COMMISSION FOR THE BLIND

BUSINESS ENTERPRISE PROGRAM

2024 LEGISLATIVE REPORT

Shaping Tomorrow Today

This legislative report outlines the current state of the Commission for the Blind Business Enterprise program (BEP) highlighting success stories and detailing the FY 2024 mandatory reporting elements submitted to the federal Rehabilitation Services Administration (RSA).

OCB BE PROGRAM DESCRIPTION

The Oregon Commission for the Blind is the designated State Licensing Agency (SLA) for the BEP under the federal Randolph-Sheppard Act. BEP operates by the authority of Oregon Revised Statutes 346.510 – 346.570. The BEP was designed to provide for-profit business management opportunities for Oregonians who are legally blind, while also providing customers with high-quality food service and vending programs. These business owners are called Vending Facility Managers (VFMs).

What Does the BE Program Do?

RECRUIT, TRAIN, AND LICENSE NEW PROGRAM PARTICIPANTS

DEVELOP NEW PUBLIC AND PRIVATE SECTOR PARTNERSHIPS

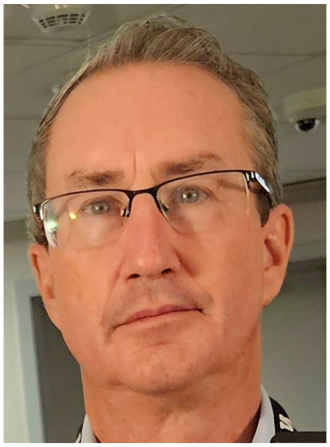
EDUCATE AND IMPLEMENT PROGRAM RULES AND REGULATIONS

PROVIDE ONGOING SUPPORT TO PROGRAM PARTICIPANTS

VISION STATEMENT

Our vision is to be a cutting edge, inclusive, entrepreneurial-focused program that embraces innovation and creates prosperous and independent blind business owners.

MESSAGE FROM THE DIRECTOR



FY 2024 was a year of growth for the BEP. Not only did we add a new vending route to our portfolio for the first time in many years, we also welcomed a new program participant and awarded routes to two licensees.

As I enter my second year with the agency I will continue to foster active VFM participation and, with their help, develop ideas to make the BEP more equitable. We are proud to report that our first step in creating equity was to determine the average VFM earnings rate. Routes that fell below the average were augmented with additional sites to increase earnings and grow businesses.

As we continue to shape tomorrow today, we will strive to become an industry leader in equity, innovation and best practices.

FY 2024 SUCCESS STORIES

2 VFMs awarded more profitable routes to help grow their businesses

1 BEP trainee received their program license

2 BEP licensees awarded their first vending routes

1 New vending route established

67 state-owned vending machines deployed for self-service use by VFMs to help grow their businesses

2 Food carts built locally in Oregon for future use by VFMs

FOOD CARTS ARE HERE!

OCB BEP is excited to introduce our food cart program featuring two bright shiny new Oregon built carts. The first cart will be deployed in Willson Park near the Capitol Building in early February to help feed legislators during the long session.

OUTTA SIGHT
COFFEE CART

OUTTA SIGHT
FOOD CART

Please support our program and stop by for some coffee, snacks, lunch… or just to say hi to one of our blind business owners.

FFY 2024 FINANCIAL HIGHLIGHTS

According to the 2024 Federal RSA-15 Report (see appendix), 13 VFMs participated in the BEP in FFY 2024. Two VFM's received their BEP licenses in 2024 and one trainee is currently working toward licensure. Below are overall performance numbers for FFY 2024.

Gross Sales	Vendor Earnings	Avg. VFM Earnings
$3,165,686	$815,776	$64,847
15% INCREASE FROM PREVIOUS FFY	22% INCREASE FROM PREVIOUS FFY	45% INCREASE FROM PREVIOUS FFY

POTENTIAL SITE VIABILITY SURVEYS

Each year, BEP conducts site surveys in governmental buildings or properties to determine the viability of installing a food service or vending operation at the location. 28 such surveys were conducted in FFY 2024, and the results are detailed below.

14 Sites	6 Sites	8 Sites	0 Sites
Acceptable for vending operations	Unsuitable for vending operations, primarily due to population size or location	Pending negotiations with public entity	Denied by the public entity

OUTREACH EFFORTS

In order to assist government agencies in complying with the updated ORS 346.530 reporting requirement, a survey was sent out to agency buyers and procurement specialists through the OregonBuys network. To date we have received 26 responses to the survey from the following public entities:

City of Medford
Building Safety Dept.
& Parks and Rec

City & Port of Newport

Scio School District

OUTREACH EFFORTS

In order to assist government agencies in complying with the updated ORS 346.530 reporting requirement, a survey was sent out to agency buyers and procurement specialists through the OregonBuys network. To date we have received 26 responses to the survey from the following public entities:

KLAMATH Community College

Marion County OREGON

Marion County
Business Services

TRI MET

LANE COUNTY OREGON

Lane County
District Attorney &
Health and Human Services

NORTHERN WASCO COUNTY PUD PEOPLE'S UTILITY DISTRICT

MT. HOOD COMMUNITY COLLEGE

Netarts Water District

LTD

Lane Transit District

POLK COUNTY OREGON

Southwestern Oregon
Community College

WELCOME TO KEIZER EST. 1982

City of Keizer

CONTACT US

Have questions or comments about this report?
Want an accessible version of this report?
Want more information about the Business Enterprise Program?

Visit our website for detailed information:

BEP WEBSITE

https://www.oregon.gov/blind/BEP/Pages/businessenterprise.aspx

BEP DIRECTOR

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APPENDIX

COMMISSION FOR THE BLIND
BUSINESS ENTERPRISE PROGRAM

2024 Business Enterprise Legislative Report

Submitted January 2025

RSA-15 for FY-2024: Submission #141

State name
Oregon

Report through date
9/30/2024

Grant Award Number
RANDS24POR

Submitting Organization
Oregon Commission for the Blind

▼ Part I. Earnings and Employment

1. Gross Sales
1177725

2. Merchandise Purchases
1137333

3. Gross Profit (automatically computed)
40,392.00

4. Payroll Expenses
617743

5. Other Operating Expenses
485270

6. Expenses (automatically computed)
1,103,013.00

7. Operating Profit (automatically computed)
-1,062,621.00

8. Vending Machine and Other Income
1987961

9. Retirement and Other Benefits Paid
13357

10. Net Proceeds (automatically computed)
938,697.00

11. Levied Set Aside Funds
147386

12. Net Profit to Vendors (automatically computed)
791,311.00

13. Fair Minimum Return to Vendors
0

14. Vendors Earnings (automatically computed)
791,311.00

15. Vendor Person Years of Employment
15.00

16. Average Vendor Earnings (automatically computed)
52,754.00

17. The Median of Net Vendor Earnings in the State

26668

18. Number of Other Persons with Disabilities Employed
4

19. Total Number Employed in the Program
25

▾ Part II. Vending Facilities and Vendors

The numbers of vending facilities and vendors are indicators of program growth and are reported by Federal, public, and private locations. Part II contains eight sections (A through H). For the purposes of this Section, a "vending facility" is the total operation assigned to a vendor whether it is on a single property or on multiple properties. It is understood that sometimes vending in multiple buildings will be combined in order to generate enough revenue to make the operation viable for a blind vendor. These are often referred to as "vending routes." Although a vending route may consist of multiple locations, for the purposes of this report, the SLA should report such a route as a single vending facility. Some routes may include vending in buildings governed by different property management. For example, a route may include vending in Federal buildings, other public properties, and private properties. In order to determine which category to report such a route, the SLA should consider from what type of property most of the sales are generated. If a route is "anchored" by a Federal location and most sales are generated from Federal properties, it should be considered a Federal vending facility. Conversely, if most of the sales are generated on State property, then the facility should be reported under "Public Property." This same principle would apply to any vending facility that encompasses more than one physical location even if it is not considered a vending route.

Definitions

- Federal Property — A facility operated by a blind vendor under the Vending Facility Program on "any building, land, or real property owned, leased or occupied by any department, agency or instrumentality of the U.S...." (34 CFR Sect. 395.1).
- Public Property — A facility operated by a blind vendor under the Vending Facility Program on State, municipal, or county property.
- Private Property — A facility operated by a blind vendor under the Vending Facility Program on private property.

A. Facilities on Federal Property

1. Number at Beginning of Year (pre-populated)
4

2. Number Established during Year
1

3. Number Closed during Year
1

4. Number at End of Year (automatically computed)
4

B. Vending Facilities Located on Federal Property, End Of Year

Enter the number of vending facilities remaining at the end of the Federal fiscal year on Federal property for each Federal agency listed that grants the permit or contract by which the SLA is authorized to establish a vending facility, namely:

1. General Services Administration
3

2. U.S. Postal Service
0

3. Department of Defense (automatically computed)
0

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a) Military Dining Facility Contracts
0

b) Other DOD Vending Facilities
0

4. Department of Homeland Security
0

5. Health and Human Services
0

6. Veterans Administration
0

7. Department of the Interior
0

8. Vending Routes on Multiple Federal Locations
0

9. Other Federal Agencies (please identify):
1. Bonneville Power Administration

Other Federal Agencies
1

10. Total (automatically computed)
4

C. Contracts for Operation of Cafeterias and Military Dining Facilities

▼ Facility details

Facility detail 01

Agency or Branch of Military Awarding Contract
{Empty}

Installation name
{Empty}

Begin date (mm/dd/yyyy)
{Empty}

End date (mm/dd/yyyy)
{Empty}

Gross sales
{Empty}

Facility detail 02

Agency or Branch of Military Awarding Contract
{Empty}

Installation name
{Empty}

Begin date (mm/dd/yyyy)

{Empty}

End date (mm/dd/yyyy)
{Empty}

Gross sales
{Empty}

Facility detail 03

Agency or Branch of Military Awarding Contract
{Empty}

Installation name
{Empty}

Begin date (mm/dd/yyyy)
{Empty}

End date (mm/dd/yyyy)
{Empty}

Gross sales
{Empty}

Facility detail 04

Agency or Branch of Military Awarding Contract
{Empty}

Installation name
{Empty}

Begin date (mm/dd/yyyy)
{Empty}

End date (mm/dd/yyyy)
{Empty}

Gross sales
{Empty}

Facility detail 05

Agency or Branch of Military Awarding Contract
{Empty}

Installation name
{Empty}

Begin date (mm/dd/yyyy)
{Empty}

End date (mm/dd/yyyy)
{Empty}

Gross sales
{Empty}

Facility detail 06

Agency or Branch of Military Awarding Contract
{Empty}

Installation name
{Empty}

Begin date (mm/dd/yyyy)
{Empty}

End date (mm/dd/yyyy)
{Empty}

Gross sales
{Empty}

Facility detail 07

Agency or Branch of Military Awarding Contract
{Empty}

Installation name
{Empty}

Begin date (mm/dd/yyyy)
{Empty}

End date (mm/dd/yyyy)
{Empty}

Gross sales
{Empty}

D. Vendors on Federal Property

1. Number at Beginning of Year (pre-populated)
4

2. Number Entering during Year
1

3. Number Leaving during Year
3

4. Number at End of Year (automatically computed)
2

E. Facilities on Public Property (State, County, Municipal)

1. Number at Beginning of Year (pre-populated)
13

2. Number Established during Year
1

3. Number Closed during Year
1

4. Number at End of Year (automatically computed)
13

Vending Facility

a. Vending Facilities on State Property (end of year)
12

b. Vending Facilities on County Property (end of year)
2

c. Vending Facilities on Municipal Property (end of year)
0

F. Vendors on Public Property (State, County, Municipal)

1. Number at Beginning of Year (pre-populated)
11

2. Number Entering during Year
2

3. Number Leaving during Year
0

4. Number at End of Year (automatically computed)
13

G. Facilities on Private Property

1. Number at Beginning of Year (pre-populated)
0

2. Number Established during Year
0

3. Number Closed during Year
0

4. Number at End of Year (automatically computed)
0

H. Vendors on Private Property

1. Number at Beginning of Year (pre-populated)
0

2. Number Entering during Year
0

3. Number Leaving during Year
0

4. Number at End of Year (automatically computed)
0

▼ Part III. Vending Locations under the Interstate Highway Program

(Surface Transportation Assistance Act amended by the Intermodal Surface Transportation Efficiency Act of 1991 amended by the Transportation Equity Act for the 21st Century of June 9, 1998) The amendments do not alter the content of Section 111 of the earlier legislation.

This part of the form is designed to collect specific data on vending machine locations placed in safety rest areas of the national system of interstate highways. SLAs designated under the Randolph-Sheppard Act shall be given priority by the State to operate such vending machine locations.

The data in this part will provide a summary of activities directly resulting from the above-cited legislation. The information is important to determine the impact of that legislation on the Randolph-Sheppard program in terms of employment and revenue.

1. Total Number of Vending Locations

Total Number
32

2. Number of Locations Operated by Vendors

Number of Locations
29

Total Receipts
414624

3. Number of Locations Operated by Third-Party Contractors

Number of Locations
3

Total Receipts
9526

4. Number of Vendors Employed in Highway Program

Total Number
4

▾ Part IV. Program Expenditures by Source of Funds

This part is designed to collect, for accountability purposes, comprehensive information on all program expenditure categories by source of funds during the Federal fiscal year. The Vending Facility Program generally has four different sources of funding expenditure categories. They are: the Federal and/or non-Federal vending machine income that is not assigned to the vendors, set-aside funds from the net proceeds of the vending facilities (levied set-aside), State appropriated funds, and Federal funds allotted to the State for vocational rehabilitation services under section 110 of the Rehabilitation Act of 1973, as amended. In rare instances, SLAs may have "other" sources of non-Federal funding unique to their program. Please use Column (6) to reflect these funds on the appropriate lines. Please note that the source of such funds may have statutory or other restrictions related to their use. Federal law and regulations set forth the purposes for which funds from the different sources may be used. In Columns (1) through (6), enter the dollar amount by funding source(s) for each of the expenditure categories listed below in rows 1 through 11 and enter the total dollar amount for each expenditure category in Column (7). Also, remember that "pass through" funds are not characterized as program expenditures and should not be reflected in this section. Finally, expenditures reported on any line below should not be included in the total reported for another line, thereby eliminating the duplication of reported expenditure amounts.

1. Purchase (i.e., Acquisition) of New and Replacement Equipment

Vending Machine Income - Federal
0

Vending Machine Income - Non-Federal
0

Set-Aside
23404

State Appropriated Fund
57432

Federal Funds
429201

Other
0

Total
510,037.00

2. Maintenance and Repair of Equipment

Vending Machine Income - Federal
0

Vending Machine Income - Non-Federal
0

Set-Aside
57663

State Appropriated Fund
0

Federal Funds
2251

Other
0

Total
59,914.00

3. Refurbishment and Acquisition of Facilities

3a. Refurbishment of Facilities

Vending Machine Income - Federal
0

Vending Machine Income - Non-Federal
0

State Appropriated Fund
0

Federal Funds
309

Other
0

Total
309.00

3b. Acquisition of Facilities

Vending Machine Income - Federal
0

Vending Machine Income - Non-Federal
0

State Appropriated Fund
0

Federal Funds
0

Other
0

Total
0.00

4. Management Services

Vending Machine Income - Federal
0

Vending Machine Income - Non-Federal
0

Set-Aside
138449

State Appropriated Fund
0

Federal Funds
48497

Other
0

Total
186,946.00

5. Fair Minimum Return

Vending Machine Income - Federal
0

Vending Machine Income - Non-Federal
0

Set-Aside
0

State Appropriated Fund
0

Other
0

Total

0.00

6. Retirement / Pension Programs

Vending Machine Income - Federal
0

Vending Machine Income - Non-Federal
0

Set-Aside
0

State Appropriated Fund
0

Other
0

Total
0.00

7. Health Insurance Programs

Vending Machine Income - Federal
0

Vending Machine Income - Non-Federal
0

Set-Aside
0

State Appropriated Fund
0

Other
0

Total
0.00

8. Paid Sick Leave / Vacation Time

Vending Machine Income - Federal
0

Vending Machine Income - Non-Federal
0

Set-Aside
13357

State Appropriated Fund
0

Other
0

Total

13,357.00

9. Initial Stock and Supplies

Vending Machine Income - Non-Federal
47090

State Appropriated Fund
0

Federal Funds
0

Other
0

Total
47,090.00

10. Initial Operating Costs

Vending Machine Income - Non-Federal
0

State Appropriated Fund
0

Federal Funds
0

Other
0

Total
0.00

11. All Other Expenditures

Vending Machine Income - Non-Federal
8888

State Appropriated Fund
0

Federal Funds
0

Other
0

Total
8,888.00

12. Total

Vending Machine Income - Federal
0.00

Vending Machine Income - Non-Federal

55,978.00

Set-Aside
232,873.00

State Appropriated Fund
57,432.00

Federal Funds
480,258.00

Other
0.00

Total
826,541.00

▼ Part V. Distribution and Expenditure of Program Funds from Vending Manchine Income and Levied Set-Aside

This part is designed to collect, for accountability purposes, information on the distribution and expenditure of program funds from vending machine income and levied set-aside fees. Vending machine income is separated into two columns showing Federal and non-Federal funds.

Vending machine income is revenue accruing to the SLA from vending machines located on Federal property (Federal regulations) and non-Federal property (State regulations). The non-Federal category would include vending machine income from interstate highway rest stops authorized by the Surface Transportation Assistance Act amended by the Intermodal Surface Transportation Efficiency Act of 1991 amended by the Transportation Equity Act for the 21st Century of June 9, 1998. Levied set-aside fees are funds that accrue to the SLA from an assessment against the net proceeds of each Federal and non-Federal location under the program.

1. Amount on Hand at Beginning of Year

Vending Machine Income - Federal
3830

Vending Machine Income - Non-Federal
404507

Levied Set-Aside
125101

Total
533,438.00

2. Funds Added during Year

Vending Machine Income - Federal
15297

Vending Machine Income - Non-Federal
156171

Levied Set-Aside
147386

Total
318,854.00

3. Total Funds Available

Vending Machine Income - Federal
19,127.00

Vending Machine Income - Non-Federal
560,678.00

Levied Set-Aside
272,487.00

Total
852,292.00

4. Funds Distributed to Vendors

Vending Machine Income - Federal
0

Vending Machine Income - Non-Federal
0

Total
0.00

5. Other Funds Expended

Vending Machine Income - Federal
0

Vending Machine Income - Non-Federal
55978

Levied Set-Aside
232873

Total
288,851.00

6. Total Funds Distributed and Expended (Lines 4+5)

Vending Machine Income - Federal
0.00

Vending Machine Income - Non-Federal
55,978.00

Levied Set-Aside
232,873.00

Total
288,851.00

7. Amount at the End of the Year (Line 3 minus Line 6)

Vending Machine Income - Federal
19,127.00

Vending Machine Income - Non-Federal

504,700.00

Levied Set-Aside
39,614.00

Total
563,441.00

▼ Part VI. Number of Sites Surveyed

1. Number of Sites Surveyed During the Reporting Year

Federal Property Total
6

Non-Federal Property
22

Total
28

2. Number of Sites Accepted by the SLA

Federal Property Total
2

Non-Federal Property
12

Total
14

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2a. Number of Accepted Sites Added to Existing Vending Facilities

Federal Property Total
2

Non-Federal Property
5

Total
7

2b. Number of Accepted Sites Used to Create New Vending Facilities

Federal Property Total
0

Non-Federal Property
0

Total
0

2c. Number of Accepted Sites Pending Assignment to a Blind Vendor

Federal Property Total
0

Non-Federal Property
0

Total
0

2d. Number of Accepted Sites Contracted to a Third-Party

Federal Property Total
0

Non-Federal Property
7

Total
7

3. Number of Sites Not Accepted by the SLA

Federal Property Total
4

Non-Federal Property
2

Total
6

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3a. Due to Infeasibility of Site

Federal Property Total
4

Non-Federal Property
2

Total
6

3b. Due to Lack of Available SLA Funds

Federal Property Total
0

Non-Federal Property
0

Total
0

3c. Due to Lack of Qualified

Vendors

Federal Property Total
0

Non-Federal Property
0

Total
0

4. Number of Sites Denied to the SLA by Property Management Officials

Federal Property Total
0

Non-Federal Property
0

Total
0

5. Number of Surveyed Sites with a Decision Pending

Federal Property Total
0

Non-Federal Property
8

Total
8

▼ Part VII. Vendor Training

This information is needed to determine the effectiveness of the State agencies' training programs (including vocational, on-the-job, upward mobility, and post-employment), that may help the vendors to achieve their maximum employment potential, as set forth in 34 CFR 395.11

1. Number of Individuals Completing Training in the Reporting Year to Become Vendors: (sum of 1a through 1d)
1.00

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a. Number Licensed and Placed as Vendors
0

b. Number Certified Awaiting Placement as Vendors
1

c. Number Placed as Employees in the Vending Facility Program
0

d. Number Employed in Allied Food Service Occupations
0

2. Total Number of Certified/Qualified Individuals Awaiting Placement as Vendors
1

3. Number of Vendors Provided In-Service Training (including on-line training)
10

4. Number of Vendors Provided Upward Mobility Training (including on-line training)
8

5. Number of Vendors Participating in National Consumer-Driven Conferences
5

6. Number of Vendors Who Received Certification or Re-Certification in Food Safety Through a Nationally Recognized or State Recognized Program
1

▼ Part VIII. State and Nominee Agency Personnel

Definition

- A State licensing agency is a State agency designated by the Commissioner of the RSA to issue licenses to blind persons for the operation of vending facilities on Federal and non-Federal property.
- A Nominee agency is an agency or organization designated by the State licensing agency to act as its agent in providing services to blind licensees under the State's Vending Facility Program.

A. Agency Personnel

1. Vending Facility Program Staff

State Agency Personnel
5

Nominee Agency Personnel
0

Total
5.00

a. Number of Business Consultants/Counselor Staff (FTE).

State Agency Personnel
0

Nominee Agency Personnel
0

Total
0.00

B. Training

1. Number Who Received Training Related to Blindness, Business Management, or Aspects of the Randolph-Sheppard Vending Facility Program

State Agency Personnel
5

Nominee Agency Personnel
0

Total
5.00

2. Number Who Participated in National Consumer-Driven Conferences

State Agency Personnel
1

Nominee Agency Personnel
0

Total
1.00

3. The Number Who Received Certification or Re-Certification in Food Safety Through a Nationally Recognized or State Recognized Program

State Agency Personnel
0

Nominee Agency Personnel
0

Total
0.00

Notes or Explanations

Add any notes or explanations that will assist in clarifying your data.

s8b_notes
{Empty}

▼ Certification

Name and Title of Authorized Certifying Official

I agree to submit this form by electronic means. By signing this form electronically, I certify under penalty of perjury that my answers are correct and complete to the best of my knowledge. I understand that an electronic signature has the same legal meaning and can be enforced in the same way as a written signature.

Full Legal Name of Signer:
Ronald Stewart

Title of Authorized Official
Director, Business Enterprise

By checking this box and typing my full legal name above, I am electronically signing this form.
Yes

Date Certified (mm/dd/yyyy)
2024-12-17

Also, please be sure to add an agency contact, telephone number and email address for follow-up questions that RSA may need to resolve.

Contact

Contact Person
Ron Stewart

Contact Phone Number
5038802622

Contact Email Address
ron.w.stewart@ocb.oregon.gov

Public Burden Statement

According to the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless such collection displays a valid OMB control number. The valid OMB control number for this information collection is 1820-0009. Public reporting burden for this collection of information is estimated to average 23.5 hours per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. The obligation to respond to this collection is required to obtain or retain benefit under EDGAR 75.118 and 75.590. If you have any comments concerning the accuracy of the time estimate, suggestions for improving this individual collection, or if you have comments or concerns regarding the status of your individual form, application or survey, please contact Christine Grassman, Rehabilitation Services Administration, 550 12th St SW, Washington, DC 20202-2800 / Christine.Grassman@ed.gov, directly.