6.88%
DOT Jackson Weigh-in-Motion Station Office	\$147,278.04	\$150,338.28	2.08%
DOT Jackson Welcome Center US 231	\$220,867.44	\$230,793.36	4.49%
DOT Jefferson County Rest Area I-10	\$342,161.16	\$364,895.04	6.64%
DOT Leon County Rest Area I-10	\$306,163.32	\$325,806.24	6.42%
DOT Okaloosa County Rest Area I-10	\$334,759.80	\$375,885.96	12.29%
DOT Santa Rosa County Rest Area I-10	\$334,759.80	\$375,885.96	12.29%
Total Contract Value by Site	\$2,882,149.08	\$3,068,599.08	6.47%
10 Year Annual Amount Billed to ICA	\$3,214,914.36	3,214,914.36	0.00%
ICA/DOT District Three Escrow (draw)/deposit	\$332,765.28	\$146,315.28	





Service Contracts Renewals - Same Terms  
July 1, 2004-June 30, 2005

*Contracts renewed at same terms , price and conditions.*

	July1, 2003 - June 30, 2004	July1, 2004 - June 30, 2005	% Change
<b>Cities</b>			
Boynton Beach, East Water Treatment Plant	\$15,429.11	\$15,429.11	0.00%
Tallahassee TalTran	\$187,924.92	\$187,924.92	0.00%
	<u>\$203,354.03</u>	<u>\$203,354.03</u>	<u>0.00%</u>
<b>County, Miami-Dade</b>			
Penske Bus Cleaning	\$128,400.00	\$128,400.00	0.00%
Transit Authority Bus Cleaning	\$1,253,599.59	\$1,253,599.59	0.00%
	<u>\$1,381,999.59</u>	<u>\$1,381,999.59</u>	<u>0.00%</u>
<b>Department of Environmental Protection</b>			
Eden Gardens State Park	\$11,783.86	\$11,783.86	0.00%
Florida Caverns State Park	\$19,329.88	\$19,329.88	0.00%
Maclay Gardens State Park	\$21,425.00	\$21,425.00	0.00%
Maclay Gardens, Bureau of Design	\$9,012.72	\$9,012.72	0.00%
St. Andrew State Park and Recreation Area	\$29,681.04	\$29,681.04	0.00%
St. George Island State Park	\$28,008.27	\$28,008.27	0.00%
	<u>\$119,240.77</u>	<u>\$119,240.77</u>	<u>0.00%</u>
<b>Department of Health</b>			
Gadsden County Health Dept	\$47,458.95	\$47,458.95	0.00%
	<u>\$47,458.95</u>	<u>\$47,458.95</u>	<u>0.00%</u>
<b>Department of Highway Safety &amp; Motor Vehicles</b>			
Melbourne Driver License Office GM	\$7,940.12	\$7,940.12	0.00%
Miami Florida Highway Patrol Office	\$11,354.76	\$11,354.76	0.00%
Palm Bay Administrative Review Office	\$7,430.52	\$7,430.52	0.00%
Port St Joe Driver License Office	\$2,493.17	\$2,493.17	0.00%
Quincy Driver License Office	\$7,997.24	\$7,997.24	0.00%
West Palm Beach Driver License Office	\$9,197.04	\$9,197.04	0.00%
	<u>\$46,412.85</u>	<u>\$46,412.85</u>	<u>0.00%</u>
<b>Department of State</b>			
Division of Cultural Affairs	\$7,922.08	\$7,922.08	0.00%
	<u>\$7,922.08</u>	<u>\$7,922.08</u>	<u>0.00%</u>





**Department of Transportation**

Carrabelle Beach Wayside Park	\$45,669.96	\$45,669.96	0.00%
Dist. 2 Office Complex, Credit Union, Material Lab	\$154,030.02	\$154,030.02	0.00%
Jacksonville Urban Office JS	\$87,400.59	\$87,400.59	0.00%
Milton Administration Offices	\$51,896.76	\$51,896.76	0.00%
Panama City Maintenance & Construction	\$19,480.77	\$19,480.77	0.00%
St. Lucie County Rest Area, I-95	\$325,832.20	\$325,832.20	0.00%
US 1 Bunnell Weigh Station JS&GM	\$4,371.36	\$4,371.36	0.00%
	<hr/>	<hr/>	
	\$688,681.66	\$688,681.66	0.00%

**Fish and Wildlife Conservation Commission**

Titusville Marine Patrol	\$3,479.20	\$3,479.20	0.00%
	<hr/>	<hr/>	
	\$3,479.20	\$3,479.20	0.00%

**Florida International University**

Kovens Conference Center	\$110,181.61	\$110,181.61	0.00%
N Campus Wellness Center	\$11,825.66	\$11,825.66	0.00%
Physical Plant, Safety & Receiving	\$11,375.20	\$11,375.20	0.00%
Professional Development Center	\$9,873.20	\$9,873.20	0.00%
	<hr/>	<hr/>	
	\$143,255.67	\$143,255.67	0.00%

**Tri-County Commuter Rail Authority**

Administrative Offices	\$24,958.12	\$24,958.12	0.00%
	<hr/>	<hr/>	
	\$24,958.12	\$24,958.12	0.00%
	<hr/>	<hr/>	
	\$2,666,762.92	\$2,666,762.92	0.00%





Service Contracts Renewed  
with Price Adjustment  
July 1, 2004-June 30, 2005

	July1, 2003 - June 30, 2004	July1, 2004 - June 30, 2005	% Change
<b>Cities</b>			
Pensacola Regional Airport	\$267,765.79	\$385,325.61	43.90%
Winter Park	\$24,336.00	\$29,982.60	23.20%
WPB Grassy Water Preserve	\$24,768.92	\$25,993.88	4.95%
WPB Parking Meter Coin Collection	\$64,050.76	\$67,227.50	4.96%
	<u>\$380,921.47</u>	<u>\$508,529.59</u>	<u>33.50%</u>
<b>Counties, Misc.</b>			
Orange, Parks and Recreation Division	\$183,851.81	\$223,049.81	21.32%
Seminole County Parks and Recreation Division	\$25,198.00	\$38,768.64	53.86%
	<u>\$209,049.81</u>	<u>\$261,818.45</u>	<u>25.24%</u>
<b>County, Miami-Dade</b>			
* 140 Flagler Building	\$233,477.28	\$242,015.76	3.66%
* Elections Headquarters	\$99,626.85	\$118,535.05	18.98%
* Justice Center Complex	\$1,106,657.83	\$1,128,735.80	2.00%
* Police Headquarters Complex	\$842,009.18	\$897,829.29	6.63%
* Police Training	\$199,488.35	\$203,468.17	2.00%
* South Dade Government Center	\$414,226.68	\$422,169.84	1.92%
	<u>\$2,895,486.17</u>	<u>\$3,012,753.91</u>	<u>4.05%</u>
<i>(*Contracts subject to a 2% User Access Fee and 1/4% Auditor General Fee)</i>			
<b>County, Palm Beach</b>			
Facilities Management GM	\$59,811.43	\$60,485.08	1.13%
Mid-Western Community Center	\$19,518.45	\$20,527.54	5.17%
Radio Tower Sites	\$5,709.88	\$7,761.04	35.92%
Solid Waste Authority Admin Bldg	\$49,701.10	\$51,274.56	3.17%
Water Utilities GM	\$55,680.84	\$52,397.31	-5.90%
West Jupiter Community Center GM	\$56,101.46	\$28,894.08	-48.50%
	<u>\$246,523.16</u>	<u>\$221,339.61</u>	<u>-10.22%</u>
<b>Department of Agriculture and Consumer Services</b>			
Div of Administration Port Everglades Laboratory	\$9,450.51	\$10,746.12	13.71%
	<u>\$9,450.51</u>	<u>\$10,746.12</u>	<u>13.71%</u>
<b>Department of Environmental Protection</b>			
Bill Baggs Cape Florida Recreation Area	\$30,707.89	\$31,706.64	3.25%
	<u>\$30,707.89</u>	<u>\$31,706.64</u>	<u>3.25%</u>



**Department of Health**

Escambia County Health Dept	\$190,620.11	\$200,637.99	5.26%
Hillsborough County Health Dept	\$613,342.32	\$547,716.88	-10.70%
	<u>\$803,962.43</u>	<u>\$748,354.87</u>	<u>-6.92%</u>

**Department of Highway Safety & Motor Vehicles**

Melbourne Driver License Office JS	\$4,198.35	\$4,282.33	2.00%
	<u>\$4,198.35</u>	<u>\$4,282.33</u>	<u>2.00%</u>

**Department of Juvenile Justice**

Dade Regional Juvenile Detention Center	\$150,527.69	\$153,865.92	2.22%
	<u>\$150,527.69</u>	<u>\$153,865.92</u>	<u>2.22%</u>

**Department of Management Services**

SunCom Directory Services	\$332,500.50	\$337,538.76	1.52%
	<u>\$332,500.50</u>	<u>\$337,538.76</u>	<u>1.52%</u>

**Department of Transportation**

District 3 Chipley Administration Office Complex	\$146,655.05	\$152,316.56	3.86%
Lake City Maintenance Yard Facilities	\$71,244.93	\$73,382.28	3.00%
Lake City Sign Shop	\$4,576.14	\$4,868.76	6.39%
Midway Maintenance Office	\$49,876.77	\$51,373.07	3.00%
Polk County Rest Area, I-4	\$454,140.27	\$493,367.88	8.64%
	<u>\$726,493.16</u>	<u>\$775,308.55</u>	<u>6.72%</u>

**Department of Transportation *Litter Removal***

Escambia and Santa Rosa Counties Primary & Int	\$381,240.31	\$389,403.12	2.14%
Gadsden and Leon Counties Interstate	\$162,492.96	\$216,657.28	33.33%
Gadsden and Leon Counties Primary Roads	\$40,253.92	\$41,115.81	2.14%
Gulf County Primary Roads	\$53,236.75	\$54,234.13	1.87%
Holmes and Washington Counties Primary Roads	\$150,523.16	\$153,746.04	2.14%
Holmes, Washington, Jackson Counties Interstate	\$192,552.18	\$196,674.96	2.14%
Jefferson County Interstate	\$59,309.93	\$60,579.83	2.14%
Jefferson County Primary Roads	\$101,431.43	\$103,603.20	2.14%
Okaloosa & Walton Counties Primary & Interstate	\$212,615.23	\$216,598.53	1.87%
	<u>\$1,353,655.87</u>	<u>\$1,432,612.90</u>	<u>5.83%</u>

**Florida International University**

Student Health Clinic	\$13,729.30	\$15,473.30	12.70%
	<u>\$13,729.30</u>	<u>\$15,473.30</u>	<u>12.70%</u>

**Tri-County Commuter Rail Authority**

Power Line Road	\$6,013.03	\$6,188.54	2.92%
	<u>\$6,013.03</u>	<u>\$6,188.54</u>	<u>2.92%</u>



**Southwest Florida Water Mgmt District**

Brooksville Headquarters	\$195,000.00	\$206,290.96	5.79%
	<u>\$195,000.00</u>	<u>\$206,290.96</u>	<u>5.79%</u>

**St. Johns River Water Management District**

District Headquarters	\$163,585.17	\$177,786.24	8.68%
Malabar Road Recreation Area	\$9,316.76	\$10,640.28	14.21%
Palm Bay Service Center JS	\$29,520.13	\$31,910.43	8.10%
Palm Bay Service Center GM	\$42,965.52	\$47,510.04	10.58%
	<u>\$245,387.58</u>	<u>\$267,846.99</u>	<u>9.15%</u>
	<u><u>\$7,603,606.92</u></u>	<u><u>\$7,994,657.44</u></u>	<u><u>5.14%</u></u>





Miscellaneous Activity  
July 1, 2004 -June 30, 2005

July1, 2004  
June 30, 2005

**MICROFILMING: MacDonald Training Center**

City of Altamonte Springs	\$1,616.89
Hillsborough County	\$4,701.45
Valencia Community College	\$6,964.69
Total:	<hr/> \$13,283.03

**TERMINATED CONTRACTS**

Department of Highway Safety & Motor Vehicles Melbourne Driver License Office JS, Easter Seal Florida Terminated February 28, 2005	\$4,282.33
Gainesville Regional Utilities Various Buildings, Alachua County ARC Terminated September 30, 2004	\$165,714.84
ICA/Department of Transportation I-75 Hillsborough County Rest Area, Polk County AHC Terminated March 31, 2005	\$375,311.16
Miami-Dade County Corrections & Rehabilitation Department, Hope Center Terminated February 28, 2005	\$28,108.32
Total terminated contracts	<hr/> \$573,416.65





Contract Activity by Service Provider  
July 1, 2004-June 30, 2005

<i>Service Provider</i> <i>figures reflects new contracts, renewals and adjustments</i>	July1, 2004 - June 30, 2005	July1, 2005 - June 30, 2006	% Change
<b>ACT Corporation</b>			
DOT US 1 Bunnell Weigh Station	\$4,371.36	\$4,371.36	
DOT/ICA Payne's Prairie Rest Area	\$349,265.84	\$349,265.64	
DOT/ICA St Johns County South Rest Area	\$333,083.88	\$333,083.88	
DOT/VMS Brevard North (Mims) Rest Area	\$295,000.00	\$295,000.00	
DOT/VMS Brevard South (Palm Bay) Rest Area	\$354,684.96	\$354,684.96	
SJRWMD District Headquarters	\$163,585.17	\$177,786.24	
VMS/DOT Flagler Weigh Station, I-95	\$101,357.88	\$101,357.88	
<b>Total</b>	<b>\$1,601,349.09</b>	<b>\$1,615,549.96</b>	<b>0.89%</b>
<b>Alachua County ARC</b>			
DOT Gainesville Maint Construction Office		\$24,686.52	
Gainesville Regional Utilities (Terminated)	\$165,714.84		
<b>Total</b>	<b>\$165,714.84</b>	<b>\$24,686.52</b>	<b>-85.10%</b>
<b>ARC Brevard</b>			
DHSMV Melbourne Driver License Office GM	\$7,940.12	\$7,940.12	
DHSMV Palm Bay Admin Review Office	\$7,430.52	\$7,430.52	
Fish & Wildlife Titusville Marine Patrol	\$3,479.20	\$3,479.20	
SJRWMD Malabar Road Recreation Area	\$9,316.76	\$10,640.28	
SJRWMD Palm Bay Service Center GM	\$42,965.52	\$47,510.04	
SJRWMD Palm Bay Service Center JS	\$29,520.13	\$31,910.43	
<b>Total</b>	<b>\$100,652.25</b>	<b>\$108,910.59</b>	<b>8.20%</b>
<b>ARC Jacksonville</b>			
DOT Jacksonville Urban Office	\$87,400.59	\$87,400.59	
<b>Total</b>	<b>\$87,400.59</b>	<b>\$87,400.59</b>	<b>0.00%</b>
<b>ARC Nature Coast</b>			
SWFWMD Brooksville Headquarters	\$195,000.00	\$206,290.96	
<b>Total</b>	<b>\$195,000.00</b>	<b>\$206,290.96</b>	<b>5.79%</b>
<b>Archways</b>			
DOA Div of Admin, Port Everglades Facility	\$9,450.51	\$10,746.12	
<b>Total</b>	<b>\$9,450.51</b>	<b>\$10,746.12</b>	<b>13.71%</b>
<b>AXON Technologies</b>			
SunCom Directory Services	\$332,500.50	\$337,538.76	
<b>Total</b>	<b>\$332,500.50</b>	<b>\$337,538.76</b>	<b>1.52%</b>



**CARC**

DOT Dist 2 Office, Credit Union & Mat Lab	\$154,030.02	\$154,030.02	
DOT Lake City Maintenance Yard Facilities	\$71,244.93	\$73,382.28	
DOT Lake City Sign Shop	\$4,576.14	\$4,868.76	
DOT/ICA Baker County Rest Area	\$298,336.56	\$305,672.88	
DOT/ICA Baker County Scale Facility	\$957.48	\$957.48	
DOT/ICA Duval County Rest Area	\$288,683.76	\$299,028.00	
DOT/ICA Ellisville Rest Area	\$304,525.68	\$310,535.88	
<b>Total</b>	<b>\$1,122,354.57</b>	<b>\$1,148,475.30</b>	<b>2.33%</b>

**Comprehensive Community Services**

DOT/ICA Columbia-Suwannee Rest Area	\$250,643.40	\$305,676.48	
DOT/ICA Hamilton Welcome Center	\$291,272.40	\$394,495.44	
DOT/ICA White Springs WIM	\$128,738.76	\$144,667.08	
<b>Total</b>	<b>\$670,654.56</b>	<b>\$844,839.00</b>	<b>25.97%</b>

**Escambia ARC**

DOT Escambia & Santa Rosa Counties Litter	\$167,745.74	\$171,337.37	
DOT/ICA Escambia Scale US 90	\$38,918.52	\$39,043.20	
DOT/ICA Escambia Weigh-in-Motion	\$145,573.08	\$146,009.16	
DOT/ICA Escambia Welcome Center	\$329,825.52	\$339,159.72	
<b>Total</b>	<b>\$682,062.86</b>	<b>\$695,549.45</b>	<b>1.98%</b>

**Easter Seal Florida**

DHSMV Melbourne Driver License Office	\$4,198.35	\$4,282.23	
<b>Total</b>	<b>\$4,198.35</b>	<b>\$4,282.23</b>	<b>2.00%</b>

**Gadsden ARC**

City of Tallahassee, TalTran	\$187,924.92	\$187,924.92	
DEP Maclay Gardens Bureau of Design	\$9,012.72	\$9,012.72	
DEP Maclay Gardens State Park	\$21,425.00	\$21,425.00	
DEP St George Island State Park	\$28,008.27	\$28,008.27	
DHSMV Quincy Driver License Office	\$7,997.24	\$7,997.24	
DOH Gadsden County Health Dept	\$47,458.95	\$47,458.95	
DOS Division of Cultural Affairs	\$7,922.08	\$7,922.08	
DOT Carrabelle Beach Wayside Park	\$45,669.96	\$45,669.96	
DOT Gadsden & Leon Counties Interstate Litter	\$162,492.96	\$216,657.28	
DOT Gadsden & Leon Counties Primary Roads Litter	\$40,253.92	\$41,115.81	
DOT Midway Maintenance Office	\$49,876.77	\$51,373.07	
DOT/ICA Leon County Rest Area	\$306,163.32	\$325,806.24	
<b>Total</b>	<b>\$914,206.11</b>	<b>\$990,371.54</b>	<b>8.33%</b>

**Glades Area ARC**

PBC Facilities Management	\$36,354.15	\$36,354.15	
PBC Tower Sites	\$1,732.48	\$1,732.48	
<b>Total</b>	<b>\$38,086.63</b>	<b>\$38,086.63</b>	<b>0.00%</b>





**Goodwill Broward**

Tri-County Commuter Rail Authority Admin	\$24,958.12	\$24,958.12	
Tri-County Commuter Rail Authority Powerline	\$6,013.03	\$6,188.54	
<b>Total</b>	<b>\$30,971.15</b>	<b>\$31,146.66</b>	<b>0.57%</b>

**Goodwill South Florida**

140 Flagler Building	\$233,477.28	\$242,015.76	
DJJ Dade Regional Juvenile Detention Center	\$150,527.69	\$153,865.92	
FIU Kovens Conference Center	\$110,181.61	\$110,181.61	
FIU N Campus Wellness Center	\$11,825.66	\$11,825.66	
FIU Physical Plant Safety & Receiving	\$11,375.20	\$11,375.20	
FIU Professional Development Center	\$9,873.20	\$9,873.20	
FIU Student Health Clinic	\$13,729.30	\$15,473.30	
MD Elections Headquarters	\$99,626.85	\$118,535.05	
MD Justice Center Complex	\$1,106,657.83	\$1,128,735.80	
MD Police Headquarters Complex	\$842,009.18	\$897,829.29	
MD Police Training	\$199,488.35	\$203,468.17	
MD South Dade Government Center	\$414,226.68	\$422,169.84	
MD Transit Authority Bus Cleaning	\$1,253,599.58	\$1,253,599.59	
PENSKE Bus	\$128,400.00	\$128,400.00	
<b>Total</b>	<b>\$4,584,998.41</b>	<b>\$4,707,348.39</b>	<b>2.67%</b>

**Gulf County ARC**

DHSMV Port St Joe Driver License Office	\$2,493.17	\$2,493.17	
DOT Gulf County Litter	\$53,236.75	\$54,234.13	
<b>Total</b>	<b>\$55,729.92</b>	<b>\$56,727.30</b>	<b>1.79%</b>

**Gulfstream Goodwill**

Martin County Rest Area, I-95		\$335,535.31	
St. Lucie County Rest Area, I-95	\$325,832.20	\$325,832.20	
<b>Total</b>	<b>\$325,832.20</b>	<b>\$661,367.51</b>	<b>102.98%</b>

**Hope Center**

DHSMV Miami Florida Highway Patrol Office	\$11,354.76	\$11,354.76	
Miami-Dade Corrections & Rehabilitation (Terminated)	\$28,108.32		
<b>Total</b>	<b>\$39,463.08</b>	<b>\$11,354.76</b>	<b>-71.23%</b>

**Horizons of Okaloosa County**

DEP Eden Gardens State Park	\$11,783.86	\$11,783.86	
DOT Okaloosa & Walton Counties Litter	\$121,731.05	\$124,001.53	
<b>Total</b>	<b>\$133,514.91</b>	<b>\$135,785.39</b>	<b>1.70%</b>



**Jackson County ARC**

DEP Florida Caverns State Park	\$19,329.88	\$19,329.88	
DOT Holmes, Washington & Jackson Counties Litter	\$161,494.34	\$164,792.51	
DOT/ICA Jackson Weigh-in-Motion	\$147,278.04	\$150,338.28	
<b>Total</b>	<b>\$328,102.26</b>	<b>\$334,460.67</b>	<b>1.94%</b>

**Lakeview Center**

City of Pensacola	\$267,765.79	\$385,325.61	
DOH Escambia County Health Department	\$190,620.11	\$200,637.99	
DOH Hillsborough County Health Dept	\$613,342.32	\$547,716.88	
DOT Milton Administration Offices	\$44,365.60	\$44,365.60	
<b>Total</b>	<b>\$1,116,093.82</b>	<b>\$1,178,046.08</b>	<b>5.55%</b>

**MACtown**

DEP Bill Baggs Cape Florida Recreation Area	\$30,707.89	\$31,706.64	
<b>Total</b>	<b>\$30,707.89</b>	<b>\$31,706.64</b>	<b>3.25%</b>

**Madison-Jefferson ARC**

DOT Jefferson County Interstate Litter	\$59,309.93	\$60,579.83	
DOT Jefferson County Primary Roads Litter	\$101,431.43	\$103,603.20	
DOT/ICA Jefferson County Rest Area	\$342,161.16	\$364,895.04	
DOT/ICA Madison County Rest Area	\$251,901.48	\$269,847.84	
DOT/ICA Madison County WIM	\$129,193.32	\$137,122.68	
DOT/ICA Taylor County Rest Area	\$104,211.84	\$111,113.28	
<b>Total</b>	<b>\$988,209.16</b>	<b>\$1,047,161.87</b>	<b>5.97%</b>

**Nassau ARC**

DOT/ICA Nassau Weigh-in-Motion	\$132,398.76	\$134,521.32	
DOT/ICA Nassau Welcome Center	\$309,635.40	\$317,995.20	
<b>Total</b>	<b>\$442,034.16</b>	<b>\$452,516.52</b>	<b>2.37%</b>

**Palm Beach Habilitation Center**

City of Boynton Beach E Water Treatment Plant	\$15,429.11	\$15,429.11	
City of WPB Parking Meter Coin Collection	\$64,050.76	\$67,227.50	
DOT WPB Operations - Forest Hill Blvd		\$23,119.23	
WPB Grassy Water Preserve	\$24,768.92	\$25,993.88	
<b>Total</b>	<b>\$104,248.79</b>	<b>\$131,769.72</b>	<b>26.40%</b>

**Polk AHC**

DOT Polk County Rest Area, I-4	\$454,140.27	\$493,367.88	
DOT Hillsborough Rest Area, I-75 (Terminated)	\$375,311.16		
<b>Total</b>	<b>\$829,451.43</b>	<b>\$493,367.88</b>	<b>-40.52%</b>

**Quest**

City of Winter Park	\$24,336.00	\$29,982.60	
Orange Count Parks and Recreation	\$183,851.81	\$223,049.81	
Seminole County Parks and Recreation	\$25,198.00	\$38,768.64	
<b>Total</b>	<b>\$233,385.81</b>	<b>\$291,801.05</b>	<b>25.03%</b>

**Santa Rosa, ARC**

DOT Escambia and Santa Rosa Counties Litter	\$213,494.57	\$218,065.75	
DOT Milton Administration Offices	\$7,531.16	\$7,531.16	
ICA/DOT Okaloosa County Rest Area	\$334,759.80	\$375,885.96	
ICA/DOT Santa Rosa County Rest Area	\$334,759.80	\$375,885.96	
<b>Total</b>	<b>\$890,545.33</b>	<b>\$977,368.83</b>	<b>9.75%</b>

**Seagull Industries**

PBC County owned parcels		\$24,216.00	
PBC Facilities Management	\$23,457.28	\$24,130.93	
PBC Haverhill Park		\$30,635.32	
PBC Mid-Western Community Center	\$19,518.45	\$20,527.56	
PBC Solid Waste Authority Admin Bldg	\$49,701.10	\$51,274.56	
PBC Tower Sites	\$3,977.40	\$6,028.56	
PBC Water Utilities	\$55,680.84	\$52,397.31	
PBC West Jupiter Community Center	\$56,101.46	\$28,894.08	
WPB Driver License Office	\$9,197.04	\$9,197.04	
<b>Total</b>	<b>\$217,633.57</b>	<b>\$247,301.36</b>	<b>13.63%</b>

**St Andrew Bay Center**

DEP St Andrew State Park and Rec Area	\$29,681.04	\$29,681.04	
DOT Panama City Maint & Construction	\$19,480.77	\$19,480.77	
<b>Total</b>	<b>\$49,161.81</b>	<b>\$49,161.81</b>	<b>0.00%</b>

**Walton County ARC**

DOT Okaloosa & Walton Counties Litter	\$90,883.36	\$92,597.04	
<b>Total</b>	<b>\$90,883.36</b>	<b>\$92,597.04</b>	<b>1.89%</b>

**Washington-Holmes ARC**

DOT Chipley Administration Office Complex	\$146,655.05	\$152,316.60	
DOT Holmes and Washington Counties Litter	\$150,523.16	\$153,746.04	
DOT Holmes Washington and Jackson Counties Litter	\$31,057.85	\$31,882.45	
DOT/ICA Gadsden County Rest Area	\$191,623.32	\$200,431.92	
DOT/ICA Holmes County Rest Area	\$180,934.80	\$189,777.12	
DOT/ICA Jackson County (Sneads) Rest Area	\$309,284.28	\$330,573.12	
DOT/ICA Jackson County Welcome Center	\$220,867.44	\$230,793.36	
<b>Total</b>	<b>\$1,230,945.90</b>	<b>\$1,289,520.61</b>	<b>4.76%</b>



**Arlenes Cleaning Service**

DOT/ICA Columbia County Scale Facility	\$2,553.24	\$2,553.24	
DOT/ICA Dixie County Scale Facility	\$10,212.72	\$10,212.72	
DOT/ICA Suwannee Scale Facility	\$3,829.80	\$3,829.80	
<b>Total</b>	<b>\$16,595.76</b>	<b>\$16,595.76</b>	<b>0.00%</b>

**Sassy's Cleaning Service**

DOT/ICA Nassau County Scale Facility US1	\$8,489.40	\$8,489.40	
DOT/ICA Nassau County Scale Facility US17	\$8,489.40	\$8,489.40	
DOT/ICA Putman County Scale Facility US17	\$8,489.40	\$8,489.40	
<b>Total</b>	<b>\$25,468.20</b>	<b>\$25,468.20</b>	<b>0.00%</b>

**Total by Service Provider      \$18,375,301.70**





## Certified Employment Centers

### Abilities, Inc. of Florida

Guy Klenke, Senior Vice President  
5060 Hogan Place  
Cocoa, FL 32927  
321-639-7068(wk & cel)—FAX 639-8272  
(727) 538-7370—FAX (727) 538-7387  
[gklenke@ourpeoplework.org](mailto:gklenke@ourpeoplework.org)/[www.ourpeoplework.org](http://www.ourpeoplework.org)

### ACT Corporation

Wayne Dreggors, Executive Director  
1220 Willis Avenue  
Daytona Beach, FL 32114  
(386) 947-3600—FAX (386) 274-3478  
[wayneceo@actcorp.org](mailto:wayneceo@actcorp.org)/[www.actcorp.org](http://www.actcorp.org)  
contact: Tom Czopek: 386-239-6160/274-3478F

### ARC of Alachua County, Inc.

Dick Bradley, Executive Director, ext. 221  
3303 NW 83<sup>rd</sup> Street  
Gainesville, FL 32606  
(352) 334-4060—FAX (352) 334-4059  
[dbradley@arcalachua.org](mailto:dbradley@arcalachua.org)/[www.arcalachua.org](http://www.arcalachua.org)

### ARC-Brevard, Inc.

David Cooke, President & CEO  
1694 Cedar Street  
Rockledge, FL 32955  
(321) 690-3464—FAX (321) 690-3467  
[ceo4arc@arc-brevard.org](mailto:ceo4arc@arc-brevard.org)/[www.arc-brevard.org](http://www.arc-brevard.org)

### ARC Gateway

Donna Fassett, Executive Director  
3916 N. 10<sup>th</sup> Avenue  
Pensacola, FL 32503  
(850) 434-2638—FAX (850) 438-2180  
[arcesc@aol.com](mailto:arcesc@aol.com)/[www.arc-escambia.org](http://www.arc-escambia.org)

### ARC of Indian River County

R.D. (Roger) Baker, EdD Executive Director, x 235  
1375 16th Avenue  
Vero Beach, FL 32960  
(772) 562-6854—FAX (772) 562-6063  
[drbaker@arcir.org](mailto:drbaker@arcir.org)/[www.thearclink.org](http://www.thearclink.org)

### Arc Jacksonville, The

Jim Whittaker, Executive Director, ext. 14  
1050 N. Davis Street  
Jacksonville, FL 32209  
(904) 355-0155—FAX (904) 355-9616  
[thearc\\_jwhittaker@gbso.net](mailto:thearc_jwhittaker@gbso.net)/[www.arcjacksonville.org](http://www.arcjacksonville.org)

### ARC/Madison-Jefferson, Inc.

Tim Ressler, Executive Director  
P.O. Box 912  
Madison, FL 32340  
(850) 973-4614—FAX (850) 973-4334  
[t.ressler@earthlink.com](mailto:t.ressler@earthlink.com)

### ARC/Nassau County, Inc.

Kathy Burns, Executive Director  
1105 Hamilton Street  
Yulee, FL 32041  
(904) 225-9355—FAX (904) 225-9262  
[arcnass@bellsouth.net](mailto:arcnass@bellsouth.net)

### Arc Nature Coast, Inc., The

Mark W. Barry, Executive Director  
5283 Neff Lake Road  
Brooksville, FL 34601  
(352) 544-2322—FAX (352) 544-2325  
[mbarry@thearc-naturecoast.org](mailto:mbarry@thearc-naturecoast.org)/  
[www.thearc-naturecoast.org](http://www.thearc-naturecoast.org)

### Arc of the St. Johns, Inc., The

Kathy P. Jackson, Executive Director  
2101 ARC Drive  
St. Augustine, FL 32084  
(904) 824-7249—FAX (904) 824-8063  
[kathyj@fdn.com](mailto:kathyj@fdn.com)/[www.arcsj.org](http://www.arcsj.org)

### ARC Santa Rosa, Inc., The

Ann Smith, President & CEO  
409 Dixie Road  
Milton, FL 32570  
(850) 623-9320—FAX (850) 623-2877  
[director@ArcSantaRosa.org](mailto:director@ArcSantaRosa.org)/[www.ArcSantaRosa.org](http://www.ArcSantaRosa.org)





## Certified Employment Centers

### ARC of South Florida, Inc.

Mike Messer, Executive Director, ext 102  
5555 Biscayne Boulevard  
Miami, FL 33137  
(305) 759-8500—FAX (305) 754-9223  
[arcsofla@aol.com](mailto:arcsofla@aol.com)

### ARC of Washington-Holmes Counties, Inc.

Mavis Smith, Executive Director  
1335 South Boulevard  
Chipley, FL 32428  
(850) 638-7517—FAX (850) 638-2977  
[arcwh@digitalexp.com](mailto:arcwh@digitalexp.com)

### Archways, Inc. (Creative Colors)

Andrea Katz, Executive Director  
919 NE 13<sup>th</sup> Street  
Ft. Lauderdale, FL 33304  
(954) 763-2030—FAX (954) 467-6615  
[ell555@aol.com](mailto:ell555@aol.com)

### AXON Technologies, Inc.

Steve Jensen, President, ext. 210  
6041 Siesta Lane  
Port Richey, FL 34668  
(727) 847-5572—FAX (727) 847-6681  
Toll-free (800) 251-8828  
[sjensen@optimatechnologies.com](mailto:sjensen@optimatechnologies.com)  
[www.optimatechnologies.com](http://www.optimatechnologies.com)

### Brevard Achievement Center

Dayle Olson, President & CEO  
1845 Cogswell Street  
Rockledge, FL 32955  
(321) 632-8610—FAX (321) 631-8207  
[dolson@bacbrevard.com/www.bacbrevard.com](mailto:dolson@bacbrevard.com/www.bacbrevard.com)

### CARC-Advocates for Citizens with Disabilities, Inc.

Carol Jewett, Executive Director  
512 SW Sisters Welcome Road  
Lake City, FL 32025-0752  
(386) 752-1880—FAX 758-2031/Cell 961-5834  
[cjewett@lakecity-carc.com/www.lakecity-carc.com](mailto:cjewett@lakecity-carc.com/www.lakecity-carc.com)

### CCAR Services, Inc.

Nancy Keating, Executive Director  
3530 Enterprise Way  
Green Cove Springs, FL 32043  
(904) 284-9859—FAX (904) 284-9497  
[Nancy.Keating@ccar.org/www.ccar.org](mailto:Nancy.Keating@ccar.org/www.ccar.org)

### Community Supports, Inc.

Frank Lanzi, Executive Director  
P.O. Box 2064  
Winter Park, FL 32790-2064  
(407) 645-3211—FAX (407) 645-5890  
[terry@d-s-i.com](mailto:terry@d-s-i.com)

### Comprehensive Community Services

Bobbie Lake, Executive Director  
P.O. Drawer L  
Live Oak, FL 32060  
(386) 362-7143—FAX (386) 362-7058  
[bobbie\\_lake@yahoo.com](mailto:bobbie_lake@yahoo.com)

### Easter Seals Florida, Inc. (Central Florida)

Gail Edwards, Executive Director  
6050 Babcock St. SE, Suite 18  
Palm Bay, FL 32909  
(321) 723-4474—Ext. 3109 or 3110  
FAX (321) 676-3843  
[gedwards@fl.easter-seals.org/www.fl.easter-seals.org](mailto:gedwards@fl.easter-seals.org/www.fl.easter-seals.org)

### Gadsden Association Rehabilitation Center, Inc.

Martha Coley, Executive Director  
1633-A Highbridge Rd.  
Quincy, FL 32351  
(850) 627-9058—FAX (850) 627-1065  
[garc@tds.net](mailto:garc@tds.net)

### Glades Area ARC, Inc.

F. Scot Kannell, Executive Director  
4250 NW 16<sup>th</sup> Street  
Belle Glade, FL 33430  
(561) 996-9583—FAX (561) 996-8692  
[arcglades@yahoo.com/kannell@prodigy.net](mailto:arcglades@yahoo.com/kannell@prodigy.net)





## Certified Employment Centers

### Goodwill Industries of Broward County, Inc.

Dennis Pastrana, Acting Executive Director & CEO  
2104 W. Commercial Boulevard  
Ft. Lauderdale, FL 33309  
(954) 486-1600—FAX (954) 497-3270  
[www.goodwillbroward.org](http://www.goodwillbroward.org)

### Goodwill Industries of Central Florida, Inc.

Richard Coleman, President & CEO  
7531 S. Orange Blossom Trail  
Orlando, FL 32809  
(407) 857-0659—FAX (407) 851-8190  
[admin@goodwillcfl.org](mailto:admin@goodwillcfl.org)/[rcoleman@atlantic.net](mailto:rcoleman@atlantic.net)  
[www.goodwillcfl.org](http://www.goodwillcfl.org)

### Goodwill Industries of South Florida, Inc.

Dennis Pastrana, President & CEO  
2121 NW 21<sup>st</sup> Street  
Miami, FL 33142  
(305) 325-9114—FAX (305) 326-4105  
[info@goodwillmiami.org](mailto:info@goodwillmiami.org)

### Goodwill Industries of Southwest Florida, Inc.

Thomas L. Feurig, CEO, ext. 223  
4940 Bayline Drive  
N. Ft. Myers, FL 33917  
(239) 995-2106—FAX (239) 995-5868  
[tomFeurig@goodwillswfl.org](mailto:tomFeurig@goodwillswfl.org)/[www.goodwillswfl.org](http://www.goodwillswfl.org)

### Gulf County ARC

Dianna Harrison, Program Administrator  
309 Williams Avenue  
Port St. Joe, FL 32456  
(850) 229-6327—FAX (850) 227-2084  
[gcarc@qtcom.net](mailto:gcarc@qtcom.net)

### Gulfstream Goodwill Industries, Inc.

Marvin Tanck, President & CEO  
1715 Tiffany Drive E.  
West Palm Beach, FL 33407  
(561) 848-7200—FAX (561) 848-0346  
[tanck@gulfstreamgoodwill.com](mailto:tanck@gulfstreamgoodwill.com)  
[www.gulfstreamgoodwill.com](http://www.gulfstreamgoodwill.com)

### Hope Center, Inc.

Nadine Johnson, Executive Director, ext. 207  
P.O. Box 10789  
Miami, FL 33101-0789  
(305) 545-7572—FAX (305) 325-0382  
[njohnson@hopecenterhc.org](mailto:njohnson@hopecenterhc.org)/[nadinejohn@aol.com](mailto:nadinejohn@aol.com)  
[www.hopecenterhc.org](http://www.hopecenterhc.org)

### Horizons of Okaloosa County, Inc.

Dr. David O. Miller, President & CEO  
123 Truxton Ave.  
Ft. Walton Beach, FL 32547  
(850) 863-1530—FAX (850) 862-4589  
[domiller@horizonsfwb.com](mailto:domiller@horizonsfwb.com)/[www.horizons.nu](http://www.horizons.nu)

### Jackson County ARC

Frances Henderson, Executive Director  
2944 Pennsylvania Avenue, Suite A  
Marianna, FL 32448  
(850) 526-7333—FAX (850) 526-2311  
[jcarc@digitalexp.com](mailto:jcarc@digitalexp.com)

### Jeff Industries, Inc.

Angelo V. Squatrito, Executive Director  
115 East Coast Avenue  
Hypoluxo, FL 33462  
(561) 547-9258—FAX (561) 547-9682  
[HelpJeffAdm@msn.com](mailto:HelpJeffAdm@msn.com)

### Key Training Center/Citrus County ARC (INACTIVE)

*Chester V. Cole, Executive Director*  
130 Heights Avenue  
Inverness, Florida 34452  
(352) 341-4633-FAX (352) 341-4656  
[keytraining@citrust.infi.net](mailto:keytraining@citrust.infi.net)/[www.keytraining.org](http://www.keytraining.org)

### Lakeview Center, Inc.

Gary Bembry, President & CEO  
2001 N. 'E' Street  
Pensacola, FL 32501  
(850) 432-1222—FAX (850) 595-1400  
[lakeview@bhcpns.org](mailto:lakeview@bhcpns.org)/[www.bhcpns.org](http://www.bhcpns.org)





## Certified Employment Centers

### MacDonald Training Center, Inc.

Jim Freyvogel, President & CEO  
5420 W. Cypress Drive  
Tampa, FL 33607  
(813) 870-1300—FAX (813) 872-6010  
[jfreyvogel@macdonaldcenter.org](mailto:jfreyvogel@macdonaldcenter.org)  
[www.macdonaldcenter.org](http://www.macdonaldcenter.org)

### MACtown, Inc.

Ray Nagel, Executive Director  
137 NE 62<sup>nd</sup> Street  
Miami, FL 33138  
(305) 758-4485—FAX (305) 756-9990  
[director@mactown.org](mailto:director@mactown.org)/[www.mactown.org](http://www.mactown.org)

### MyWorkCenter.com

Jeffrey S. Minder, CEO  
5607 Wagon Wheel Circle  
Tallahassee, FL 32317  
(850) 321-3253  
[jminder@myworkcenter.com](mailto:jminder@myworkcenter.com)/[www.myworkcenter.com](http://www.myworkcenter.com)

### Palm Beach Habilitation Center, Inc.

Tina Philips, President & CEO  
4522 S. Congress Avenue  
Lake Worth, FL 33461  
(561) 965-8500—FAX (561) 357-9552  
[tina@pbhab.com](mailto:tina@pbhab.com)/[www.pbhab.com](http://www.pbhab.com)

### Pine Castle, Inc.

Jonathan W. May, Executive Director  
4911 Spring Park Road  
Jacksonville, FL 32207  
(904) 733-2650—FAX (904) 733-2681  
[jmay@pinecastle.org](mailto:jmay@pinecastle.org)/[www.pinecastle.org](http://www.pinecastle.org)

### Polk Co. Association for Handicapped Citizens, Inc.

Shirley Balogh, President & CEO  
1038 Sunshine Drive E.  
Lakeland, FL 33801  
(863) 665-3846—FAX (863) 665-2330  
[sbalogh@pcahc.org](mailto:sbalogh@pcahc.org)/[www.pcahc.org](http://www.pcahc.org)

### Quest, Inc.

Katie Porta, President & CEO  
P.O. Box 1300  
Apopka, FL 32704  
(407) 889-4530—FAX (407) 889-5710  
[kporta@questinc.org](mailto:kporta@questinc.org)/[www.questinc.org](http://www.questinc.org)

### Research & Service Foundation, Inc.

Anita C. Berg, Executive Director  
3800 NW 132<sup>nd</sup> Street  
Miami, FL 33054  
(305) 685-9331—FAX (305) 685-1001  
305-970-5598/cell  
[psychological@bellsouth.net](mailto:psychological@bellsouth.net)

### St. Andrew Bay Center, Inc.

Jan Pearce, Executive Director  
P.O. Box 1320  
Lynn Haven, FL 32444  
(850) 265-2951—FAX (850) 265-9732  
[sabc@knology.net](mailto:sabc@knology.net)

### Seagull Industries for the Disabled, Inc.

Alfred Eisinger, Executive Director, ext. 131  
3879 Byron Drive  
Riviera Beach, FL 33404  
(561) 842-5814—FAX (561) 881-3554  
[main@seagull.org](mailto:main@seagull.org)/[www.seagull.org](http://www.seagull.org)

### UCP of East Central Florida (WORC)

Barry Pollack, President & CEO, ext. 17  
1100 Jimmy Ann Drive  
Daytona Beach, FL 32117  
(386) 274-6474—FAX (386) 274-6532  
[bpollack@ucpecf.org](mailto:bpollack@ucpecf.org)/[www.ucpecf.org](http://www.ucpecf.org)

### Walton County ARC, Inc.

Kermit Wright, Executive Director  
P.O. Box 813  
DeFuniak Springs, FL 32435  
(850) 892-5013—FAX (850) 892-7895  
[wcarc@dfsi.net](mailto:wcarc@dfsi.net)/[www.dfsi.net](http://www.dfsi.net)/[www.wcarc.org](http://www.wcarc.org)

