

Annual Report



2020

Message from the Secretary

As Secretary of the largest state agency in Wisconsin, I believe we have a duty to strengthen our communities by assisting the individuals in our care in being successful upon release from incarceration. I'm proud of the efforts of the Bureau of Correctional Enterprises (BCE) to help justice-involved people make the positive changes necessary to be successful upon reentry. Their efforts improve our state by assisting individuals in attaining valuable work skills, connecting with employers, and identifying valuable community resources that will aid in their recovery and transition to the community.

Throughout my career, I have found that investing in individuals who have the capacity for positive change is always the right thing to do. Governor Evers and I continue to invest in reentry and employment programs that support people preparing for a successful return into society. BCE plays a critical role in this work for our agency, ensuring incarcerated individuals and those on community supervision are able to financially contribute to their communities and families upon reentry, while simultaneously assisting Wisconsin businesses and improving the state's workforce.

In DOC we believe "every person, every family and every community matters." This value reminds us that people do not lose their value or human dignity just because they committed an offense. BCE is the embodiment of this value, and that is why I am proud to continue supporting its work and the individuals in BCE programs.

I encourage each of you to read through this report to see the tremendous impact BCE is having on our state and those in our care, and to join our agency in the mission to keep moving Wisconsin forward. Thank you.

Kevin A. Carr, DOC Secretary

Message from the Director



I am pleased to present the Bureau of Correctional Enterprises (BCE) Fiscal Year 2019-2020 (FY20) annual report. I take this opportunity to share information about each BCE team, BCE activities during FY20 and what BCE teams are working on during Fiscal Year 2020-21 (FY21).

Two BCE teams developed new products to help customers respond to COVID-19. BCE Textiles developed cloth face masks in accordance with CDC recommendations, and produced more than 28,000 in the first 30 days. BCE cloth masks continue meeting customer needs for washable, high-quality, two-ply cotton masks. BCE Custom Signs developed Safe Space Products by BCE. Printing and Signs Superintendent Mark Hennessy led our Custom Signs

team in the design and production of stickers, signs and clear barriers customers use to support healthy workplaces. I applaud these examples of the creative work done by the employees and workers on BCE teams.

BCE continues its outreach efforts to customers and employers by telling and reminding them what BCE is, what BCE does and how Wisconsin wins the more they and BCE work together. Talks with customers also focus on the products and services they can buy from BCE. Talks with employers also include information about how BCE Transition can help them meet some of their staffing challenges by connecting them with former BCE workers who are local, skilled and experienced. Our Bureau is funded by sales revenue, so customer outreach is critical to meeting our mission. Our Bureau helps DOC more fully meet its mission by contributing to workers' employment success.

I will take this opportunity to bring our focus onto Fiscal Year 2020-21 (FY21). Our Product Development Center (PDC) has been key to the design, support and promotion of BCE products and the Bureau overall. Product design work focused on updates to BCE's Marathon desking products. Product support work focused on furniture price lists used by our furniture sales team in their work with customers. Promotional work focused on sales brochures, BCE's outreach magazine and the design of www.shopbce.com, BCE's new website. Employees and workers on this team partner with the Department's Bureau of Technology Management to use NetSuite to improve our Internet presence and make www.shopBCE.com a shopping destination for BCE customers.

The Bureau's teams of employees and workers will continue in FY21 to strengthen our organization, operations and financial viability. Look forward to focused efforts on marketing and sales in our furniture, sign and printing industries. Also expect information about BCE's outreach to inform employers about our Bureau and its interest in helping them meet their staffing challenges.

Sincerely,

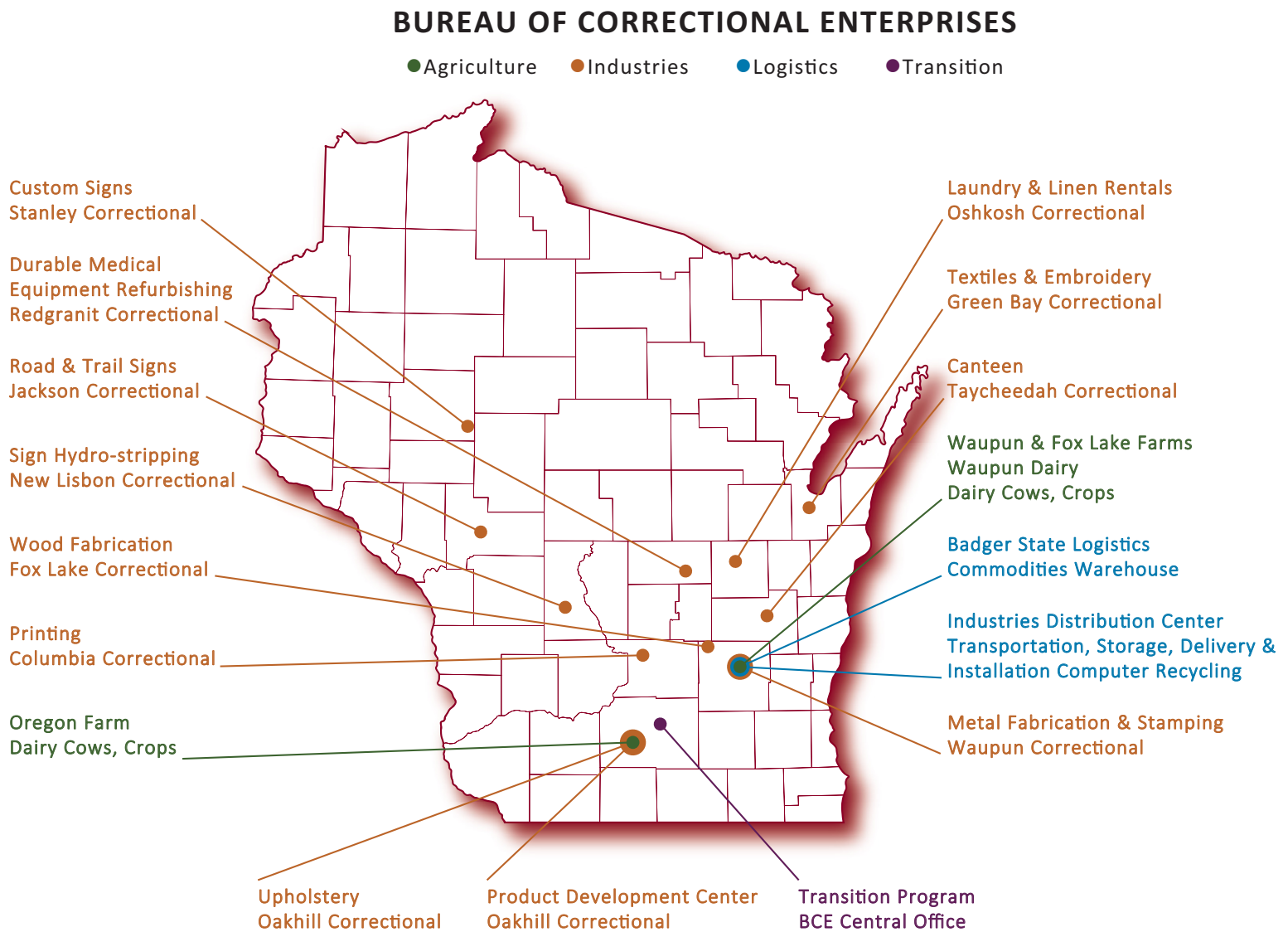
Wes Ray, Director
Bureau of Correctional Enterprises

THE MISSION OF THE BUREAU OF CORRECTIONAL ENTERPRISES IS TO ENHANCE PUBLIC SAFETY BY PROVIDING JOBS AND TRAINING TO PERSONS IN OUR CARE WHICH DEVELOP MARKETABLE SKILLS AND EXPERIENCE IN FINANCIALLY VIABLE BUSINESSES WHILE PROVIDING QUALITY PRODUCTS AND SERVICES TO OUR CUSTOMERS.

WHO WE ARE:

BCE IS COMPRISED OF FOUR OPERATIONAL AREAS: AGRICULTURE, INDUSTRIES, LOGISTICS, AND TRANSITION.

WHERE WE ARE:



THESE TEAMS OF EMPLOYEES AND WORKERS MAKE PRODUCTS AND PROVIDE SERVICES TO GOVERNMENT AND NON-PROFIT CUSTOMERS.



Agriculture

OREGON FARM

This farm consists of approximately 530 acres. The primary crops are alfalfa, corn, soybeans, and wheat. These crops are grown primarily for herd consumption. It has a Holstein dairy herd of 180 milk cows and 170 replacement heifers. This team employs persons from Oakhill Correctional Institution.

WAUPUN FARM/FOX LAKE FARMS

These farms consist of approximately 1,650 acres. The primary crops are alfalfa, corn, soybeans, and wheat. These crops are grown primarily for herd consumption. It has a Holstein dairy herd of 470 milk cows and 390 replacement heifers. This team employs persons from the John Burke Correctional Center.

WAUPUN DAIRY

This dairy produces milk in 5 gallon and half pint containers and ice cream and sherbet in individual serving containers. The dairy also sells the cream available from the production of the 1% milk it sells to customers. This team employs persons from the John Burke Correctional Center.



415 TOTAL WORKERS LEARNING
WITH BCE ON AN AVERAGE DAY



Industries

PRODUCT DEVELOPMENT CENTER (PDC)

The employees and workers on this team create digital assets as part of BCE product design, support and sales for the full lifecycle of BCE products. Design graphic assets include models, clean-sheet or purpose built product designs and manufacturing drawings. Digital assets that support and promote BCE products and services include catalogs, brochures, price lists and our website. Workers learn to use the latest generation computers equipped with sophisticated applications such as the graphics and presentation oriented Adobe Creative Suite, market leading CAD systems AutoCAD and SolidWorks, and web development tools inside NetSuite, BCE's enterprise resource planning (ERP) system. They sharpen their business acumen by working in an environment that is as similar to a private sector company as possible. This team employs persons at Oakhill Correctional Institution.

WOOD FABRICATION

BCE Wood Fabrication creates and assembles wood and systems furniture products. Examples of wood products include desks, tables, bookcases and credenzas. Some furniture components are provided as additions to items produced by other BCE teams. This team employs persons at Fox Lake Correctional Institution.

METAL FABRICATION

BCE Metal Fabrication includes, but is not limited to bookcases, multimedia cabinets, sit stands, monitor arms, pedestal and lateral files. BCE has suspended this team's operations, but continues to purchase metal products to enable BCE to meet customer's furniture needs.

UPHOLSTERY

BCE Upholstery is an assembly and upholstery operation for all seating products sold by BCE and re-upholstering services. This team employs persons at Oakhill Correctional Institution.



88% PERCENT OF FORMER BCE WORKERS HAVE EARNED JOBS WITHIN 3 YEARS OF RETURNING TO THEIR FAMILIES AND COMMUNITIES



Industries

METAL STAMPING

BCE metal stamping produces license plates for the DOT and tribes throughout Wisconsin. Automobile, truck, bicycle, specialized and motorcycle plates are representative of the various types of license plates produced. This team employs persons at Waupun Correctional Institution.

SIGN HYDROSTRIPPING

BCE Sign Hydrostripping uses high-pressure water to strip vinyl sheeting off of decommissioned signs so the aluminum blank can be used again. This reduces the amount of useful aluminum placed in Wisconsin landfills and produces a new sign at a more advantageous cost/price ratio. This team employs persons at New Lisbon Correctional Institution.

ROAD AND TRAIL SIGNS

BCE Road and Trail Signs produces signs for use on interstate, state and local roads, as well as trails used for snowmobiles, ATV's, UTV's, bicycles and hiking. Those signs are made on new and recycled aluminum blanks provided by BCE's Sign Hydrostripping team. This team employs persons at Jackson Correctional Institution.

CUSTOM SIGNS

BCE Custom Signs produces traffic, street and trail, architectural and informational signs along with banners, name badges and name plates. The team uses modern materials, equipment and digital design, photography and silkscreen methods. Painted surfaces, heat activated and pressure sensitive reflective sheeting materials are utilized in the production of signs. Signs are fabricated in various sizes, shapes, colors and textures. This team employs persons at Stanley Correctional Institution.

PRINTING

BCE Printing products and services include typesetting, graphic design, color and black and white copying, one and two-color printing, folding, drilling, cutting, envelopes, spiral bound books and much more. Other services include state park maps, brochures, posters and newsletters. Printed material is produced for any nonprofit organization and federal, state or local government agency, including universities and k-12 schools. This team employs persons at Columbia Correctional Institution.





Industries

LAUNDRY & LINEN RENTAL SERVICES

BCE Laundry provides laundry services to state agencies and university campuses. Linen rental services are offered to federal, state and local government agencies and campuses, as well as nonprofit organizations. Laundry currently done for facilities operated by the Departments of Corrections, Health Services, and Veterans Affairs include the picking up of dirty items and the delivery of clean items on a regularly scheduled basis. Items include clothing, bedding and coats for persons in our care, and a facility's rags and mops. Linen rental services are popular with many of the University of Wisconsin campuses, with rentable items including sheets and pillow cases, blankets, bed spreads, wash cloths and towels. This team employs persons at Oshkosh Correctional Institution.

TEXTILES/EMBROIDERY

BCE Textiles produces items sold to the full range of government and non-profit customers, including K-12 schools. Products include, but are not limited to detention clothing, mattresses and pillows, linens, and towels. This team also provides embroidery and heat transfer enhancements to a wide range of products. This team developed and produced more than 40,000 cloth face masks to help reduce the spread of COVID-19 in step with CDC guidelines. This team employs persons at Green Bay Correctional Institution.



840,000 HOURS OF WORKERS'
TIME USED TO LEARN AND EARN WITH
BCE DURING FY20



Industries

DURABLE MEDICAL EQUIPMENT REFURBISHING

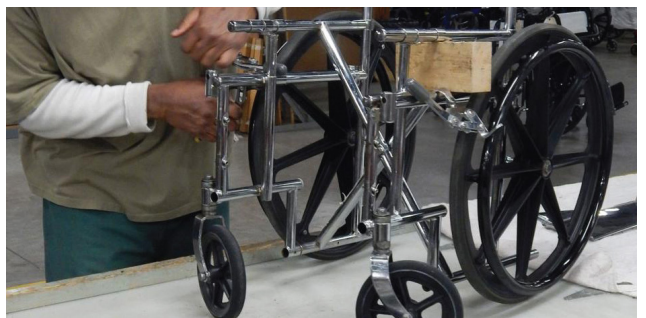
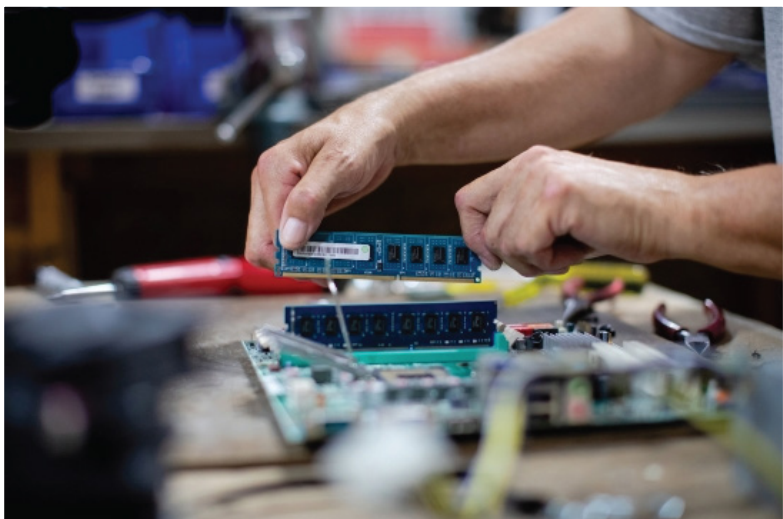
BCE Durable Medical Equipment (DME) Refurbishing prepares power and manual wheelchairs, bath equipment, and other miscellaneous mobility equipment for sale to BCE customers. Most items are received as donations. Collected equipment is assessed, sanitized and repaired to like-new condition. The sale of BCE's refurbished DME is on the www.wisconsinAT4ALL.com website with substantial savings passed on to customers compared to purchasing new. BCE partners with Inklusia, a Wisconsin based non-profit to help those with mobility challenges obtain equipment. This team hires persons at Redgranite Correctional Institution.

CANTEEN

BCE Canteen processes canteen orders for persons in our care at three correctional institutions, which include Taycheedah, Kettle Moraine and Waupun. Workers learn skills related to inventory, warehouse management, and order fulfillment. BCE Canteen is working to add additional correctional institutions to this operation. This team employs persons at Taycheedah Correctional Institution.

COMPUTER RECYCLING

Computers and select other electronic products that are obsolete or designed as non-repairable are received from the DOC. These items are de-manufactured down to the salable commodity in each device. The commodities are sold in a bidding process to responsible electronic recyclers. This service occurs at IDC and employs persons from John Burke Correctional Center.



**BCE PAID \$814,000 TO
WORKERS IN 2020. INCREASING THEIR
ABILITY TO PAY FINANCIAL OBLIGATIONS.**



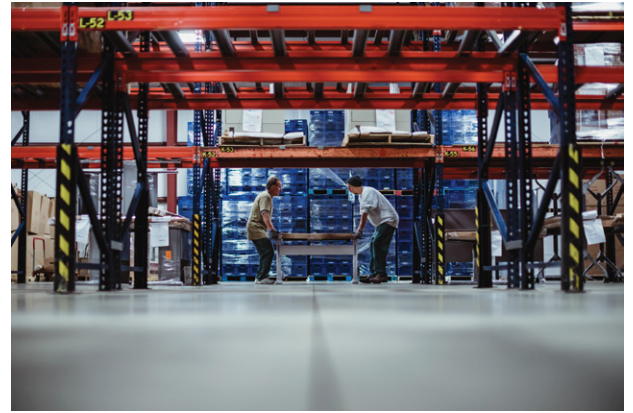
Logistics

BADGER STATE LOGISTICS

BSL is a warehouse that serves as the sales and delivery point for a number of consumable products sold to BCE customers. Products include, but are not limited to toilet paper, hand towels, food service supplies, can liners, motor oils, ice melting salt and softener salt. Workers on this team are persons at John Burke Correctional Center.

INDUSTRIES DISTRIBUTION CENTER (IDC)

IDC serves as the central hub for transportation, storage, delivery and installation of BCE products. IDC transports state-wide ranging from 24' straight trucks to 53' tractor-trailers and provides transportation services to other state agencies. IDC's installation team delivers and installs BCE furniture products, repairs furniture on-site and offers project management for large scale installations. Workers on this team are persons at the John Burke Correctional Center.



Transition

The BCE Transition team works to help BCE workers better prepare themselves for the job search and to connect them with employers and community service providers upon return to their families and communities. Transition participants are provided assistance with preparing a resume' and obtaining forms of identification needed to earn employment. Transition team members assess participants by providing job leads near their approved release addresses, information about local social service agencies and providing short-term supplemental funds for work-related items like tools, special clothing, transportation and rent.



**71% OF FORMER BCE WORKERS
HAVE NOT RETURNED TO DOC
THREE YEARS AFTER RETURNING
TO THEIR FAMILIES AND COMMUNITIES**





Financial Report 2020



	AGRICULTURE	INDUSTRIES	LOGISTICS	TOTAL
REVENUES	\$ 5,501,200	\$ 19,353,500	\$ 7,586,500	\$ 32,441,200
EXPENDITURES	\$ 5,221,200	\$ 16,553,500	\$ 7,075,400	\$ 28,850,100
Profit (Loss)	\$ 280,000	\$ 2,800,000	\$ 511,100	\$ 3, 591,100
EXPENDITURES DETAILS				
PERSONNEL SERVICES				
Salaries & Fringe Benefits	\$ 1,459,700	\$ 1,582,800	\$ 316,800	\$ 3,359,300
Non-BCE Expenditures (Salary & Fringe)	\$ 0	\$ 0	\$ 0	\$ 0
TOTAL	\$ 1,459,700	\$ 1,582,800	\$ 316,800	\$ 3,359,300
SUPPLIES & SERVICES				
Materials (Raw / for Resale)	\$ 591,400	\$ 10,259,700	\$ 6,451,300	\$ 17,302,400
Other Supplies & Services	\$ 2,850,000	\$ 4,222,600	\$ 301,800	\$ 7,374,400
Worker Wages	\$ 320,100	\$ 488,400	\$ 5,500	\$ 814,000
Non-BCE Expenditures	\$ 0	\$ 0	\$ 0	\$ 0
TOTAL	\$ 3,761,500	\$ 14,970,700	\$ 6,758,600	\$ 25,490,800



**ONLY \$50,000 OF WISCONSIN TAX
PAYER DOLLARS APPROPRIATED IN FY20
FOR ALL BCE OPERATIONS.**



— Bureau of —
**Correctional
Enterprises**

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3099 East Washington Ave.
Madison WI, 53708
SHOPBCE.com