

1 **Purchasing from People with Disabilities Program**
2 **Approval of Products Offered by Community Rehabilitation Programs**
3 **Discussion Paper**

4 **Background**

5 The Texas Workforce Commission (TWC) administers the Purchasing from People with
6 Disabilities (PPD) program. Texas Human Resources Code Chapter 122.007 requires TWC to
7 determine the fair market price of all products manufactured or provided by individuals with
8 disabilities and offered for sale to state agencies and political subdivisions by Community
9 Rehabilitation Programs (CRPs) participating in the PPD program. The PPD program, with
10 assistance from the Texas Comptroller of Public Accounts, reviews the cost analysis for new and
11 revised product pricing submitted by the Central Nonprofit Agency on behalf of CRPs
12 participating in the program. TWC's Chapter 806 Purchases of Products and Services from
13 People with Disabilities rule §806.52 requires the comptroller to provide the PPD program with
14 the necessary information and resources to comply with Chapter 122.007 to determine fair
15 market price of products sold to state agencies or political subdivisions.

16 **Issue**

17 New Products

18 Four CRPs presented 29 new products to be purchased through the PPD program.

- 19 • Individuals with disabilities are paid above minimum wage.
20 • Prices are competitive.

21
22 Product Price Revisions

23 Two CRPs presented 53 products with varied price revisions to be purchased through the PPD
24 program.

- 25 • Individuals with disabilities are paid above minimum wage.
26 • Prices are competitive.

27 **Decision Point**

28 Staff seeks direction on approving 29 new products presented by four CRPs and 53 product price
29 revisions presented by two CRPs.

	Revised	Revised Pricing Comparative						
CRP	Commodity Code	Product	Current Price	Revised Price	Comparative Price	# of Employees w/ Disabilities	% of Work on Product	Price Change
Dallas Lighthouse f/t Blind	801606736	1. Safety Roll up sign 36x36	\$78.06	\$87.91	\$119.95, \$105.45	5	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	8016067481	2.Safety Roll up sign 48x48	\$82.60	\$92.19	\$179.00, \$161.00	5	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	80160666303	3. Safety Roll up sign 48x48-Custom	\$102.85	\$124.48	\$136.46, \$142.95	5	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	80160520001	4. Rib kit- replacement ribs	\$12.15	\$13.93	\$13.49, \$21.00	5	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	80112761	5. Safety Stand – Non Spring	\$48.83	\$54.94	\$112.90, \$105.00	5	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						

CRP	Commodity Code	Product	Current Price	Revised Price	Comparative Price	# of Employees w/ Disabilities	% of Work on Product	Price Change
Dallas Lighthouse f/t Blind	55079530002	6. Stop Slow paddle	\$31.30	\$35.92	\$42.90, \$41.95	5	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	55079530003	7. Pole 84" for Stop Slow paddle	\$19.42	\$22.93	\$27.00, \$26.24	5	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	3455656	8. Safety Hat- Bullard C30	\$17.66	\$26.35	\$42.91, \$26.49	5	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34556560604-2	9. Safety Hat – Omega	\$19.19	\$22.36	\$31.69, \$43.60	5	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	3455636	10. Safety Hat – with Face Shield	\$64.44	\$73.28	\$79.99, \$135.98	5	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						

CRP	Commodity Code	Product	Current Price	Revised Price	Comparative Price	# of Employees w/ Disabilities	% of Work on Product	Price Change
Dallas Lighthouse f/t Blind	34579805002	11. Safety Trousers Size S, M, L, XL	\$24.71	\$41.24	\$64.99, \$58.15	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34579805002	12. Safety Trousers Size 2X-5X	\$28.29	\$44.76	\$64.99, \$58.15	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	3459246	13. Safety Vest, Tear Away Size S-5X	\$22.62	\$26.35	\$32.03, \$29.89	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34592460900	14. Safety Vest, Tear Away Size 6X	\$25.49	\$27.43	\$32.03, \$29.89	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34592460959	15. Safety Vest, Tear Away Size 7X	\$26.08	\$28.51	\$32.03, \$29.89	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34592461007	16. Safety Vest, Tear Away Size 8X	\$26.69	\$29.59	\$32.03, \$29.89	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						

CRP	Commodity Code	Product	Current Price	Revised Price	Comparative Price	# of Employees w/ Disabilities	% of Work on Product	Price Change
Dallas Lighthouse f/t Blind	34508800	17. Safety Shirt Short Sleeve Size S, M, L, XL	\$21.48	\$30.00	\$41.49, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800001,2,3	18. Safety Shirt Short Sleeve Size S, M, L - Tall	\$23.64	\$32.58	\$41.49, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800004-1	19. Safety Shirt Short Sleeve Size XL Tall	\$29.91	\$32.58	\$41.49, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800005	20. Safety Shirt Short Sleeve Size 2X	\$27.26	\$32.16	\$47.99, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800005-1	21. Safety Shirt Short Sleeve Size 2X Tall	\$31.31	\$33.66	\$47.99, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800006	22. Safety Shirt Short Sleeve Size 3X	\$31.85	\$34.32	\$47.99, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						

CRP	Commodity Code	Product	Current Price	Revised Price	Comparative Price	Employees w/ Disabilities	% of Work on Product	Price Change
Dallas Lighthouse f/t Blind	345088000	23. Safety Shirt Short Sleeve Size 4X, 5X	\$37.36	\$39.06	\$52.99, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800007-1	24. Safety Shirt Short Sleeve Size 4X Tall	\$40.49	\$41.22	\$52.99, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800008-1	25. Safety Shirt Short Sleeve Size 5XTall	\$42.04	\$42.73	\$52.99, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	3450880001	26. Safety Shirt Short Sleeve Size 6X,7X,8X	\$41.09	\$42.32	\$52.99, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800009-1	27. Safety Shirt Short Sleeve Size 6X Tall	\$42.52	\$43.76	\$52.99, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
CRP	Commodity Code	Product	Current Price	Revised Price	Comparative Price	# of Employees w/ Disabilities	% of Work on Product	Price Change

Dallas Lighthouse f/t Blind	34508800010-1	28. Safety Shirt Short Sleeve Size 7X Tall	\$43.08	\$44.23	\$52.99, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800011-1	29. Safety Shirt Short Sleeve Size 8X Tall	\$43.65	\$45.34	\$52.99, \$44.94	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800	30. Safety Shirt Long Sleeve Size S, M, L, XL, 2X	\$24.57	\$31.50	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	508800012,3,4	31. Safety Shirt Long Sleeve Size S, M, L - Tall	\$20.54	\$32.75	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800016-1	32. Safety Shirt Long Sleeve Size 2X – Tall	\$32.39	\$34.78	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800017	33. Safety Shirt Long Sleeve Size 3X	\$32.93	\$34.74	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
CRP	Commodity Code	Product	Current Price	Revised Price	Comparative Price	# of Employees w/ Disabilities	% of Work on Product	Price Change

Dallas Lighthouse f/t Blind	34508800017-1	34. Safety Shirt Long Sleeve Size 3X – Tall	\$38.33	\$40.60	\$43.99, \$41.99	18	69	Price increase
Recommended approval postponement		SPD Remarks: Based on comparison, CRP price is not competitive						
Dallas Lighthouse f/t Blind	34508800018	35. Safety Shirt Long Sleeve Size 4X	\$35.85	\$37.33	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800018-1	36. Safety Shirt Long Sleeve Size 4X – Tall	\$41.57	\$43.45	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800019	37. Safety Shirt Long Sleeve Size 5X	\$41.95	\$43.80	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800019-1	38. Safety Shirt Long Sleeve Size 5X – Tall	\$42.86	\$44.88	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800020	39. Safety Shirt Long Sleeve Size 6X	\$42.86	\$44.45	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
CRP	Commodity Code	Product	Current Price	Revised Price	Comparative Price	# of Employees w/ Disabilities	% of Work on Product	Price Change

Dallas Lighthouse f/t Blind	34508800021	40. Safety Shirt Long Sleeve Size 6X – Tall	\$43.66	\$45.71	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800021-1	41. Safety Shirt Long Sleeve Size 7X	\$44.41	\$46.05	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800022	42. Safety Shirt Long Sleeve Size 7X – Tall	\$46.49	\$48.66	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800022	43. Safety Shirt Long Sleeve Size 8X	\$45.05	\$47.01	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	34508800022-1	44. Safety Shirt Long Sleeve Size 8X – Tall	\$47.05	\$49.72	\$43.99, \$41.99	18	69	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Dallas Lighthouse f/t Blind	39091350002	45. Bottle Water, 16oz. 24/CS	\$ 5.06	\$ 5.64	\$12.47, \$12.25	5	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
CRP	Commodity Code	Product	Current Price	Revised Price	Comparative Price	# of Employees w/ Disabilities	% of Work on Product	Price Change

Dallas Lighthouse f/t Blind	65285541754	46. Toothpaste, Oraline Gel Mint	\$ 47.30	\$ 51.30	\$52.50, \$68.00	5	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
West Texas Lighthouse f/t blind	34572511151	47. Dust Mask without Exhalation Valve	\$ 117.28	\$ 145.70	\$154.99, \$313.33	1	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Envision Dallas Lighthouse for the Blind	34592471006	48. Vest, Universal Safety, Adopt-A-Highway	\$ 4.96	\$ 5.93	\$4.95, \$8.00	1	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
Envision Dallas Lighthouse for the Blind	62090388000	49. Highlighter, Retractable 12 Pack	\$ 11.01	\$ 13.69	\$17.95, \$15.41	55	89	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
West Texas Lighthouse for the Blind	08038251008	50. Badge ID, 2.25 X 3.5 Clip-On	\$ 29.75	\$ 42.24	\$79.00, \$60.00	1	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
CRP	Commodity Code	Product	Current Price	Revised Price	Comparative Price	# of Employees	% of Work on Product	Price Change

West Texas Lighthouse for the Blind	08038101005	51 Badge Convention, Pin on, 2.25" X 3.5"	\$ 14.03	\$ 24.23	\$35.99, \$25.01	1	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
West Texas Lighthouse for the Blind	08038252006	52. Badge Convention, Clip on, 3X4"	\$ 35.09	\$ 43.28	\$49.00, \$76.99	1	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						
West Texas Lighthouse for the Blind	08038252253	53. Badge Convention, w/Neck Cord, 3X4"	\$ 36.05	\$ 39.42	\$51.26, \$76.99	1	100	Price increase
		SPD Remarks: Based on comparison, CRP price is competitive						

New Products Competitive Pricing					
CRP	Product	Price	Comp Price	# of Employees w/ Disabilities	% of Work on Product
New Hope Academy	1. #10 Envelopes, White Woven, Box Qty.	\$ 26.57	\$27.30, \$31.29	2	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	2. #10 Envelopes, White Woven, Case Qty.	\$ 87.99	\$ 107.45	2	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	3. #10 Envelopes, White Woven, Pallet Qty.	\$ 71.06	\$ 107.45	2	80
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	4. #10 Envelopes, White Woven, with bottom left window	\$ 31.63	\$ 35.49	2	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	5. #10 Envelopes, White Woven, Window, Case Qty.	\$ 101.83	\$ 177.45	2	100
	SPD Remarks: Based on comparison, CRP price is competitive				

CRP	Product	Price	Comp Price	# of Employees w/ Disabilities	% of Work on Product
New Hope Academy	6. #10 Envelopes, White Woven, Window Pallet Qty.	\$ 85.14	\$ 177.45	2	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	7. Shoes, Athletic, White	\$ 34.38	\$ 34.38	1	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	8. Expanding Wallet, 2", Flap with Hook Loop Closure, Legal Size	\$ 110.65	\$102.99, \$130.45	1	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	9. Expanding Wallet, 2", Flap with Hook Loop Closure, Legal Size	\$ 104.81	\$102.99, \$130.45	1	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	10. 3-1/2" Expansion Wallet 14-3/4 x9-1/2 Redrope-Box Qty.	\$ 45.20	\$ 49.44	1	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	11. 3-1/2" Expansion Wallet 14-3/4 x9-1/2 Redrope-Case Qty.	\$ 187.85	\$ 202.25	1	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	12. 3-1/2" Expansion Wallet 14-3/4 x9-1/2 Redrope-Pallet Qty.	\$ 151.69	\$ 202.25	1	100

	SPD Remarks: Based on comparison, CRP price is competitive				
CRP	Product	Price	Comp Price	# of Employees w/ Disabilities	% of Work on Product
New Hope Academy	13. 2" Expanding Wallet, Flap w/Hook & Loop, Letter Size-Case Qty.	\$ 99.26	\$ 108.45	1	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	14. 2" Expanding Wallet, Flap w/Hook & Loop, Letter Size-Case Qty.	\$ 92.77	\$ 108.45	1	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	15. Expanding File, 6 Pockets, 1/5 Tab, Redrope, Letter Size-Case Qty.	\$ 80.94	\$114.30 , \$97.69	1	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	16. Expanding File, 6 Pocket, 1/5 Tab, Redrope, Letter Size-Pallet Qty.	\$ 75.01	\$114.30, \$90.70		100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	17. Hanging File Folders, 1/3-Cut Tab, Letter Size, Standard Green	\$ 20.79	\$ 20.90	1	100
	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy	18. Hanging File Folders, 1/5-Cut Tab, Legal Size, Standard Green, Case Qty.	\$ 87.43	\$ 89.75	1	100
	SPD Remarks: Based on comparison, CRP price is competitive				

CRP	Product	Price	Comp Price	# of Employees w/ Disabilities	% of Work on Product
New Hope Academy of Fort Worth	19. Insulated Mug, 20 oz., Custom Logo Qty: 1-2 Each	\$ 15.69	\$10.43, \$16.99	2	100
June 2019 Book	SPD Remarks: Based on comparison, CRP price is competitive				
New Hope Academy of Fort Worth	20. Insulated Mug, 20 oz., Custom Logo Qty: 3+	\$ 13.53	\$10.43, \$16.99	2	100
June 2019 Book	SPD Remarks: Based on comparison, CRP price is competitive				
West Texas Lighthouse for the Blind	21. Pen, Retractable, Ballpoint, Recycled Water Bottle	\$ 8.00	\$16.49, \$12.70	1	100
	SPD Remarks: Based on comparison, CRP price is competitive				
West Texas Lighthouse for the Blind	22. Pen, Stick, Ballpoint, Recycled Water Bottle	\$ 7.36	\$16.49, \$12.70	1	100
	SPD Remarks: Based on comparison, CRP price is competitive				
Houston Lighthouse f/t Blind	23. Flash Drive 4GB USB 3.0	\$ 10.99	\$14.48, \$18.38	10	100
	SPD Remarks: Based on comparison, CRP price is competitive				

CRP	Product	Price	Comp Price	# of Employees	% of Work on Product
Houston Lighthouse f/t Blind	24. Flash Drive 8GB USB 3.0.	\$14.99	\$16.18, \$18.98	10	100
	SPD Remarks: Based on comparison, CRP price is competitive				
Houston Lighthouse f/t Blind	25. Flash Drive 16GB USB 3.0	\$18.99	\$16.98 \$17.24	10	100
	SPD Remarks: Based on comparison, CRP price is competitive				
Houston Lighthouse f/t Blind	26. Flash Drive 32GB USB 3.0	\$24.99	\$23.98, \$21.23	10	100
	SPD Remarks: Based on comparison, CRP price is competitive				
Houston Lighthouse f/t Blind	27. Flash Drive 64GB USB 3.0	\$34.99	\$33.98 \$27.98	10	100
	SPD Remarks: Based on comparison, CRP price is competitive				
Beacon Lighthouse f/t Blind	28. Mini Legacy Light Bar	\$774.68	\$923.84, \$900.90	4	100
	SPD Remarks: Based on comparison, CRP price is competitive				
Beacon Lighthouse f/t Blind	29. Mini Legacy Dual Color Light Bar	\$889.92	\$923.84, \$900.90	4	100
	SPD Remarks: Based on comparison, CRP price is competitive				