

MARK CENTER STORE OPENS IN BRAND NEW DOD BUILDING



MARK CENTER
4800 Mark Center Dr
Room B1D01
Alexandria, VA 22902
703-845-4610 (O)

BRAC-133 is the numerical designation given to Alexandria's Mark Center, the new planned location for the Washington Headquarters Service (WHS), and a number of other DOD agencies. The facility, now owned and currently under construction by the federal government, while technically part of Fort Belvoir, is on Mark Center property located at the intersection of Seminary Road and Beauregard Street at the I-395 interchange. VIB was the first tenant in this massive building, whose occupants will number well over 6,500 military and government personnel. VIB is very excited about the opportunity!

VIB EMPLOYEE OF THE YEAR PROMOTED: GREGG VALENTI STORE MANAGER

Gregg Valenti, who was employee of the year (see January 2011 newsletter), has been promoted to Store Manager for the Mark Center BSC! Gregg was the Assistant Store Manager at the Presidential Towers Base Supply Store where he is the sole operator. Gregg was born with Usher Syndrome, the leading cause of deaf-blindness. He lost his hearing at the age of 18 months and his vision at 2 years of age. While in high school Gregg was a member of the National Honor Society and while in college was on the Dean's List for seven semesters. Gregg has also met with success in his professional life. He served as a NIB National Ambassador for the Ability One program, was accepted into the Best Practices Management Course through NIB, and has increased sales at his location. Gregg recently completed the NIB Effective Supervisor course this has allowed him to continue his supervisory training and was instrumental in promotion to Store Manager!



Gregg Valenti
Store Manager
Mark Center SSSC

BIO WRITE RETRACTABLE PENS IN BLUE AND BLACK

Bio-Write Pens are made using *corn starch-based Bio-Plastic* which leaves no chemical residue in landfills. The *latex-free* rubber grip protects against allergic reactions while providing added writing comfort.



BIO WRITE GEL PENS IN BLUE AND BLACK

The conservation, preservation and protection of natural resources is a responsibility for each of us in state government to minimize negative impacts on Virginia's environment and preserve natural resources for future generations!



VIB now has a Facebook page. Come visit us at www.facebook.com/virginiaindustriesfortheblind. You will find events, photos, and information about VIB!

RECENT EVENT AT RICHMOND SPEEDWAY CAPA VENDOR FAIR SEPTEMBER 2011



VIB table at Richmond Speedway September 2011. Display table worked by Mike Somers and William Vaughn.

Capital Area Purchasing Agency (CAPA) Vendor Fair September 16, 2011, was an excellent chance for exposure! The table shown in the picture to the left, was located in the breezeway area, where you would find all of your concession vendors on race day! It was an overcast, windy day! This didn't stop the attendees from gracing us with their presence.

As we spoke with the passers-by, it became apparent that most already ordered from VIB!

The event turned into sessions of thank you for your support! We handed out stress balls, water bottle sleeves, sticky pad holders, note pads, and pens, all of which had the VIB logo and website on them!

The vendor fair was a great way for VIB to thank their customers, reassure ourselves that they do utilize our products, and strengthened our business relationships

CALENDAR OF EVENTS AND ACTIVITIES: SEPTEMBER, OCTOBER, NOVEMBER 2011

September 2011						
SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

September 15
 VIB Advisory Board Meeting Resignation of Bill Mustain, and addition of two new members, DeeDee Friend / Steve Waldron Richmond, VA

September 16
 CAPA Vendor Fair
 Richmond Speedway, VA

October 2011						
Mon	Tue	Wed	Thu	Fri	Sat	Sun
26	27	28	29	30	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31	1	2	3	4	5	6

October 5-8
 NIB Annual Training Conference
 New Orleans, LA

October 7-8
 DC EXPO Vendor Fair DC Armory
 Washington, D.C.

October 9
 Army Ten Miler Army Hooah Tent Zone
 VIB table next to Wounded Warrior table
 Pentagon

October 18
 Presentation to Sperry
 Jim Meehan and William Vaughn
 Charlottesville, VA

NOVEMBER 2011						
SUN	MON	TUES	WED	THURS	FRI	SAT
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

November 2
 Ability One Forum DLA Aviation
 DSC Richmond, VA

November 16
 Virginia Procurement Forum
 Hampton Coliseum, Hampton, VA

November 17
 Virginia Residence Hall Directors
 (VACUHO), Wintergreen, VA

Charlottesville

Tyrone Daniels
Ronan Little
Pat Thomas
William Vaughn

Mark Center

Eugene Breen

VIB NEW EMPLOYEES



Tom Stone
Contract Specialist
CMS Richmond

Keith Post
Contract Specialist
CMS Richmond

Richmond

Tom Stone
Keith Post

Fort Lee

Joseph Foresta

VIB Mission

To develop and provide excellent customer service, retail opportunities and quality manufactured goods for our customer which will empower blind and visually impaired Virginians in achieving their maximum level of gainful employment and career development.

The Contract Management Support (CMS) unit at VIB Richmond consists of three contract closeout specialists (Mark Collins, Keith Post, and Tom Stone), a contract support specialist (Dominique Propst), and a manager (Doreen Cadigan). They have been operational since December 2010, gaining access to the necessary Department of Defense (DOD) electronic systems in late January, 2011. The CMS's mission, as a subcontractor to the National Industries for the Blind (NIB), is to perform contract closeout services on DOD contracts. The closeout process requires research and analysis to determine if the government received the goods and services specified in the contract, if the contractor was paid for his efforts, and if there are any excess funds available after contract payment. The research is completed in various automated systems and in hard copy contract files. Since its inception, the Richmond CMS has processed approximately 2,000 contract files, and has identified and prepared documents to support \$3.5M in excess funds. Their customers are the Army contracting offices in Fort Irwin, CA; Fort Dix, NJ; and Fort McCoy, WI. The CMS is working on its next batch of 2,000 files for Fort Bliss, TX, and the Army's Kuwait Contracting Command (KCC). The latter customer is unique in that the contract prices are written in the Kuwaiti dinar, with a conversion for budgeting to U.S. dollars. Additionally, communications with the KCC are a challenge in that they are seven hours ahead of our Eastern Time zone. The CMS program is intended to establish a career path which will allow employees to gain experience to qualify for contract positions with the Federal or State Governments. The qualifications for a CMS contract specialist are that the employee be legally blind, and that they possess a Bachelor's Degree, preferably with 24 hours of business credits. These educational requirements mirror those mandated by the Federal Government.

The VIB Advisory Board met mid September. It was led by Bill Mustain, who received a certificate of appreciation for his service, commitment, and contributions, while sitting of the board. He has been president of the board for 6 years. Mustain's leadership helped accomplish many goals set by the board. His service and hard work are greatly appreciated!

Pat Thomas, Charlottesville Plant Manager, unveiled her plans to bring productivity and efficiencies to VIB. The plant has already started revitalizing and giving itself a face lift. including painting, redecorating, and ergonomic adjustments. By bringing materials off of the floor, and within reach of the workers without bending over, she has made it easier to do the work, hence the workers are more efficient. Pat has also been instrumental in renegotiating and securing contracts for college bedding. And with new features like college colors on the bed coverings, VIB is sure to turn heads! Pat's group also completed a rush order of pillows to Parris Island Marine Corps facility. Her staff stuffed, sewed, and shipped 3,000 pillows in two weeks. This has secured more orders for pillows from the customer,

VIB ADVISORY BOARD: BILL MUSTAIN AWARDED AND NEW MEMBERS APPOINTED



and ensures VIB will be the sole provider for years to come!

William Vaughn followed next, with his marketing campaign of 'Showcasing Might of People without Sight'! He is tasked with highlighting the capabilities of VIB and rekindling awareness. There are numerous events that provide VIB opportunity to get in front of these customers, which is vital. There is also a project to provide new marketing material, by taking new pictures of products, services, and the people of VIB. William plans to keep VIB visible and make sure they stay on the map by growing the business, and increasing production and provide more employment for blind individuals!!

New Members

VIB is pleased to welcome its newest board members, DeeDee Friend and Steve Waldron! DeeDee Friend is an Account Manager for Worldstrides, Discover Now division - enriching student's lives through experiential travel. Worldstrides graciously allowed me to use work time to serve on the board. DBVI works with my son, Creed who has a visual impairment. His case worker, Christine Day, gave my name as a recommendation when the board was seeking new members. "I feel honored to have been asked to be on the board and I have learned so much in the very short time I have served" DeeDee stated. "There is a whole industry out there that I was just not aware of." Steve Waldron also was appointed to the Advisory Committee. He is a Community Work Incentive Coordinator (CWIC). He is an expert in

Social Security law and regulations concerning employment. He consults with individuals who are on Social Security Disability Insurance (SSDI) and/or Supplemental Security Income (SSI) and are working or interested in employment. He assists them in using federal and state work incentives with the goal of helping these individuals have more money in their pocket and have effective health insurance. He also works with VIB employees in Richmond, Fort Lee, and Charlottesville.

Lynwood Spindle current Deputy Director, Division Purchases & Supply (DP&S). Linwood is a past member of the VIB Advisory Board and has provided important guidance to VIB enabling us to supply new products to State agencies. His efforts have resulted in expansion of production employment levels. He will be an important member of the board as VIB enters into additional e-commerce ventures.

VIB PLANT LOCATIONS

Charlottesville Plant
1102 Monticello Rd
Charlottesville VA 22901
434-295-5168



Richmond Plant
1535 High Street
Richmond, VA 23220
804-786-2056



Employee of the Year promoted, continued:

“I guess you can say I am a by product of the Ability ONE program and it has made me what I am today” Valenti remarks! Giving credit to all that the program has offered him. On the personal side I have a loving fiancé named Cindy and I live in the Mt. Vernon Square apartment complex with our dog, a one year old Golden retriever by the name of Abby. I love to watch all kinds of sports and I am a BIG redskins fan. I love to workout at the gym, all kinds of music, read and go to movies. Also I was diagnosis with a variant of the Usher Syndrome when I was 18 months old it is a rare condition. Normally with the Usher Syndrome you go progressively blind and deaf as you grow older, but in my case i lost whatever hearing I have at 18 months and what vision I have at 2 years old and have stayed stable with my condition not worsening. I believe I am one of only a 1000 in the nation who this has happened too. For my personally I have never let my disability stop me from me achieving or accomplishing what I set out to do in my life!

**Congratulations to all! Thank you for your
service and support of the Virginia Industries
for the Blind!**

Putting in the Time!

50 Years

Arlys Hawks
Charlottesville

25 Years

Annette Lockington
Charlottesville

10 Years

Barbara Herndon/Gregg Valenti
Richmond / Mark Center

35 Years

David Wells
Charlottesville

20 Years

Jim Turner
Richmond

Veronica Hayes/Donita Daye
Pentagon / Norfolk

30 Years

Larry France
Diane Hawks
Charlottesville

15 Years

Henry Williams
Richmond

5 Years

Deborah Crandell/Howard Freeman
Oceana / Richmond