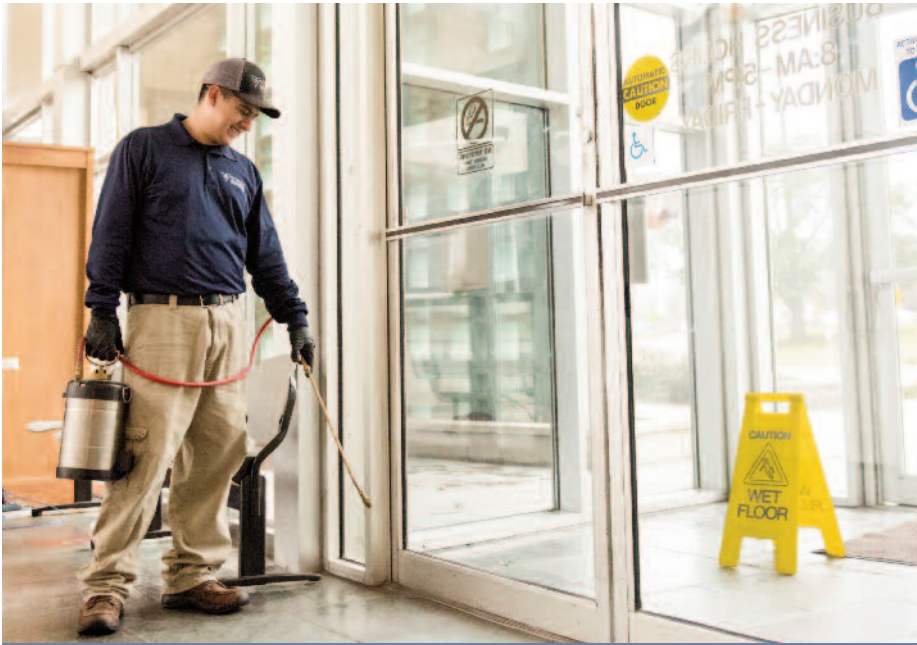


TIBH FOCUS

ON JOBS FOR PEOPLE WITH DISABILITIES

TIBH INDUSTRIES NEWSLETTER XLIII • AUGUST 2018

Daniel Pest Control: Partnership with TIBH helps company's mission



Luis Sanchez, pest control technician at Daniel Pest Control, completes routine service maintenance at the North Lamar location of the Texas Department of Public Safety.

Luis Sanchez knows the importance of building professional relationships and values the opportunities his job affords him.

"I love how friendly everyone is," Sanchez said. "It's the people I get to interact with, both co-workers and customers, that make this job so great."

Sanchez has been an employee with Daniel Pest Control for the past four years and has experience working on nearly all of the contracts the company maintains. His dedication to the job led him to complete an apprenticeship, online training and the 40-plus hours in the field required for him to acquire his certification, and he continues to prove how valuable of an employee he is

with his hard work and positive attitude. He primarily works at the various Texas Department of Public Safety (DPS) locations in Austin and has become a recognizable face to others in the buildings.

"Having a job makes me feel independent and in control," Sanchez said. "I like the fact that I get to control my own hours and communicate directly with customers."

Daniel Pest Control is a *WorksWonders* community rehabilitation program (CRP) that has helped its employees develop meaningful careers while providing quality pest control services to customers in Central Texas.

"The team at TIBH has completely guided us through the ins and outs of the CRP process," Kurt Daniel, director of operations at Daniel Pest Control, said. "They are such a huge asset in my understanding and compliance with the program."

Daniel Pest Control has maintained several long-standing contracts with clients such as DPS, where it provides full-service pest control and routine check-ins at the North Lamar, South Congress and Capitol locations.

In addition to DPS, Daniel Pest Control has TIBH-facilitated contracts to provide full-service pest control to the Texas Department of Transportation, Texas Parks and Wildlife Department, City of Austin, Texas Workforce Commission, Employees Retirement System of Texas and others.

"We have developed trust and a genuine friendship with people at the various businesses we serve," Daniel said. "They know they can call on us at any time, and we've been able to serve as non-traditional advocates for employing people with disabilities with the help of TIBH."

Daniel considers his employees, including Sanchez, to be the company's most important assets, as he knows they go above and beyond on every project.

"I'm very proud of Luis and the rest of the team for the personal and professional progress they've made," Daniel said. "They have important stories to tell, and we're grateful TIBH is here to help tell them."

"We have trust and a genuine friendship with people at the various businesses we serve."

- Bill Peek,
Daniel Pest Control



Kenneth Ming: Making purchasing a priority



Kenneth Ming, director of business operations and contracts at the Texas Juvenile Justice Department (TJJD), supports the WorksWonders Program by facilitating the purchase of products and services by his purchasing team at TJJD.

Kenneth Ming has been in the business of state procurement for almost 20 years, and he says TIBH and its *WorksWonders* Program have been constants in his work life.

“Wherever I’ve been employed, I’ve made it a priority to support these programs,” he said. “They provide benefits to individuals who would otherwise not have those opportunities.”

Ming is director of business operations and contracts at the Texas Juvenile Justice Department (TJJD). Before that, he spent many years working for the state at the Texas Department of Criminal Justice, Texas Building and Procurement Commission and the Texas Youth Commission.

“*WorksWonders* is part of the culture among public purchasers at state agencies,” Ming said. “We’re always sharing notes on how to maximize our use of the program and are active in suggesting new improvements to the buying experience. TIBH is almost always discussed at purchasing meetings.”

Ming said he learned the benefits of using the program early on in his purchasing career.

“It just makes sense to put money back into the community and help make those with disabilities contributing members of the Texas economy,” he said. “They get to experience independence and improve self-esteem by being gainfully employed. Purchasing through TIBH allows us to be a part of that.”

Ming, who has been with TJJD for 10 years, oversees purchasing, contracts, warehouse operations and assets. He manages the agency’s nearly 400 active contracts and approximately 12,000 yearly purchase orders—a lot of these with TIBH. His agency has a large custodial contract with TIBH that provides custodial services for their administrative offices in Austin. From their 6 business offices around the state, they purchase office supplies, janitorial supplies, bed and bath items, furniture and temporary employment services. Although TJJD currently purchases as much as it can through *WorksWonders*, if

TIBH were to add more products that TJJD could use, Ming said he would expand their purchasing from TIBH.

“Purchasing through TIBH and the *WorksWonders* Program is mandatory for state agencies, but TJJD still aims to purchase as much as possible from the program to support its greater cause,” Ming said.

Ming credits purchasers Deb Baize, Jackie Schmaltz, Patrick Koll, Brittany Williams and Brenda Medack, as well as warehouse manager Noel Ruiz, for TJJD’s dedication to the program.

“My purchasing staff understands the importance of buying from TIBH and supporting the *WorksWonders* Program,” Ming said. “They’re certified, well-trained and are the main reason why TJJD has been recognized by TIBH as one of its Top 10 purchasing agencies for the past four years.”

Before his state purchasing career, Ming provided direct care to patients at the Northwest Louisiana State Hospital. That experience sparked his affinity for supporting programs such as *WorksWonders*.

“They didn’t see themselves as different,” he said. “I saw that they were happy and wanted to be involved. That shaped me as I entered the job market. TIBH provides a way to do the job I love—purchasing—and use it to help better someone else’s life.”

TIBH IN THE COMMUNITY

TIBH Industries, Inc. donated a mixture of more than 50 pairs of work boots and equestrian boots to Marbridge—a Central Texas organization that offers transitional and lifetime care to adults with a wide range of cognitive abilities—to be used at its facilities for resident activities.

Through a mutual involvement with Rodeo Austin's Gold Stirrup Horseshow, TIBH became aware of the equine therapy program Marbridge provides to its residents, allowing them to learn the basics of horsemanship through proper grooming and riding. The boots provided by TIBH will be utilized by residents of the therapy program, as well as other facility residents, to further develop their skills.

TIBH is proud to support Marbridge in its goal of improving the lives of Texans with disabilities.



Roxy Van Loo (TIBH), James Stacey (CEO of Marbridge) and Becca McPherson (vice president of development at Marbridge) visit the construction site of Marbridge's new living, office and recreation space, the Lodges."

A Message from President and CEO Fred M. Weber, Jr.

This year, TIBH is celebrating its 40th anniversary of providing meaningful employment opportunities to Texans with disabilities. In 2017, TIBH employed more than 6,000 individuals with disabilities and, more importantly, increased the amount of wages earned for Texans with disabilities to more than \$43 million. The dedication of our Community Rehabilitation Programs (CRPs) to providing opportunities to those individuals, as well as the longstanding support of the state agencies and governmental entities that purchase the products and services provided by those CRPs, are two of the main reasons why we have been able to expand throughout the years.



This September, TIBH will hold its 11th annual Artie Lee Hinds Award dinner and 30th annual Products & Services Expo. On Wednesday, Sept. 19, TIBH will honor the many outstanding employees who produce products and provide services sold through various *WorksWonders* Program contracts, as well as the state agency customers that purchase those products and services. The steadfast relationship between these two entities has been a cornerstone of the Program's success, and we invite you to join us Wednesday night to acknowledge and celebrate the important role they have played over the past 40 years. The following Thursday, Sept. 20, TIBH will hold its annual Products & Services Expo. Functioning as a way to bring CRP representatives and state agency customers together in one setting, the expo allows Program participants to come together and learn about new products and services offered through the Program. By bringing everyone together, CRPs are able to showcase their new product lines, and customers are able to interact with CRP representatives and collaborate on any new products they might require. To register to attend the expo, or to learn more about both events, please visit TIBH.org.

I want to take this opportunity to thank the TIBH staff for all they have accomplished over the past 40 years. Each of them has made a significant contribution to the employment of persons with disabilities. I believe we have the best program in the country, as well as the most committed staff. Together, with our CRPs and customers, we can continue to provide employment opportunities for the people we serve.

Thank you for your support of TIBH and the *WorksWonders* Program over the past 40 years. We look forward to an even more successful future!

Best Regards,

A handwritten signature in white ink, appearing to read 'F. Weber, Jr.'.

Fred M. Weber, Jr.



Jobs for People with Disabilities

1011 East 53rd 1/2 Street
Austin, Texas 78751
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Upcoming Events

11th Annual Artie Lee Hinds Award Dinner

Wednesday, September 19, 2018

At 6:00 p.m.

Doubletree Hotel Austin

6505 IH-35

Austin, TX 78752

30th Annual Products and Services Expo

Thursday, September 20, 2018

At 10:00 a.m.

Doubletree Hotel Austin

6505 IH-35

Austin, TX 78752

**VIEW THE TIBH ONLINE
CATALOG AT WWW.TIBH.ORG**