

Approved: 3-19-07
Date

MINUTES OF THE HOUSE COMMERCE AND LABOR COMMITTEE

The meeting was called to order by Chairman Steve Brunk at 9:11 A.M. on March 15, 2007 in Room 231-N of the Capitol.

All members were present except:
Brenda Landwehr- excused
Mario Goico- excused

Committee staff present:
Jerry Ann Donaldson, Kansas Legislative Research Department
Dustin Slinkard, Office of Revisor of Statutes
Stephen Bainum, Committee Assistant

Conferees appearing before the committee:
Natalie Bright, Governmental Relations, Conlee Consulting Group, Inc
Chris Howe, Director, Kansas Division of Purchases
Ron Passmore, President/CEO of KETCH

Others attending:
See attached list.

The Chairman made a report of the results of the Conference Committee on **SB 83**. Compromises were made by both sides and a good agreement was made. We have added something called the Tennessee plan or Virginia plan, a combination of the two. It looks like we have a good bill which was signed by the six members of the Conference Committee and should be acted upon today.

The meeting was then turned over to the Vice Chairman, Mike Kiegerl to present the results of the Commerce and Labor Subcommittee on SUTA Error Rate. He explained that they were still getting the necessary signatures on the document so that they could not pass it out now. However, a solution was found for solving the technical error rate by the Department of Labor. First, they would modify the Secretary's authority to change the rules and regulations. Second, they would require the registration of all applicants identified as likely to exhaust benefits. Third, they would require the registration of all applicants by 2010 by combining the process into a single step electronic process. As soon as the signatures are obtained we will bring to report back to you for action.

The Vice Chairman introduced Natalie Bright, Governmental Relations, Conlee Consulting Group, Inc. She presented a 12 page report called the Kansas State Use Law Usage Report for July 2005 to June 2006 to the committee (Attachment 1). She was representing a non-profit group that employs the blind and disabled.

Chris Howe, Director, Kansas Division of Purchase made a presentation to the committee about the State Use Committee. He said that during the 2005 Session, State Use Laws were changed, creating the State Use Committee. The Committee meets quarterly and provides an opportunity for State Use Vendors and Customers to interact with each other. Some Catalog Vendors make their products available through the State of Kansas office supplies contractor, Corporate Express. Several ways of measuring the success of the Committee were listed (Attachment 2).

Ron Pasmore, President/CEO of KETCH made a report to the Committee. He indicated that they employed over 600 people. He said that the SUL Committee had met seven times since its inception with very good results. Some of the highlights are an updated SUL web site that offers online purchasing and establishing a time line for the production of the SUL catalogue. The most important benefit has been the face to face communication the Committee has provided (Attachment 3).

Representative Ruiz asked if there was a place on the website where they could inquire about the school districts compliance with the law. Ron said that the report that Natalie handed out shows usage and we have more detailed information which we can supply.

Representative Ruff asked if the 600 employees were in one location. Ron said that the 600 represent all of the vendors that supply the products. What is the average wage per hour of those

CONTINUATION SHEET

MINUTES OF THE House Commerce and Labor Committee at 9:11 A.M. on March 15, 2007 in Room 231-N of the Capitol.

who work in your program? Ron said that in KETCH the wages are based on \$7.50 per hour. However they are paid on productivity governed by the Department of Labor. The actual rate is based on the piece rate.

Representative Teitze asked if the purchasing was available to individuals. Ron said they had customers other than the State Use. They have a large customer base.

The Vice Chairman commented that their work was meritorious and deserving of support. There being no further questions or conferees the committee was adjourned at 9:40 A.M.

COMMERCE & LABOR COMMITTEE

DATE: 3-15-07

NAME	REPRESENTING
Don Wornkey	TECH
Sherry Plener	Cartridge King/State Use
Kelly Oliver	KBBR
Nicole Gjerstad	Wichita Public Schools
Emily Quinn	Hein Law
Ron Pomeroy	KETCH
Doug Schwinn	USD 230 Spring Hill
CHRISTHOWE	ADMINISTRATION / PURCHASES
Susan Reber	ENVISION / KS STATE USE
Beth Martino	Ks. Dept. of Labor

KANSAS STATE USE LAW USAGE REPORT

July 2005 to June 2006

Since the 1950's, Kansas public policy has been that state agencies, state universities and Unified School District's (USD's) purchase products manufactured by blind and disabled Kansas citizens as a means for creating employment opportunities that otherwise may not exist. This public policy is set out in K.S.A. 75-3317 *et seq.* and is known as the Kansas State Use Law (SUL).

During the reporting period, there were ten Kansas employers who qualified as SUL vendors. The SUL vendors employed over 400 blind and disabled Kansans, who were able to earn a competitive wage, obtain health benefits and sustain a self-sufficient lifestyle because of the opportunities the Kansas SUL provided. In addition, even more blind and disabled persons are helped by the dollars reinvested in the missions of the SUL employers.

During the 2005 Legislative Session, SB 118 and HB 2228 were passed and charged SUL vendors with preparing an annual report that updates and describes the volume of sales for each SUL product or service sold as well as a summary of waivers requested and issued. SUL Vendors have compiled the information requested and what follows is a summary of the 2005 fiscal year SUL Usage Report.

PARTICIPATING SUL VENDORS, PRODUCTS AND SERVICES

Business Technology Career Opportunities (BTCO)

Mission: An imaging and technology solutions company, providing superior customer services through a fully integrated workforce that promotes technical careers for people of all abilities.

SUL service provided is document imaging.

Cartridge King

Mission: To provides services to individuals with disabilities by promoting community inclusion, and employment opportunities with the maximum level of independence and dignity.

SUL product sold is toner cartridges.

Center Industries Corporation

Mission: Manufacturing entity which provides dignified employment opportunities for individuals with disabilities as members of a fully integrated work force.

SUL products include hang tags, decals and inventory decals.

Disability Supports

Mission: To foster, promote, encourage and expand the integration and interdependence of persons with developmental disabilities into their community while maintaining solid family values.

SUL products sold are remanufactured toner cartridges.

Envision

Mission: To enhance the personal independence of individuals whose blindness or low vision, often accompanied by other disabilities that impacts their opportunities for employment, success, and integration into community life.

SUL products sold include can liners, seal closure bags, merchandising bags wiping towels, pens, office supplies and printing services.

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(Attach 1)

Flint Hills

Mission: To provide services to severely and multiply Handicapped (SMH) adults and part handicapped infants and toddlers. We provide Day Services, Case Management, Residential Services and Supported Employment programs.

SUL products include stakes and bulletin boards.

KETCH

Mission: To promote independence to persons with disabilities through innovative learning experiences that support individuals' choices for working, living and playing in their community.

SUL products include binders, air filters and safety products.

OCCK

Mission: To promote and contribute to the success of their customers with a community, to exercise and/or influence leadership in the creation of quality communities and to ensure our financial success so that our customers can be successful.

SUL products and services include promotional buttons and custodial services.

TECH

Mission: To integrate individuals with disabilities into society in the least restrictive manner by providing services in pre-school, residential and vocational development with supportive services.

SUL products include stamps and engraved signs.

UNLIMITED OPTIONS

Mission: **Providing** quality services to people with developmental disabilities.

SUL services include janitorial.

SUMMARY OF SUL SALES

STATE AGENCIES		
BTCO	\$0.00	
Cartridge King	\$1,242,982.90	
Center Industries Corporation	\$26,100.13	
Disability Supports	\$709,281.35	
Envision	\$250,330.00	
Envision Corporate Express	\$209,990.86	
Ketch	\$241,290.34	
OCCK	\$165,018.18	
TECH	\$45,095.96	
Unlimited Options	\$188,872.48	
TOTAL:		\$3,078,962.20

STATE HOSPITALS		
BTCO	\$0.00	
Cartridge King	\$100,648.30	
Center Industries Corporation	\$0.00	
Disability Supports	\$0.00	

Envision	\$107,865.00	
Ketch	\$18,636.60	
OCCK	\$0.00	
TECH	\$1,769.61	
Unlimited Options	\$0.00	
TOTAL:		\$228,919.51
CORRECTIONS		
BTCO	\$0.00	
Cartridge King	\$121,195.79	
Center Industries Corporation	\$0.00	
Disability Supports	\$0.00	
Envision	\$189,274.00	
Ketch	\$38,461.94	
OCCK	\$0.00	
TECH	\$4,963.59	
Unlimited Options	\$0.00	
TOTAL:		\$353,895.32
UNIVERSITIES		
BTCO	\$0.00	
Cartridge King	\$1,702,379.80	
Center Industries Corporation	\$17,398.19	
Disability Supports	\$0.00	
Envision	\$335,632.00	
Ketch	\$241,290.34	
OCCK	\$0.00	
TECH	\$27,093.35	
Unlimited Options	\$0.00	
TOTAL:		\$2,323,793.68
USD's		
BTCO	\$0.00	
Cartridge King	\$298,468.07	
Center Industries Corporation	\$684.08	
Disability Supports	\$0.00	
Envision	\$428,593.00	
Ketch	\$128,198.03	
OCCK	\$0.00	
TECH	\$8,611.85	
Unlimited Options	\$0.00	
TOTAL:		\$864,555.03
GRAND SUL TOTALS:		\$6,850,125.74

WAIVERS

Current Kansas SUL allows waivers to be issued to required purchaser whenever a qualified vendor is unable to supply products or services needed or is unable to meet delivery requirements on any order or requisition. The SUL mandates that a written request for a waiver must be forwarded to the Director of Purchases by the state agency or USD and if the Director of Purchases approves the requested waiver, the state agency or USD is exempted from the SUL purchasing requirements for the specific order, request or requisition.

The 2005 Legislature authorized an additional waiver that allows a USD that has purchased or has entered into contracts for purchase of a substantial amount of a SUL product or products from qualified SUL vendors during a USD fiscal year, to petition the Director of Purchases for a waiver. Such waiver may be granted to a USD from any further compliance with the SUL for the remainder of the USD'S fiscal year if the Director of Purchases, with the recommendation and approval of the SUL committee, finds that purchases have been made or contracts for purchase have been entered into for a substantial amount of such product or products from qualified vendors during the USD's fiscal year. In determining whether a USD has purchased or has entered into substantial amount of SUL products, the Director of Purchases and the SUL committee shall consider the overall need for such product or products by USD.

Below is a summary of waiver activity for period of July 2005 to June 2006. This information has been provided by the Director of Purchases.

REPORT OF STATE USE CATALOG WAIVERS - JULY 2005 THROUGH JUNE 2006 Per KSA 75-3322(a)

KSA 75-3322. (a) Whenever the *qualified vendors* are unable to supply the products or services needed or are unable to meet delivery requirements on any order or requisition, written waiver shall immediately be forwarded to the director of purchases *by the state agency procurement officer* or purchasing officer of the unified school district. *If approved by the director of purchases, such waiver shall relieve and exempt the state or unified school district purchasing authority from the mandatory provisions of K.S.A. 75-3317 to 7.3322, inclusive, and amendments thereto, in the case of the specific order, request or requisition.*

AGENCY	DATE	VENDOR	DESCRIPTION	QUANTITY	AMOUNT	REASON FOR REQUEST
WAIVERS GRANTED						
Adjutant General's	March	Wal Mart	hp laserjet printer cartridges	2	\$ 57.10	regular staff had gone home had no access to stock of

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Agency	Month	Vendor	Description	Quantity	Price	Notes
Administration, Personnel	April	Kinkos	2" white notebooks	30	\$ 68.40	cartridges unaware the items were available from state use catalog Was told TECH doesn't work on this material
Banking	Sept	All Signs Corporate	change wording on a sign	1 Lot	\$ 120.00	
Board of Regents	Oct	Express Corporate	notebooks needed for kbor fall institute conference	75	\$ 139.50	delivery issues
Commerce	Sept	Express Corporate	1/2 black binders with clearview	100	\$ 199.00	Delivery issues
Commerce	Sept	Express Corporate	Notebooks / Binders	100	\$ 199.00	delivery issues
Dept of Credit Unions	Jan	Westside Stamp & Awards Inc Memorial Union	dater with red & blue pad self inking stamp	1	\$ 59.75	new administrator f agency ketch will not be ab to fill order by date needed
Emporia State University	June	Bookstore Corporate	binders to be used for banner training		\$ 600.00	
Healing Arts	Dec	Express Corporate	3 inch 3 ring binders	30	\$ 251.40	delivery issues
Health and Environment	Oct	Express Corporate	black d rings binders with clearview on spine	12	\$ 110.16	delivery issues
Health and Environment	March	Express Corporate	purchase of ergonomic desk chair	1	\$ 369.75	unreasonable response time on behalf of the vendo purchase while enroute to a conference
Health and Environment	April	Staples	purchase of a hp 58 toner cartridge for printer	1	\$ 24.99	inadvertently purchased from corporate express vendor
Health and Environment	June	Express Corporate	purchase of 3 ring binders with clear view	300	\$ 469.36	misunderstood and went ahead and made stamp
Juvenile Justice Authority	Jan	Westside Stamp & Awards Inc	date stamp	1	\$ 37.50	
Kansas State University	Dec	Staples	HP 56 Printer Cartridge	2	\$ 34.97	unaware the items were available from state use catalog
Kansas State University	Dec	Office Works	Canon FX L-4000 Fax Toner	1	\$ 45.00	unaware the items were available from state use catalog

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Kansas State University	Dec	Staples	Notebooks / Binders	4	\$	20.49	unaware the items were available from state use catalog
Kansas State University	Jan	Staples	economy view binders	10	\$	224.63	items needed for training session held the next day
Kansas State University	Jan	KSU Student Union	2 printer cartridges hp 51645a	1	\$	62.91	unaware the items were available from state use catalog
Kansas State University	Jan	Staples	2 printer cartridges hp 56 & 1 hp22	3	\$	197.38	unaware the items were available from state use catalog
Kansas State University	Feb	Wal Mart	canned air and ballpoint pens	1	\$	70.36	unaware the items were available from state use catalog
Kansas State University	Feb	Staples	stamp "clinicians copy"	1	\$	27.98	unaware the items were available from state use catalog
Kansas State University	Feb	Wal Mart	ink jet cartridge hp 27 & 28	1	\$	48.48	printer ran out ink and no replacement cartridge
Kansas State University	Feb	Inksell.com	color laser toner cartridges hp 4600	1	\$	209.95	particular model number is not available
Kansas State University	Feb	Target	hp printer cartridges color hp 45 & hp 78	1	\$	108.28	after hours and needed to do color printing for a ms thesis
Kansas State University	Feb	Staples	printer cartridges	3	\$	135.74	unaware the items were available from state use catalog
Kansas State University	March	Staples	toner cartridge for fax machine		\$	139.98	unaware the items were available from state use catalog
Kansas State University	March	Wal Mart	hp 5510-56 black	1	\$	15.20	after hours and needed a printer cartridge
Kansas State University	March	Quill Corporation	deluxe binders	24	\$	86.16	deluxe binders were not available from blind and handicapped catalog

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Kansas State University	April	Buy.com	hp 8500 printer	1	\$	331.21	unaware the items were available from state use catalog
Kansas State University	April	Office Depot	Pens		\$	19.98	unaware the items were available from state use catalog
Kansas State University	April	Staples	purchase of a canon model bci6 cartridge	1	\$	96.89	unaware the items were available from state use catalog
Kansas State University	April	Staples	purchase of 2 in white view binders and 1 pack of .2m unibal micro pens	5	\$	45.95	unaware the items were available from state use catalog
Kansas State University	May	Staples	hp black ink cartridge hp51645a black	1	\$	26.99	in the middle of a print project and ran out of ink
Kansas State University	June	University Bookstore	1 inch insert binders	20	\$	50.22	unaware the items were available from state use catalog
Kansas State University	June	Inksell.com	black & color laser toner cartridges laserjet 4600 series		\$	563.00	particular model number is not available
Kansas State University	June	Staples	hp 97 printer cartridge	1	\$	62.99	unaware the items were available from state use catalog
Real Estate	Sept	Capitol City Office Supplies	1 fx 3 ink cartridge for fax machine	1	\$	78.20	Immediate Need
Real Estate	Sept	Laser Logic Inc	Printhead	4	\$	135.80	Ordering error
Real Estate Commission	Sept	Capitol City Office Supplies	Printer Cartridges	1	\$	78.20	unaware the items were available from state use catalog
Real Estate Commission	Sept	Laser Logic	Printer Cartridges	4	\$	135.80	unaware the items were available from state use catalog
SRS	Sept	Corporate Express	(24) 2" Binders, Blue	24	\$	68.40	Per vendor - 3 week delivery expected
Univ of Ks Medical Ctr	April	Corporate Express	mechanical pencil with thin barrel to write on microscope slides	2 boxes	\$	37.40	issue of product quality
Univ. of KS Medical Ctr	Sept	Corporate Express	view binders	18	\$	90.06	Cost lower for Corporate Express Product

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Univ. of KS Medical Ctr	Sept	Corporate Express	Notebooks / Binders	18	\$	90.06	delivery issues
Univ. of KS Medical Ctr	Oct	Corporate Express	3" binders various color	12	\$	54.38	delivery issues
Veterans Affairs	Oct	Corporate Express	white binders	20	\$	44.44	delivery issues
TOTAL						\$ 6,143.39	

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The remaining information is contained in spreadsheets detailing individual sales for those qualified SUL vendor that had sales during the 2006 fiscal year. The information has been compiled by the respective vendors and if additional information is desired, please contact:

Mr. Chris Howe, CPPO, CPPB, Director
Kansas Division of Purchases
900 SW Jackson, Room 102N
Topeka KS 66612-1286
Telephone: 785-296-2374
Facsimile: 785-296-7240
E-mail Address: chris.howe@da.state.ks.us

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	Dist. No.	District Name	USD TOTAL	Center	Cartridge King	Envision	Ketch	Tech
USD	101	Erie						
USD	102	Cimarron-Ensign						
USD	103	Cheylin	\$727.00		\$281.00	\$446.00		
USD	104	White Rock						
USD	105	Rawlins County	\$607.56			\$567.00	\$40.56	
USD	106	Western Plains	\$183.60				\$183.60	
USD	107	Rock Hills						
USD	108	Washington Co. Schools						
USD	109	Republic County						
USD	200	Greeley County Schools						
USD	202	Turner-Kansas City						
USD	203	Piper-Kansas City						
USD	204	Bonner Springs						
USD	205	Bluestem						
USD	206	Remington-Whitewater	\$147.96				\$147.96	
USD	207	Ft Leavenworth						
USD	208	Wakeeney	\$615.00				\$615.00	
USD	209	Moscow Public Schools						
USD	210	Hugoton Public Schools						
USD	211	Norton Community Schools	\$1,869.08			\$1,754.00	\$115.08	
USD	212	Northern Valley						
USD	213	West Solomon Valley Sch						
USD	214	Ulysses	\$596.74		\$596.74			
USD	215	Lakin						
USD	216	Deerfield						
USD	217	Rolla	\$2,232.00			\$2,232.00		
USD	218	Eikhart	\$801.69				\$801.69	
USD	219	Minneola	\$72.00					\$72.00

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	<u>Dist. No.</u>	<u>District Name</u>	<u>USD TOTAL</u>	<u>Center</u>	<u>Cartridge King</u>	<u>Envision</u>	<u>Ketch</u>	<u>Tech</u>
USD	220	Ashland	\$1,101.04		\$509.04	\$592.00		
USD	221	North Central						
USD	222	Washington Schools	\$168.00			\$168.00		
USD	223	Barnes	\$650.00			\$650.00		
USD	224	Clifton-Clyde						
USD	225	Fowler						
USD	226	Meade	\$246.96				\$246.96	
USD	227	Jetmore						
USD	228	Hanston						
USD	229	Blue Valley	\$6,799.20		\$4,980.20	\$1,819.00		
USD	230	Spring Hill						
USD	231	Gardner Edgerton						
USD	232	De Soto	\$513.48		\$513.48			
USD	233	Olathe	\$74.00			\$74.00		
USD	234	Fort Scott	\$3,054.48				\$3,054.48	
USD	235	Uniontown	\$83.00			\$83.00		
USD	237	Smith Center						
USD	238	West Smith County						
USD	239	North Ottawa County						
USD	240	Twin Valley						
USD	241	Wallace County Schools						
USD	242	Weskan						
USD	243	Lebo-Waverly	\$80.00			\$80.00		
USD	244	Burlington						
USD	245	LeRoy-Gridley						
USD	246	Northeast						
USD	247	Cherokee	\$24.00			\$24.00		
USD	248	Girard	\$1,079.64			\$1,020.00	\$59.64	

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	Dist. No.	District Name	USD TOTAL	Center	Cartridge King	Envision	Ketch	Tech
USD	249	Frontenac Public Schools						
USD	250	Pittsburg	\$11,458.06		\$11,458.06			
USD	251	North Lyon County	\$105.60				\$105.60	
USD	252	Southern Lyon County	\$2,503.00			\$2,503.00	\$0.00	
USD	253	Emporia	\$62,188.72		\$23,894.58	\$27,327.00	\$10,937.64	\$29.50
USD	254	Barber County North	\$3,307.36		\$2,323.36	\$13.00	\$956.25	\$14.75
USD	255	South Barber	\$286.00			\$286.00		
USD	256	Marmaton Valley						
USD	257	Iola	\$1,448.24		\$891.32	\$519.00	\$37.92	
USD	258	Humboldt						
USD	259	Wichita	\$196,800.27	\$684.08	\$24,288.33	\$166,308.00	\$5,519.86	
USD	260	Derby	\$7,530.32			\$3,883.00	\$3,628.82	\$18.50
USD	261	Haysville						
USD	262	Valley Center Pub Sch						
USD	263	Mulvane						
USD	264	Clearwater						
USD	265	Goddard	\$204.20			\$46.00	\$158.20	
USD	266	Maize	\$14,773.32			\$3,757.00	\$11,016.32	
USD	267	Renwick	\$1,522.47		\$1,522.47			
USD	268	Cheney						
USD	269	Palco	\$429.64			\$112.00	\$317.64	
USD	270	Plainville						
USD	271	Stockton	\$687.20			\$188.00	\$499.20	
USD	272	Waconda						
USD	273	Beloit						
USD	274	Oakley	\$467.64			\$222.00	\$245.64	
USD	275	Triplains						
USD	278	Mankato						

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	<u>Dist. No.</u>	<u>District Name</u>	<u>USD TOTAL</u>	<u>Center</u>	<u>Cartridge King</u>	<u>Envision</u>	<u>Ketch</u>	<u>Tech</u>
USD	279	Jewell						
USD	280	West Graham-Morland						
USD	281	Hill City						
USD	282	West Elk						
USD	283	Elk Valley						
USD	284	Chase County						
USD	285	Cedar Vale						
USD	286	Chautauqua Co Community	\$269.56				\$269.56	
USD	287	West Franklin	\$3,625.23		\$2,610.51	\$993.00	\$21.72	
USD	288	Central Heights						
USD	289	Wellsville						
USD	290	Ottawa						
USD	291	Grinnell Public Schools						
USD	292	Wheatland						
USD	293	Quinter Public Schools						
USD	294	Oberlin						
USD	295	Prairie Heights						
USD	297	St Francis Comm Sch						
USD	298	Lincoln	\$155.00			\$155.00		
USD	299	Sylvan Grove						
USD	300	Comanche County	\$194.04				\$194.04	
USD	301	Nes Tre La Go						
USD	302	Smoky Hill						
USD	303	Ness City	\$253.44				\$253.44	
USD	304	Bazine						
USD	305	Salina	\$22,735.28		\$2,506.28	\$20,182.00		\$47.00
USD	306	Southeast Of Saline						
USD	307	EII-Saline						

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	<u>Dist. No.</u>	<u>District Name</u>	<u>USD TOTAL</u>	<u>Center</u>	<u>Cartridge King</u>	<u>Envision</u>	<u>Ketch</u>	<u>Tech</u>
USD	308	Hutchinson Public Schools	\$17,318.79		\$10,812.73	\$1,929.00	\$2,779.66	\$1,797.40
USD	309	Nickerson	\$469.80				\$469.80	
USD	310	Fairfield						
USD	311	Pretty Prairie	\$2,255.64		\$1,726.80		\$528.84	
USD	312	Haven Public Schools	\$23.00			\$23.00		
USD	313	Buhler	\$614.69		\$578.69			\$36.00
USD	314	Brewster						
USD	315	Colby Public Schools	\$44.40				\$44.40	
USD	316	Golden Plains						
USD	317	Herndon						
USD	318	Atwood						
USD	320	Wamego						
USD	321	Kaw Valley						
USD	322	Onaga-Havensville-Wheaton						
USD	323	Rock Creek	\$193.00			\$193.00		
USD	324	Eastern Heights						
USD	325	Phillipsburg	\$313.00				\$313.00	
USD	326	Logan						
USD	327	Ellsworth	\$2,312.00			\$2,312.00		
USD	328	Lorraine						
USD	329	Mill Creek Valley						
USD	330	Mission Valley						
USD	331	Kingman - Norwich	\$171.24				\$171.24	
USD	332	Cunningham						
USD	333	Concordia	\$3,566.89		\$1,535.89	\$2,031.00		
USD	334	Southern Cloud						
USD	335	North Jackson	\$804.01			\$132.00	\$672.01	
USD	336	Holton	\$521.00			\$521.00		

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	<u>Dist. No.</u>	<u>District Name</u>	<u>USD TOTAL</u>	<u>Center</u>	<u>Cartridge King</u>	<u>Envision</u>	<u>Ketch</u>	<u>Tech</u>
USD	337	Royal Valley	\$70.00				\$70.00	
USD	338	Valley Falls	\$357.87				\$357.87	
USD	339	Jefferson County North	\$314.38				\$233.88	\$80.50
USD	340	Jefferson West	\$1,565.27				\$1,536.72	\$28.55
USD	341	Oskaloosa Public Schools	\$1,730.88				\$1,730.88	
USD	342	McLouth						
USD	343	Perry Public Schools						
USD	344	Pleasanton						
USD	345	Seaman	\$1,504.92		\$1,504.92			
USD	346	Jayhawk						
USD	347	Kinsley-Offerle						
USD	348	Baldwin City						
USD	349	Stafford						
USD	350	St John-Hudson	\$80.00			\$80.00		
USD	351	Macksville	\$1,335.72			\$1,164.00	\$171.72	
USD	352	Goodland						
USD	353	Wellington	\$117.00					\$117.00
USD	354	Claflin	\$21.40		\$21.40			
USD	355	Ellinwood Public Schools	\$96.96				\$96.96	
USD	356	Conway Springs						
USD	357	Belle Plaine						
USD	358	Oxford	\$938.55			\$460.00	\$449.05	\$29.50
USD	359	Argonia Public Schools	\$1,389.46		\$951.51	\$411.00		\$26.95
USD	360	Caldwell	\$114.00			\$114.00		
USD	361	Anthony-Harper	\$2,030.00			\$2,030.00		
USD	362	Prairie View						
USD	363	Holcomb	\$327.84				\$327.84	
USD	364	Marysville						

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	<u>Dist. No.</u>	<u>District Name</u>	<u>USD TOTAL</u>	<u>Center</u>	<u>Cartridge King</u>	<u>Envision</u>	<u>Ketch</u>	<u>Tech</u>
USD	365	Garnett	\$645.24				\$609.24	\$36.00
USD	366	Woodson						
USD	367	Osawatomie	\$2,357.70				\$2,357.70	
USD	368	Paola						
USD	369	Burton						
USD	371	Montezuma						
USD	372	Silver Lake						
USD	373	Newton	\$4,116.56				\$4,116.56	
USD	374	Sublette						
USD	375	Circle						
USD	376	Sterling						
USD	377	Atchison Co Comm Schools	\$396.72				\$396.72	
USD	378	Riley County						
USD	379	Clay Center	\$6,040.00			\$6,040.00		
USD	380	Vermillion	\$4,443.59		\$3,043.59	\$1,400.00		
USD	381	Spearville						
USD	382	Pratt	\$1,576.64			\$832.00	\$744.64	
USD	383	Manhattan-Ogden	\$10,914.75		\$6,377.76		\$4,482.64	\$54.35
USD	384	Blue Valley						
USD	385	Andover	\$3,857.08		\$1,329.94	\$351.00	\$2,176.14	
USD	386	Madison-Virgil						
USD	387	Altoona-Midway	\$62.40				\$62.40	
USD	388	Ellis						
USD	389	Eureka						
USD	390	Hamilton						
USD	392	Osborne County	\$835.90				\$835.90	
USD	393	Solomon	\$514.91		\$240.91	\$274.00		
USD	394	Rose Hill Public Schools	\$11,109.78		\$4,326.94	\$457.00	\$1,258.64	\$5,067.20

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	<u>Dist. No.</u>	<u>District Name</u>	<u>USD TOTAL</u>	<u>Center</u>	<u>Cartridge King</u>	<u>Envision</u>	<u>Ketch</u>	<u>Tech</u>
USD	395	LaCrosse						
USD	396	Douglass Public Schools	\$1,264.14			\$461.00	\$803.14	
USD	397	Centre	\$303.91		\$240.91	\$63.00		
USD	398	Peabody-Burns						
USD	399	Paradise						
USD	400	Smoky Valley						
USD	401	Chase-Raymond						
USD	402	Augusta	\$2,832.40		\$2,832.40			
USD	403	Otis-Bison						
USD	404	Riverton						
USD	405	Lyons					\$0.00	
USD	406	Wathena						
USD	407	Russell County	\$1,026.00			\$1,026.00		
USD	408	Marion-Florence	\$2,290.20		\$430.20	\$1,860.00		
USD	409	Atchison Public Schools						
USD	410	Durham-Hillsboro-Lehigh						
USD	411	Goessel						
USD	412	Hoxie Community Schools						
USD	413	Chanute Public Schools						
USD	415	Hiawatha	\$974.00			\$967.00		\$7.00
USD	416	Louisburg						
USD	417	Morris County	\$435.00			\$435.00		
USD	418	McPherson	\$1,660.48		\$1,660.48			
USD	419	Canton-Galva						
USD	420	Osage City	\$809.76				\$809.76	
USD	421	Lyndon						
USD	422	Greensburg						
USD	423	Moundridge						

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	<u>Dist. No.</u>	<u>District Name</u>	<u>USD TOTAL</u>	<u>Center</u>	<u>Cartridge King</u>	<u>Envision</u>	<u>Ketch</u>	<u>Tech</u>
USD	424	Mullinville						
USD	425	Highland						
USD	426	Pike Valley						
USD	427	Republic County						
USD	428	Great Bend	\$24,651.26		\$22,535.58	\$992.00	\$1,123.68	
USD	429	Troy Public Schools	\$499.00			\$499.00		
USD	430	South Brown County	\$62.00			\$62.00		
USD	431	Hoisington	\$145.00			\$145.00		
USD	432	Victoria						
USD	433	Midway Schools						
USD	434	Santa Fe Trail	\$1,619.00			\$1,619.00		
USD	435	Abilene	\$64.00			\$64.00		
USD	436	Caney Valley						
USD	437	Auburn Washburn	\$946.00			\$751.00	\$141.50	\$53.50
USD	438	Skyline Schools	\$829.60		\$212.60	\$617.00		
USD	439	Sedgwick Public Schools	\$208.74				\$208.74	
USD	440	Halstead	\$607.29		\$607.29			
USD	441	Sabetha	\$177.96			\$93.00	\$84.96	
USD	442	Nemaha Valley Schools	\$34.00			\$34.00		
USD	443	Dodge City	\$2,504.00			\$2,504.00		
USD	444	Little River	\$1,195.00			\$1,195.00		
USD	445	Coffeyville						
USD	446	Independence						
USD	447	Cherryvale						
USD	448	Inman	\$1,330.73		\$1,330.73			
USD	449	Easton						
USD	450	Shawnee Heights	\$2,251.91		\$2,251.91			
USD	451	B & B						

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	<u>Dist. No.</u>	<u>District Name</u>	<u>USD TOTAL</u>	<u>Center</u>	<u>Cartridge King</u>	<u>Envision</u>	<u>Ketch</u>	<u>Tech</u>
USD	452	Stanton County	\$2,820.09		\$738.57	\$1,986.00	\$95.52	
USD	453	Leavenworth						
USD	454	Burlingame Public School	\$869.91			\$655.00	\$214.91	
USD	455	Hillcrest Rural Schools	\$684.00			\$684.00		
USD	456	Marais Des Cygnes Valley	\$303.00			\$303.00		
USD	457	Garden City	\$58,477.16			\$46,335.00	\$12,142.16	
USD	458	Basehor-Linwood						
USD	459	Bucklin						
USD	460	Hesston	\$114.12				\$114.12	
USD	461	Neodesha						
USD	462	Central						
USD	463	Udall						
USD	464	Tonganoxie						
USD	465	Winfield	\$1,575.00			\$1,575.00		
USD	466	Scott County						
USD	467	Leoti						
USD	468	Healy Public Schools						
USD	469	Lansing						
USD	470	Arkansas City	\$1,797.64				\$1,797.64	
USD	471	Dexter						
USD	473	Chapman						
USD	474	Haviland						
USD	475	Geary County Schools	\$60,577.36		\$16,977.13	\$27,666.00	\$15,746.78	\$187.45
USD	476	Copeland						
USD	477	Ingalls						
USD	479	Crest	\$2,526.79		\$1,781.95	\$489.00	\$255.84	
USD	480	Liberal	\$26.40		\$26.40			
USD	481	Rural Vista						

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	<u>Dist. No.</u>	<u>District Name</u>	<u>USD TOTAL</u>	<u>Center</u>	<u>Cartridge King</u>	<u>Envision</u>	<u>Ketch</u>	<u>Tech</u>
USD	482	Dighton						
USD	483	Kismet-Plains	\$995.52				\$995.52	
USD	484	Fredonia						
USD	486	Elwood						
USD	487	Herington						
USD	488	Axtell	\$678.00				\$678.00	
USD	489	Hays	\$10,050.00			\$10,050.00		
USD	490	El Dorado	\$12,782.96		\$9,293.47		\$3,489.49	
USD	491	Eudora						
USD	492	Flinthills						
USD	493	Columbus						
USD	494	Syracuse						
USD	495	Ft Larned						
USD	496	Pawnee Heights	\$68.36		\$68.36			
USD	497	Lawrence	\$1,479.34		\$1,479.34			
USD	498	Valley Heights						
USD	499	Galena						
USD	500	Kansas City	\$19,382.82		\$10,692.30	\$7,383.00	\$1,307.52	
USD	501	Topeka Public Schools	\$39,810.06		\$21,865.18	\$12,818.00	\$5,126.88	
USD	502	Lewis						
USD	503	Parsons	\$1,848.64			\$853.00	\$995.64	
USD	504	Oswego	\$1,679.12		\$1,572.12	\$107.00		
USD	505	Chetopa-St. Paul						
USD	506	Labette County	\$6,872.25		\$1,160.09		\$5,712.16	
USD	507	Satanta						
USD	508	Baxter Springs						
USD	509	South Haven						
USD	511	Attica	\$155.52				\$155.52	

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	<u>Dist. No.</u>	<u>District Name</u>	<u>USD TOTAL</u>	<u>Center</u>	<u>Cartridge King</u>	<u>Envision</u>	<u>Ketch</u>	<u>Tech</u>
USD	512	Shawnee Mission Pub Sch	\$126,070.33		\$68,941.35	\$47,417.00	\$8,832.68	\$879.30
		Learning COOP of N Central KS	\$188.20		\$188.20			
		SE KS Educ Svc Ctr.	\$23,125.97		\$22,995.97	\$130.00		
		USD Accts Payable						\$29.40
		TOTALS:	\$863,853.34	\$684.08	\$298,708.98	\$428,595.00	\$127,253.43	\$8,611.85

Presentation to the
House Commerce & Labor Committee

State Use Committee Update
K.S.A. 75-3317 through 75-3322
March 15, 2007

- Thank you for the opportunity to speak to you today
- During the 2005 Session, State Use Laws were changed, creating the State Use Committee.
- Committee consists of members of the vendor community, advocates for persons with disabilities, representatives from a large school district, a small school district and the Board of Regents, as well as the Director of Purchases and two members of the Kansas Legislature.
- State Use Committee meets quarterly, typically at a vendor manufacturing facility or customer agency; at the vendor facility, attendees are usually treated to a tour showing persons with disabilities at work on catalog products and services, reinforcing the mission established by the State Use Laws
- Perhaps the best by-product of the State Use Committee is Communications
 - State Use Vendors and Customers Talking to each other, sometimes spirited and animated
 - Promotion of the State Use Catalog with school districts
 - Straightforward discussions of problems and solutions benefits everyone
- Some Catalog Vendors make their products available through the State of Kansas office supplies contractor, Corporate Express, creating some ordering efficiencies, faster delivery and, hopefully, increasing compliance with the State Use Law's mandatory purchase requirements
- Success of the program can be measured in the following ways:
 - Increased awareness of the existence of the program and catalog;
 - Three new vendors have joined the catalog in two years (Tri-Valley; Disability Supports; Goodwill Industries/Easter Seals)
 - Increased feedback into the development of catalog offerings each year
 - Increased sales through better reporting of vendor sales
 - Modest amount of requests for waivers; a few thousand dollars out of several million dollars in sales
- Again, thanks for the opportunity to speak with you today
- I'll stand for any questions you might have.

3-15-07
(Attach 2)
H Commerce Labor



March 15, 2007

To: House Commerce and Labor Committee:

I am Ron Pasmore, President/CEO of KETCH and a vendor representative on the State Use (SUL) Committee. Thank you for the opportunity to submit comments in regards to the Kansas State Use Law

The current SUL Committee is compromised of the following members:

- Matt Fletcher (Chair)—Associate Director, Interhab
- Chris Howe—Director, Kansas Division of Purchases
- Senator Don Betts—State Senator, Wichita
- Representative JoAnn Pottorff—House of Representative, Wichita
- Barry Swanson—Associate Comptroller/Director of Purchasing, Kansas University
- Linda Merrill—President and CEO, Envision, Wichita
- Ron Pasmore—President and CEO, KETCH, Wichita
- Doug Schwinn—Director of Business, USD 230--Spring Hill
- Darren Muci—Director of Operations, USD 259--Wichita

The SUL Committee has met seven times since its inception at various sites throughout Kansas. Committee members take turns hosting meetings at their respective facilities. Some of the sites visited include BTCO, Envision, and TECH. The meetings have been well attended by the SUL Committee members as well as various SUL participants.

During the December 2005 SUL Committee meeting, two SUL sub-committees were appointed and asked to study several issues identified as concerns for members of the SUL committee. The Waivers and Threshold Committee, chaired by Darren Muci, was charged with looking at such topics as reviewing existing waivers, discussing future waivers and defining fair market value. The Products and Services, chaired by Connie Schuelsser, was asked to look at criteria for new vendors, catalogue preparation and review of SUL products and services.

HELPING PEOPLE
WITH DISABILITIES
LIVE AND WORK
IN THE COMMUNITY.

H Commerce Labor
3-15-07
(Attach 3)

1006 EAST WATERMAN
WICHITA, KS 67211
TEL 316.383.8700
FAX 316.383.8715
WWW.KETCH.ORG

¹Over the past year, the following are some highlights that have been accomplished since the revision of the SUL in 2005:

- Chris Howe, Director of Purchasing, has encouraged partnerships between SUL vendors and Corporate Express in an effort to provide seamless service to required purchasers. To date, five SUL vendors have contracted with Corporate Express to carry SUL products for sales via the state purchasing contract.
- SUL vendors have updated the SUL Web site and now offer online purchasing capabilities.
- Criteria has been established that sets out requirements for an entity to be accepted as a SUL vendor. To date, three new SUL vendors have been accepted into the program.
- Establishment of a timeline for the production of the SUL catalogue, including deadlines for catalogue product and price submissions
- Coordination of marketing activities among SUL vendors.
- SUL vendors have attended numerous events sponsored by various purchasers. Some examples of these events include Kansas Association of School Board Annual Meeting, Kansas Association of School Business Officers, and USD 259 Health Fairs.

I believe the most important benefit of the SUL Committee has been the facilitation of face to face communication between representatives of all the parties who utilize the law. This has resulted in the opportunity to improve our working relationships and develop stronger advocacy for employment for Kansans with disabilities.

Sincerely,



Ron Pasmore