



Annual Report

October 1, 2015—September 30, 2016

**Governmental
Entities**

Creating Jobs

**One Purchase
at a Time**

*In accordance with contract number **914-000-10-R**, The Florida Association of Rehabilitation Facilities, Inc. dba, RESPECT of Florida, submits the Central Nonprofit Agency FY 2015-16 Annual Report to the Florida Department of Management Service.*



RICK SCOTT
GOVERNOR

December 2016

Dear Friends:

For more than 40 years, RESPECT of Florida, in partnerships with state and local government agencies such as the Department of Management Services, has provided meaningful employment opportunities to Florida citizens with disabilities.

Every individual should have the opportunity to get a great job and education to pursue the American Dream, regardless of the challenges they may face. That's why we are committed to supporting families' efforts to help their loved ones find jobs by increasing opportunities for job training skills for individuals with disabilities.

I am proud that the Florida First budget makes record investments this year totaling \$1.3 billion for the Agency of Persons with Disabilities, including over \$39 million to remove more than 1,400 individuals from the waiting list for the fourth year in a row. The Florida First budget also provides \$500,000 for job placement and training for individuals with developmental disabilities on the Agency for Persons with Disabilities waitlist. With this funding, more young adults with developmental disabilities will have opportunities to demonstrate their skills in the workplace.

RESPECT of Florida and the participation of community-based organizations are critical to growing job opportunities for Florida citizens with disabilities. Thank you for helping Floridians with disabilities grow and prosper in their own communities.

Sincerely,

A handwritten signature in blue ink, appearing to read "Rick Scott".

Rick Scott
Governor

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Introduction

The purpose of the RESPECT program is to encourage and assist blind and other individuals with severe disabilities to achieve maximum personal independence through useful, productive, and gainful employment by assuring an expanded and constant market for the products and services they produce. The program was established by the Florida Legislature in 1974, and Florida ARF dba RESPECT of Florida has managed the program for almost 40 years under varying partnerships. Section 413.033 – .037, Florida Statutes, directs state entities to purchase available commodities and services produced by RESPECT certified, non-profit, community agencies throughout Florida who employ individuals with severe disabilities.

The RESPECT program continues as a result of governmental purchasing, contingent upon RESPECT ensuring that the goods and services produced by Floridians with disabilities are offered at comparable prices and of high quality. When purchasing through RESPECT, governmental entities are exempt from the competitive solicitation process. By providing a market for RESPECT products and services, the program creates productive employment options for individuals with disabilities, thereby helping them achieve their employment goals. Floridians with disabilities, governmental agencies, and Florida citizens all win as a result of the program. The celebrated business model is, *“Changing lives, one purchase at a time.”*

The RESPECT Model

Governmental entities create real jobs for Floridians with disabilities by purchasing needed goods and services through RESPECT of Florida.

The RESPECT program is well managed as evidenced by independent audits, a modern website featuring a MyFloridaMarketPlace (MFMP) punch-out catalog, and an experienced staff that ensures compliance to state purchasing needs and requirements. All RESPECT resources are dedicated to achieving the mission of the program.

Benefits of the program include:

- Through RESPECT, governmental entities receive quality commodities and services at a fair market price, as determined by the Florida Department of Management Services.
- By decreasing the number of Floridians who are dependent upon welfare and other tax supported subsidies, Florida’s overall economy benefits by providing employment opportunities to Floridians with disabilities. A study by an independent firm determined that employing individuals in a program such as RESPECT creates a savings of about \$2,400 - \$4,700 per person since that person can pay taxes and will require fewer supports.

- Most importantly, individuals with disabilities employed through RESPECT and its partnering “Employment Centers” enjoy the dignity and pride that comes with employment.

The RESPECT program receives no direct state funding for its operations. The commodities and services made by Floridians with disabilities are produced through local, non-profit Employment Centers. Jobs include but are not limited to: packaging, kitting, sorting/folding, poly-bagging, janitor and grounds maintenance, call center services, coin collection, electronic assembly, auditing, agency staffing, and various office employment opportunities.



Governance

RESPECT governance comes through the Department of Management Services (DMS). Florida Association of Rehabilitation Facilities dba RESPECT of Florida is the designated Central Non-Profit Agency (CNA) that administers the program. In 2015, the DMS approved a five year contract extension, for RESPECT to serve as the CNA managing entity.

Governance is also provided by the RESPECT Oversight Committee (ROC). The ROC consists of members who represent a cross-section of affiliated Employment Centers and governmental agencies. The ROC serves in an advisory capacity with committee members providing programmatic oversight to ensure that RESPECT achieves its stated mission. The ROC meets quarterly to review RESPECT policy and procedure changes and to monitor program activity.

Additionally, the program receives input and guidance from a Business Development Committee (BDC). The BDC consists of individuals with business and human services expertise who share business practices that will result in sound decision-making for RESPECT initiatives. The BDC also serves as a consulting body to RESPECT and is involved in the development of ideas and strategies that will result in job development for individuals with disabilities. The BDC membership includes representation such as banking, marketing and communications, and employment professionals.

Highlights & Accomplishments

Fiscal Year 15/16

Increased Average Hourly Wages

Individuals with disabilities working on RESPECT contracts saw an average increase of \$0.10 per hour from FY 14/15 to FY 15/16. RESPECT contract workers earn an average of \$9.25 per hour which is 14.9% higher than Florida's minimum wage of \$8.05 per hour.

Increased Annual Gross Revenue

RESPECT's annual revenues grew by 2.4% from FY 14/15 to FY 15/16.

Added New Service Contracts

RESPECT ended fiscal year 15/16 with 150 total service contracts, 14 of which are new contracts. RESPECT retained 96% of its existing contracts from FY 14/15 to 15/16.

Developed New Lines of Business

RESPECT branched into new lines of business including LED lighting, medical products, and dental supplies. In partnership with DMS, RESPECT added four new commodity Assignment Agreements, and as a result 78 new items were added to the Procurement List.

Focused on New Customers

While RESPECT's main focus is state agency procurement needs, it has identified other customer groups where growth can occur. RESPECT staff also focused on state colleges and universities and school boards.

Funded Micro-Enterprise Grant

To expand RESPECT's mission and provide entrepreneurial opportunities to people with disabilities, RESPECT funded one \$12,500 Micro-Enterprise Grant. The grant was awarded to Thaddeus Wilkins who owns and operates Oceanspray Photography. Wilkins provides photography services for small and medium businesses including onsite product and corporate photos, corporate portraits, company documentation, corporate events, and much more.

Key Performance Indicators

Fiscal Year 15/16



RESPECT creates real jobs

Average Hourly Wage: \$9.25

Total Benefits Paid: \$921,478

Total Hours Worked: 823,222

Number of Service Contracts: 150

FY 15/16 New Service Contracts: 14

Number of Commodity Assignments: 69

FY 15/16 New Commodities Assignments: 7

Service Sales FY 15/16: \$22,771,627

Commodity Sales FY 15/16: \$6,959,107

Total Sales: \$29,730,734

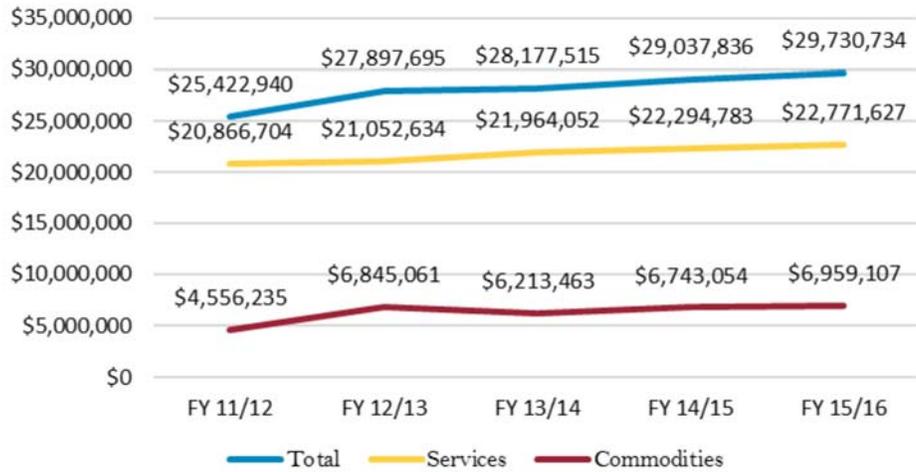
Partner Employment Centers: 52

Individuals Served through RESPECT Contracts: 1,173

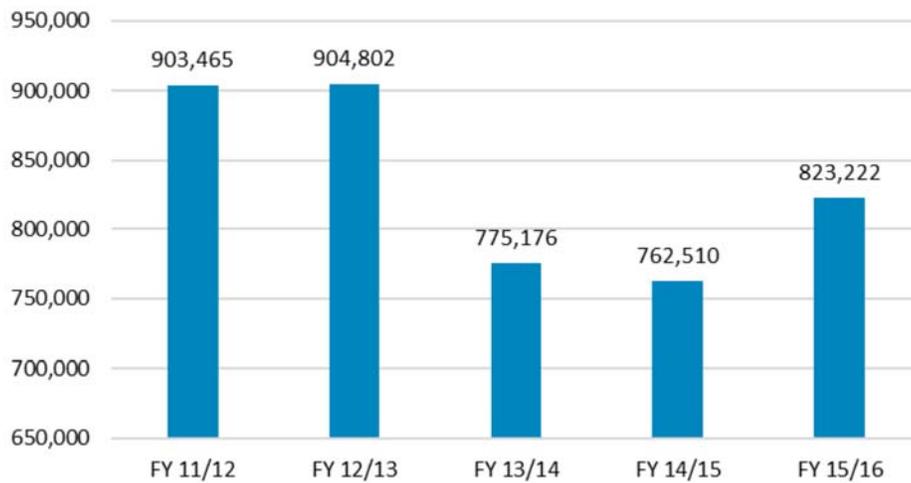
Supported Employment Hours: 575,504

Individuals Employed Through Employment Center Initiatives: 7,857

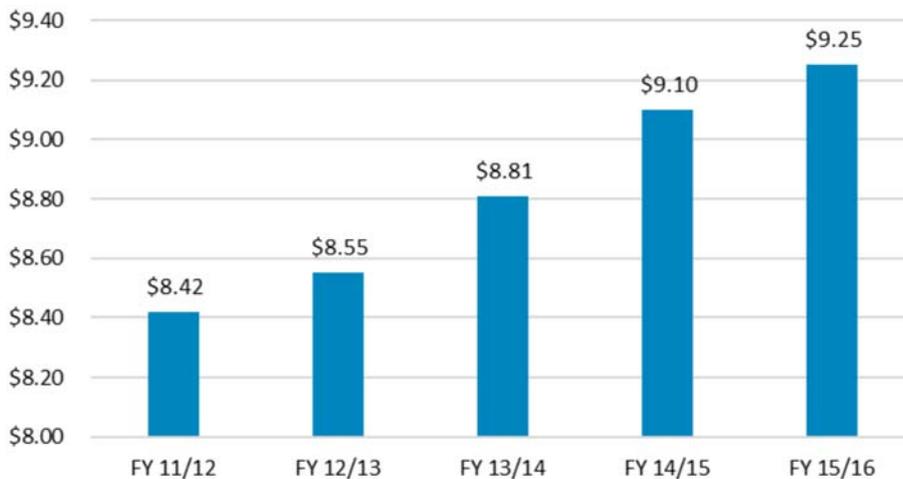
RESPECT Sales



Total Hours Worked on RESPECT Contracts



Average Hourly Wage



DMS Standards & Indicators

The Department of Management Services requires that RESPECT of Florida achieve specific standards to demonstrate the effectiveness and importance of the program. Beyond providing employment opportunities, RESPECT is to demonstrate progress towards better wages and benefits for individuals employed through RESPECT contracts and provide appropriate support to its Employment Centers.

Provide a Minimum of One Service Training Workshop to Employment Centers.

Fiscal year 15/16 training workshops included:

How to Pursue a Commodity or Service Assignment—September 9, 2016

Employment Center Open Forum—March 23, 2016

Situational Leadership and 7 Habits of Highly Effective People—January 11-12, 2016

Provide a Minimum of One Commodity Training Workshops to Employment Centers.

Fiscal year 15/16 training workshops included:

How to Pursue a Commodity or Service Assignment—September 9, 2016

Commodities Roundtable Meeting—May 20, 2016

Situational Leadership and 7 Habits of Highly Effective People—January 11-12, 2016

Increase the Number of Individuals Served by 5% Annually.

RESPECT served 1173 individuals with disabilities in fiscal year 15/16, a 7% decrease from the previous year. The goal was not met for the following reasons:

Reduction of 14(c). Several Employment Centers have reduced or eliminated the use of a 14(c) Subminimum Wage certificate for workers on RESPECT contracts.

Higher wages. Individuals with disabilities are now earning higher wages and performing real jobs. The average hourly wage for RESPECT contract workers rose from \$9.15 per hour last year to \$9.25 per hour this year.

More hours. In addition to desiring higher wages, workers also performed more work hours. Workers provided 823,222 hours of direct labor this fiscal year, an 8% increase from last year.

Increase the Average Hourly Wage to Meet or Exceed Florida's Minimum Wage.

Florida's minimum wage increased to \$8.05 per hour effective January 1, 2015 and remained unchanged in 2016. RESPECT contract workers earn an average of \$9.25 per hour, 15% higher than Florida's current minimum wage.

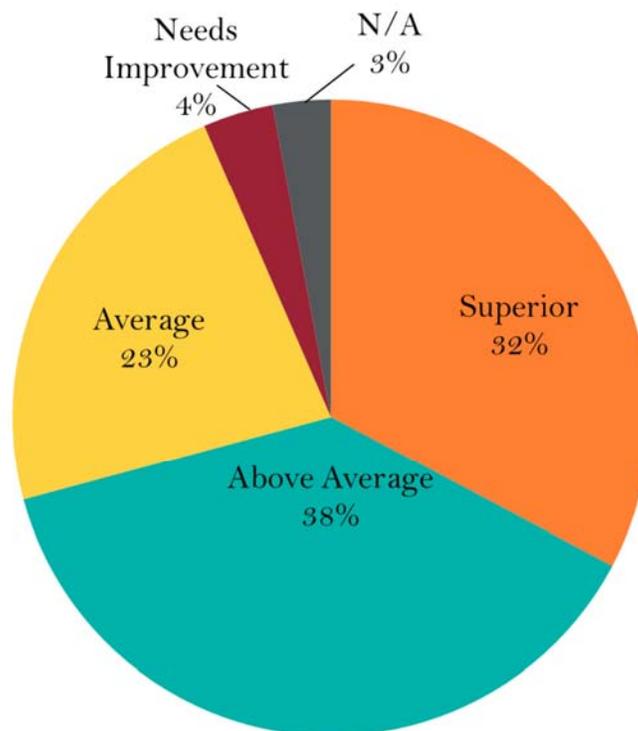
Internal Performance Measures

Achieve a minimum score of 90% on customer satisfaction surveys.

RESPECT's customers, government employees throughout the state, reported an overall satisfaction level of 94%. These surveys were conducted twice in the fiscal year, and participants were encouraged to provide additional feedback on the program.

	Superior	Above Average	Average	Needs Improvement	Not Applicable
What was the quality of customer service you received?	44	46	19	4	6
How satisfied are you with the product(s) you purchased?	37	48	33	1	0
RESPECT staff was courteous and helpful.	44	47	22	6	0
Rate your ability to find products on the RESPECT website.	31	40	34	6	8
	156	181	108	17	17

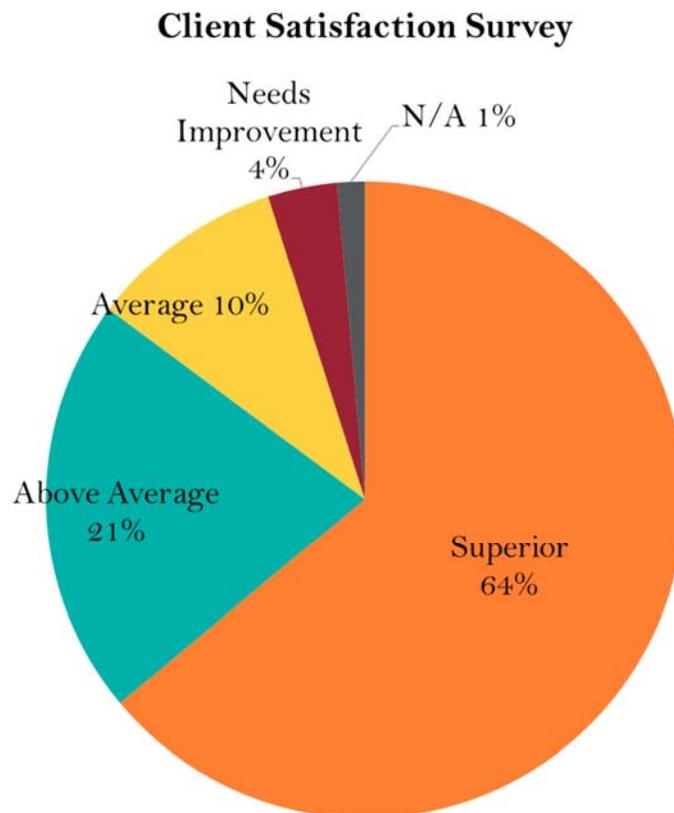
Customer Satisfaction Survey Results



Achieve a minimum score of 90% on employee satisfaction surveys.

Floridians with disabilities employed through RESPECT Employment Centers reported an overall satisfaction level of 95%. Comments from participants were overwhelmingly supportive and many individuals expressed appreciation for the opportunity to work.

	Superior	Above Average	Average	Needs Improvement	Not Applicable
I like what I do in my job.	718	225	109	26	11
I am happy with my salary and benefits.	539	245	162	115	23
I like where I work.	718	256	104	11	7
I get the help I need when I ask for it.	746	247	75	19	7
I want to keep my job for another year.	759	183	90	20	28
	3480	1156	540	191	76

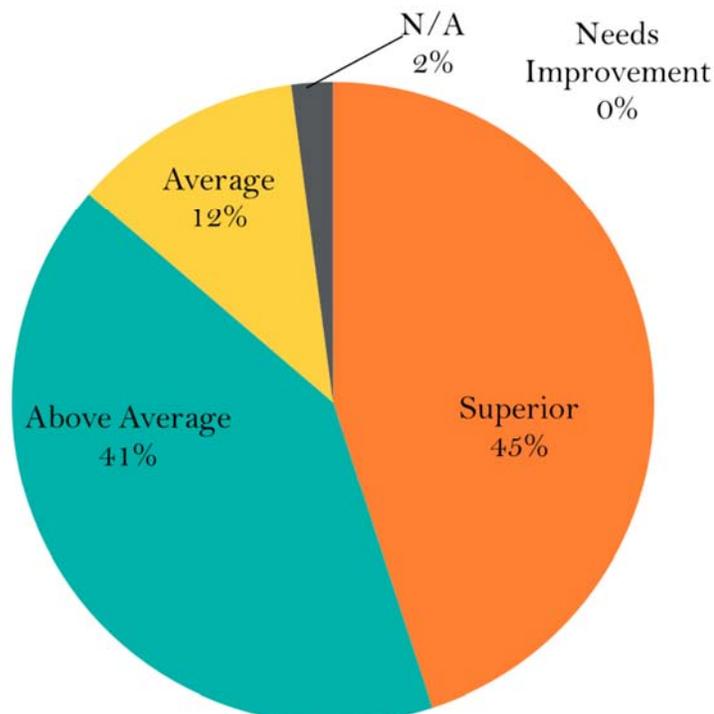


Achieve a minimum score of 90% on Employment Center satisfaction surveys.

RESPECT partner Employment Centers reported a 98% satisfaction level with the RESPECT program.

	Superior	Above Average	Average	Needs Improvement	Not Applicable
RESPECT’s operational procedures are clear. (product development, certification, invoicing, etc.)	13	19	7	0	1
RESPECT staff provided complete and accurate information.	18	17	4	0	1
RESPECT staff was courteous and helpful.	23	14	2	0	1
When help was requested, RESPECT staff provided a response in a reasonable amount of time.	21	16	2	0	1
The RESPECT website is easy to navigate.	13	18	8	0	1
My overall experience with RESPECT was positive.	20	15	5	0	0
	108	99	28	0	5

Employment Center Satisfaction Survey Results



Achieve a minimum score of 90% on satisfaction surveys conducted by Department of Management Services (DMS).

DMS rates RESPECT's performance regarding adherence to customer specifications, meeting delivery expectations, issuing accurate invoices, and providing excellent customer service. DMS uses a grading scale of one to five; three indicates that customer requirements and expectations have been met satisfactorily.

For all months in fiscal year 15/16, RESPECT scored between 3.59 and 3.63. RESPECT's average overall score for fiscal year 15/16 was 3.6. The methodology reveals 100% adherence to DMS vendor performance criteria.

DMS Vendor Performance Criteria

- Performance to Specifications—Conformance of the commodity/service to the requirement of the order
- Delivery—Comparing commodity delivery or service performance dates to order schedule
- Invoicing—Comparing the pricing or budget, and invoice accuracy
- Customer Service—Rates the vendor's service in areas such as communication and problem solving to the customer's expectations.

Conclusion

The RESPECT of Florida program continues to provide employment opportunities for 1173 Floridians with disabilities and another 7,859 individuals with disabilities are employed through partner Employment Center efforts.

RESPECT works closely with the Department of Management Services to ensure the production of quality commodities and services, competitive prices, and delivery within customer expectations. We are appreciative of our governmental customers who actively support RESPECT when they have a procurement need. Our customers are truly changing lives, one purchase at a time.



Suzanne Sewell, President & CEO
FL Association of Rehabilitation Facilities



Ryland Musick, Executive Director
RESPECT of Florida

2016 Employees of the Year

Each year RESPECT of Florida works with its partner Employment Centers to recognize and honor the accomplishments of our outstanding employees with disabilities. Employment Centers were asked to nominate individuals who showed distinguished job performance or marked improvement throughout the year. Employees were nominated for one of four categories: Employee of the Year for Commodities, Employee of the Year for Service, Rookie of the Year, or Most Improved Employee of the Year.

Employee of the Year for Commodities



Scott Adams
Louise Graham Regeneration Center

Employees of the Year for Services



Betty Scott
The Arc of The Glades



Matthew Beasley
CARC - Advocates for Citizens with Disabilities

2016 Employees of the Year

Rookie of the Year



Warren Watson
Brevard Achievement Center



Most Improved Employee of the Year



Robert Taylor
SMA Behavioral Healthcare

2016 Outstanding Employees

Nominees

Commodity Employees

Dana Ford—PARC

Matthew Nelson—Pine Castle

Lindsay Dwyer—Brevard Achievement Center

Service Employees

Alphone Palumbo— Louise Graham Regeneration Center

Joshua Woods—Lighthouse Works

James Hardy— Arc Gateway Escambia

Malachi Albertie—Ark of Nassau

Ophelia Darville—Gulfstream Goodwill

Marcus Kiley Paramore—Jackson Arc

Krystian Morales-Zuringa—Brevard Achievement Center

Adele Elchert—Challenge Enterprises

Chris Alvira—Palm Beach Habilitation Center

Rookie Employees

Caloui Plesival—Arc of The Glades

Litte Bayer—Goodwill Big Bend

Deborah Howell—Pine Castle

Marcus Clark—Challenge Enterprises

Daryl Witherspoon—PARC

Robert Dudley—Ark of Nassau

Rudy Gonzalez—Palm Beach Habilitation Center

Jack Needham—Gulfstream Goodwill

Most Improved Employees

Bobby Gene Lee—Ark of Nassau

Marlene Keener—Goodwill Big Bend

Benjamin Lee—Pine Castle

Beth Newman—PARC

Michael Raszewski—Palm Beach Habilitation Center

Wayne Rioux—Gulfstream Goodwill

Patrick Thomas—Brevard Achievement Center

Juanita Laws—Arc of The Glades

2016 RESPECT Employment Centers of the Year

In fiscal year 2015/16, RESPECT held its 40th Anniversary Awards Ceremony. RESPECT annually recognizes partner Employment Centers who demonstrate commitment to creating employment for people with disabilities, dedication to providing quality commodities and services to RESPECT customers, and deliver those commodities and services within customer expectations.

Employment Center of the Year for Commodities



Employment Center of the Year for Services



2016 Customer of the Year



RESPECT annually presents the Customer of the Year award to an agency that goes “above and beyond” to work with RESPECT and fully embraces the mission of the program which is to create job opportunities for Floridians with disabilities. This year the Florida Department of Transportation (DOT) proved to be a shining example in both purchases of commodities and services. Transportation commodity purchases accounted for 27% of all RESPECT commodity sales to state agencies and 83% of all service contracts with state agencies. Almost 700 RESPECT contract employees worked on the janitorial service contracts cleaning and maintaining the interstate rest areas, as well as various DOT regional headquarter buildings. Numerous RESPECT workers are employed through the assembly and fulfillment of First Aid kits used by DOT employees across the state.



Commodity & Service Sales

By Employment Center

October 1, 2015 - September 30, 2016

	Commodities	Services
Arc of Alachua County, <i>Gainesville</i>	-	\$3,153.84
Arc Big Bend, <i>Madison</i>	\$148,849.92	\$1,446,941.34
Arc Gateway, <i>Pensacola</i>	-	\$718,146.82
Ark of Nassau, <i>Yulee</i>	-	\$720,924.04
Arc Jacksonville, <i>Jacksonville</i>	-	\$152,229.36
Arc North Florida, <i>Live Oak</i>	-	\$1,214,502.96
Arc of Putnam County, <i>Palatka</i>	-	\$396,186.42
Arc South Florida, <i>Miami</i>	\$136.48	-
Arc of Walton County, <i>Defuniak Springs</i>	-	\$103,324.03
Arc Washington-Holmes Co., <i>Chipley</i>	-	\$1,730,624.54
Alliance for Independence, <i>Lakeland</i>	\$22,868.55	-
Brevard Achievement Center, <i>Rockledge</i>	\$2,861,683.70	\$1,560,732.46
CARC, <i>Lake City</i>	\$1,294.61	\$1,003,042.07
Community Haven, <i>Sarasota</i>	-	\$4,781.76
Challenge Enterprises, <i>Green Cove Springs</i>	-	\$203,554.56
Gadsden ARC, <i>Quincy</i>	\$16,866.33	\$1,048,658.83
The Arc of The Glades, <i>Belle Glade</i>	-	\$6,803.44
Goodwill Big Bend Services, <i>Tallahassee</i>	\$230,930.22	\$846,275.26
Goodwill Industries of South FL, <i>Miami</i>	\$127,401.38	\$4,549,892.80
Gulf County ARC, <i>Port St. Joe</i>	-	\$36,353.52
Gulfstream Goodwill, <i>West Palm Beach</i>	-	\$1,011,553.75
Horizon Okaloosa County, <i>Ft. Walton Beach</i>	-	\$1,354,405.42
Jackson County ARC, <i>Marianna</i>	-	\$534,742.25
Jeff Industries, <i>Hypoluxo</i>	\$3,080.10	-
Lakeview Center, <i>Pensacola</i>	-	\$906,357.67

Commodity & Service Sales

By Employment Center

October 1, 2015 - September 30, 2016

	Commodities	Services
Lighthouse Works, <i>Orlando</i>	\$79,899.32	\$6,000
LVIB, <i>Port Richey</i>	\$31,006.54	-
Louise Graham Center, <i>St. Petersburg</i>	\$24,263.76	\$96,215.88
MacDonald Training Center, <i>Tampa</i>	\$1,752,602.77	\$1,074.21
PARC, <i>St. Petersburg</i>	\$34,467.42	-
Palm Beach Hab. Center, <i>Lake Worth</i>	-	\$195,285.90
Pine Castle, <i>Jacksonville</i>	\$1,411,976.71	-
Seagull Services, <i>Riviera Beach</i>	\$993.90	\$84,942.69
ServiceSource, <i>Clearwater</i>	\$184,164.43	\$497,372.89
SMA Behavioral Healthcare, <i>Daytona Beach</i>	\$20,442.33	\$2,258,217.88
St. Andrew Bay Center, <i>Lynn Haven</i>	-	\$25,342.56
WORC, Inc., <i>Daytona Beach</i>	\$6,178.70	
Subcontractor/Sassy's, <i>Jacksonville</i>	-	\$53,988.60
Total	\$6,959,107.17	\$22,771,627.74

Commodity Sales

By Category

October 1, 2015 - September 30, 2016

Drug Testing Kits and Supplies **\$1,139,587.05**

Drug Testing Kits and Supplies \$1,139,587.05

First Aid and Safety **\$2,910,982.04**

Alcohol Pads \$463.84
Biohazard Kits and Refills \$4,264.51
CPR Kits and Refills \$1,663.40
Ear Plugs \$1,128.33
Elastic Bandages \$82.25
First Aid Kits and Refills \$104,612.93
Hand Sanitizer \$9,212.20
Latex Gloves and Dispensers \$262,130.79
Prophylactics (All Types) \$2,453,283.55
Safety Glasses and Goggles \$1,923.14
Toothbrushes \$72,217.10

Janitorial and Kitchen **\$326,884.62**

Dust Mops \$2,937.78
Mop Products/Handles \$272,389.66
Shop Towels \$628.89
Soap and Dispensers \$20,553.62
Trash Can Liners \$29,468.49
Zep Meter Mist \$909.18

Medical **\$23,092.83**

Clarity Urocheck \$224.28
HemoPoint Meter/Microcuvettes \$22,868.55

Other **\$1,888,596.34**

Bicycle Rack \$740
Flags (USA, State, POW) \$127,401.38
Jumper Cables \$1,047.01
Parking Stops \$136.48
Custom Metal/Sandblasted Signs \$490
Survey Stakes \$6,178.70
Transponders \$1,752,602.77

Commodity Sales

By Category

October 1, 2015 - September 30, 2016

Office	\$271,071.90
Air Duster Canisters	\$2,987.01
Calendars	\$24,366.20
Clocks	\$13,359.56
Laser & Ink Jet Cartridges	\$55,219.69
Writing Instruments	\$30,478.18
Price Per Page (Now under Services)	\$142,223.93
Staplers and Accessories	\$1,294.61
Surge Protectors	\$1,002.23
Toner Services	\$130.50
Customized Commodities	\$398,892.39
Award Plaques	\$16,866.33
Apparel—Silk Screen & Embroidery	\$229,547.44
Miscellaneous	\$152,478.62
Commodities Total	\$6,959,107.17

Service Sales

By Category

October 1, 2015 - September 30, 2016

Bus Cleaning	\$147,331.90
Call Center Operations	\$223,162.87
Call Monitoring	\$6,000
Document Shredding	\$5001
Janitorial (non-rest area)	\$8,131,220.06
Janitorial (rest area)	\$12,041,248.31
Lawn Care Services	\$96,563.53
Litter Pick-Up	\$1,356,549.04
Mailing Services	\$1,074.21
Mowing	\$213,758.37
Nursing Consultants	\$63,359.14
Price Per Page Services	\$365,425.02
Parking Meter Collections	\$65,390.94
Refuse Collection	\$55,543.35
Services Total	<u>\$22,771,627.74</u>

Commodity & Service Sales

By Customer

October 1, 2015 - September 30, 2016

	Commodities	Services
Cities	\$11,397.01	\$864,502.52
Belleair	\$436.82	-
Boynton Beach	\$1,036.38	-
Ft. Walton Beach	\$942.20	-
Inglis	\$376.36	-
Kissimmee	\$614.24	-
Lakeland	\$841.92	-
Leesburg	\$2,316.05	-
Lynn Haven	\$383.23	-
Melbourne	\$841.92	-
Miami Gardens	\$105.24	-
Oldsmar	\$2,158.90	-
Panama City	-	\$636,656.04
Tallahassee	-	\$161,381.33
Tampa	-	\$1,074.21
West Melbourne	-	\$5,195.25
West Palm Beach	-	\$60,195.69
Wildwood	\$110.67	-
Winter Haven	\$1,223.08	-
Counties	\$62,869.09	\$4,524,261.61
Alachua	\$792.11	-
Brevard	-	\$55,472.70
Broward	\$539.24	\$11,094.54
Clay	\$1,335.25	-
Escambia	\$3,020.80	-
Hillsborough	\$10,374.88	-
Lee	\$1,663.23	-
Miami-Dade	\$15,260.77	\$4,294,996.74
Palm Beach	\$22,173.40	\$156,697.63
Pasco	\$4,921.79	-
Pinellas	\$204.11	\$1,000
Seminole	-	\$5,000
Volusia	\$2,583.51	-

Commodity & Service Sales

By Customer

October 1, 2015 - September 30, 2016

	Commodities	Services
School Boards	\$279,659.02	\$352,511.31
Broward	\$87,998.44	-
Hernando	\$92.60	-
Lake	\$8,856.40	-
Manatee	\$17,368.78	\$102,513.06
Miami-Dade	\$77,603.36	-
Osceola	\$130.50	-
Pasco	\$78,085.91	\$239,118.95
Seminole	\$9,523.03	\$10,879.30
State Agencies	\$6,564,668.68	\$8,586,158.68
Agency for Persons with Disabilities	\$8,424.37	\$186,255.30
Agency for Health Care Administration	\$1,298.63	-
Agriculture & Consumer Services	\$8,560.88	\$1,078.68
Business & Professional Regulations	\$4,949.06	-
Children & Families	\$150,095.41	\$1,792.59
Citrus	\$137.85	-
Corrections	\$1,273,730.09	-
Economic Opportunity	\$1,183.68	-
Education	\$5,688.56	\$52,068.60
Environmental Protection	\$52,519.50	\$41,453.36
Financial Services	\$1,265.73	-
Fish & Wildlife Commission	\$27,485.47	\$23,153.27
Governor's Office	\$110.16	-
Health	\$2,622,412.29	\$747,024.91
Highway Safety & Motor Vehicles	\$35,183.27	\$42,409.32
Juvenile Justice	\$109,558.48	-
Judicial	\$515.25	-
Law Enforcement	\$36,570	-
Lottery	\$353,875.15	-
Management Services	\$9,348.30	\$321,404.43
Military Affairs	\$11,944.22	\$19,267.20
Parole Commission	\$396.07	-
Public Defender's Office	\$342.18	-
Public Employee Relations	\$81.33	-

Commodity & Service Sales

By Customer

October 1, 2015 - September 30, 2016

	Commodities	Services
<u>State Agencies</u>	<u>\$6,564,668.68</u>	<u>\$8,586,158.68</u>
Revenue	\$9,765.80	-
State Attorney's Office	\$1,831.68	-
State Department	\$2,236.32	-
Transportation	\$1,830,813.40	\$7,150,251.02
Veterans' Affairs	\$4,345.33	-
<u>State Colleges/Universities</u>	<u>\$1,219.37</u>	<u>\$558,107.38</u>
St. John's River State College	-	\$558,107.38
University of Florida	\$203.15	-
University of North Florida	\$1,016.22	-
<u>Other Entities</u>	<u>\$39,294</u>	<u>\$44,759.64</u>
Employment Centers	\$394.99	-
PRIDE	-	\$1,500
Private Individuals	\$699.17	-
Private Sector—In State	\$36,930.70	-
Private Sector—Out of State	\$1,229.14	-
Southwest FL Water Management	-	\$18,024.85
St. Johns River Water Management	-	\$25,234.79
<u>Asset Management Contracts</u>	<u>-</u>	<u>\$7,841,326.60</u>
ICA	-	\$4,355,805
TME Enterprises	-	\$2,703,441.62
Transfield Services	-	\$627,681.69
Roy Jorgensen	-	\$77,722.79
Broadspectrum Infrastructure	-	\$76,675.50
<u>Sales Total</u>	<u>\$6,959,107.17</u>	<u>\$22,771,627.74</u>
FY 15/16 Grand Total	\$29,730,734.91	